



Dragos Andrei

Date of birth: 28/09/1997 | **Place of birth:** Timisoara | **Nationality:** Romanian | **Sex:** Male |

Phone: (+40) 730146435 (Mobile) | **Email:** dragos.andrei11@gmail.com | **LinkedIn:**

<https://www.linkedin.com/in/dragos-manescu-28b5ba172/> |

Address: Comuna Turburea Judetul Gorj, Turburea no 488, Romania (Home)

● ABOUT MYSELF

I am a dedicated and adaptable individual with a strong foundation in electronics, telecommunications, and information technology, complemented by hands-on experience in software testing, customer support, and management. My background includes collaborating on applied testing projects in the automotive industry, supporting telecom customers with technical assistance and guidance, and overseeing daily operations in a fast-paced retail environment. I have also developed web development skills, as well as video editing and simulation expertise, making me well-rounded and versatile. Driven by a continuous desire to learn, I seek opportunities to grow both personally and professionally while contributing positively in team environments.

● WORK EXPERIENCE

🏢 **VODAFONE** – TIMISOARA, ROMANIA

BUSINESS SALES ADVISOR – 16/12/2024 – 19/07/2025

Main responsibilities included prospecting, contacting, and contracting new companies for customized telecommunication solutions, as well as providing ICT and IoT services tailored to their business needs. I was also responsible for establishing and maintaining long-term business relationships with corporate clients, ensuring that the proposed solutions addressed both immediate requirements and digital transformation objectives. In addition, I contributed to training artificial intelligence models in partnership with Microsoft, using Vodafone's internal documentation to optimize processes and enhance service delivery.

🏢 **HUF ROMANIA** – TIMISOARA, ROMANIA

DEVELOPMENT PROJECT MEMBER – 01/2023 – 05/2023

I collaborated with Huf Romania on the Development Project for Applied Testing Principles, where I developed skills in various types of system and software testing, including black-box testing. I gained a deeper understanding of testing principles frequently used in the automotive industry and improved my ability to summarize and present test results effectively. This experience allowed me to apply theoretical knowledge in a practical setting, enhancing my proficiency in testing methodologies relevant to automotive applications.

🏢 **CGS ROMANIA** – TARGU JIU, ROMANIA

TELECOMMUNICATIONS CUSTOMER SUPPORT – 07/2021 – 09/2021

Main responsibilities included handling customer calls, providing accurate and detailed information about the company's products and services, as well as actively promoting and selling Orange services through both incoming and proactive calls. I was also responsible for recording customer requests and notifications in the system. Additionally, I played a key role in advising and persuading customers to migrate from satellite dish packages to fiber optic solutions, contributing to the transition toward a modernized and improved network infrastructure.

🏢 **STARBUCKS** – TIMISOARA, ROMANIA

ASSISTANT STORE MANAGER – 15/01/2018 – 16/04/2020

I was responsible for managing the daily operations of the café, including supervising the team, maintaining quality and hygiene standards, and optimizing the customer experience. I applied knowledge in accounting and financial flow

management to monitor costs and analyze sales, contributing to performance targets. I ensured compliance with company policies and procedures and maintained a consistent and appealing brand image within the café.

● **EDUCATION AND TRAINING**

10/2020 – CURRENT Timisoara, Romania

BACHELOR'S DEGREE - APPLIED ELECTRONICS Politehnica University of Timisoara - Electronics, telecommunications and information technologies

09/2012 – 07/2016 Targu Jiu, Romania

BACCALAUREATE DIPLOMA Colegiul tehnic general Gheorghe Magheru

Level in EQF EQF level 4

● **PROJECTS**

Frontend Web Development

I have completed multiple web development projects, focusing on creating interactive and responsive websites using HTML, CSS, and JavaScript. My skills include semantic structuring of web pages in HTML, utilizing modern elements to enhance accessibility and optimize SEO. In CSS, I am proficient in advanced design with CSS3, incorporating Flexbox, Grid, and responsive design techniques to deliver an optimal user experience across mobile and desktop devices. Additionally, I have experience in developing dynamic functionalities with JavaScript, such as implementing scripts for online transactions to ensure secure and efficient processing.

Video Editing with Adobe Premiere

Skilled in video editing using Adobe Premiere, with experience in creating polished, professional videos. Proficient in cutting, color correction, audio enhancement, and adding transitions and effects to deliver high-quality content. Capable of crafting compelling visual stories that engage viewers and meet project goals.

Modeling and Simulating Power Converters

Experienced in modeling and simulating a variety of power converters, including Buck, Boost, Buck-Boost, Cuk, Sepic, Zeta, Flyback, and Forward converters, using Matlab, Simulink, and Caspoc. Skilled in designing accurate models to analyze converter performance, optimize parameters, and study dynamic responses under various operating conditions. Capable of simulating complex topologies and control strategies to evaluate efficiency, stability, and response time, providing valuable insights for power electronics applications.

Creating a Neural Network for Word Recognition in Romanian

Developed a neural network model for word recognition in the Romanian language using MATLAB. This project involved pre-processing Romanian language data, designing and training the neural network architecture, and optimizing parameters to achieve accurate recognition of words. The model aims to improve language processing capabilities specifically tailored for Romanian, addressing unique linguistic characteristics and improving performance in Romanian-specific applications.

Two-Channel Oscilloscope and Spectrum Analyzer using LabVIEW

Developed a two-channel oscilloscope and spectrum analyzer application using LabVIEW. The project includes real-time data acquisition, visualization, and analysis capabilities for monitoring and diagnosing signal characteristics across two input channels. With LabVIEW's graphical interface, I designed intuitive controls and displays to visualize waveforms, measure signal parameters, and perform frequency spectrum analysis. This tool is ideal for testing and analyzing electronic signals in lab environments, providing accurate insights into amplitude, frequency, and phase relationships.

Vocal Separator for Karaoke using PADS

Designed a vocal separator application using PADS for creating karaoke tracks by isolating and removing vocal components from audio recordings. This project utilizes advanced signal processing techniques to achieve clear separation of instrumental and vocal layers, enabling the creation of high-quality karaoke versions. The application is optimized for accuracy in vocal isolation, providing an engaging experience for karaoke enthusiasts.

Decade Counter Design using Protel 99, PADS, and Circuit Maker

Developed a decade counter circuit using Protel 99, PADS, and Circuit Maker, focusing on accurate counting and signal processing. This project involved designing, simulating, and testing a reliable counter that increments through ten states (0-9) in response to input pulses. The circuit was optimized for stability and accuracy, with each software tool aiding in schematic capture, PCB layout, and simulation. Ideal for applications requiring precise digital counting, such as frequency division and digital displays.

● LANGUAGE SKILLS

Mother tongue(s): **ROMANIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	B2	B2	B2	B2	B2
GERMAN	A1	A1	A1	A1	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user

● DRIVING LICENCE

Driving Licence: B