

ADRIAN-ALEXANDRU URSULESCU-POP

DATA PROFESSIONAL

DETAILS

ADDRESS

Glasgow
United Kingdom

EMAIL

contact@alex-data.com

LINKS

www.alex-data.com

SKILLS

Communication Skills

Negotiation Skills

Problem Solving

Analytical Thinking

Team Working

Data Analysis

Data Visualization

Tableau (Software)

Power BI

IBM Cognos Analytics

Google Looker Analytics

SQL Databases

MySQL

PostgreSQL

BigQuery

Gen AI

Microsoft Office

Microsoft Word

Microsoft Excel

Microsoft PowerPoint

PROFILE

Motivated and detail-oriented professional with over 10 years of experience in client communication, negotiation, and customer engagement, including 6 years in sales roles across different channels. A strong communicator with exceptional organisational, time management, and interpersonal skills, adept at building relationships and solving problems in high-pressure environments. Culturally competent, and speaker of 5 languages at different levels. Quick to learn new technologies, with a hands-on approach to tasks and a proven ability to manage multiple priorities efficiently. Eager to transition into data analysis, leveraging analytical thinking, a results-driven mindset, and a commitment to continuous learning to contribute value in an entry-level data analyst role.

EMPLOYMENT HISTORY

RECRUITMENT CONSULTANT, INDEPENDENT

Glasgow, UK

Apr 2021 — Jan 2024

- Developed and maintained strong client relationships by understanding hiring needs, industry trends, and company cultures to deliver tailored recruitment solutions.
- Sourced high-quality candidates through various channels, including professional networks, job boards, social media, and referrals.
- Conducted in-depth candidate assessments, including resume screening, interviews, and reference checks, to ensure the best fit for client vacancies.
- Managed the end-to-end recruitment process, from job requirement gathering and candidate shortlisting to offer negotiation and onboarding.
- Created and published job advertisements tailored to attract suitable candidates with specific skills and experience.
- Provided market insights and salary benchmarking to clients to assist in creating competitive job offers.
- Built and managed a candidate database, ensuring up-to-date records and facilitating efficient matching of candidates to future job opportunities.
- Facilitated communication between clients and candidates, ensuring timely feedback and maintaining a high level of engagement throughout the hiring process.
- Negotiated terms of business with clients, ensuring mutually beneficial agreements and long-term partnerships.
- Maintained compliance with recruitment regulations and data privacy standards.
- Delivered a high level of service by ensuring a positive experience for both clients and candidates, leading to repeat business and referrals.
- Continuously improved recruitment strategies by staying updated on industry trends, new technologies, and best practices.

Cascading Style Sheets (CSS)

HTML

JavaScript (Programming Language)

Python (Programming Language)

Front-End Web Development

Microsoft Outlook

LANGUAGES

Romanian



English



French



Spanish



Dutch



CONSTABLE, LONDON MPS

London

Mar 2019 — Mar 2021

- Served as a front-line member of the 999, emergency response team, providing rapid assistance and maintaining public safety in high-pressure situations.
- Delivered a visible and reassuring presence in the community to deter crime and promote public confidence.
- Conducted proactive and reactive patrols on foot and by vehicle, identifying individuals and locations at heightened risk of criminal activity.
- Responded swiftly to emergency calls, assisting at a wide range of incidents, including public disturbances, road traffic accidents, and criminal offenses.
- Built strong relationships with community members, liaised with local groups, and acted as a point of contact to foster trust and enhance safety initiatives.
- Maintained order and ensured public safety at events, protests, using de-escalation techniques to defuse potentially volatile situations.
- Demonstrated sensitivity and professionalism when handling sensitive situations, such as delivering notifications of sudden deaths and dealing with victims of serious crimes.
- Conducted initial investigations by gathering evidence, taking statements, and ensuring adherence to legal procedures and requirements.
- Interviewed suspects, victims, and witnesses in compliance with relevant legislation, ensuring evidence integrity and due process.
- Effectuated arrests while safeguarding the rights, security, and well-being of all individuals involved, including detained persons, colleagues, and members of the public.
- Prepared detailed crime reports and case files for submission to senior officers and legal bodies, such as the Crown Prosecution Service (CPS) and other prosecutorial agencies.
- Provided evidence in court and other hearings, ensuring accuracy and clarity in legal proceedings.
- Managed administrative duties, including submitting internal crime and intelligence reports, and acted on actionable information received from the public.
- Collected, recorded, and analysed criminal intelligence to support community safety initiatives, crime prevention, and targeted enforcement actions.
- Provided regular updates to victims and witnesses, ensuring effective communication and maintaining a high level of victim satisfaction.
- Responded to road-related incidents, including collisions, vehicle checkpoints, and traffic offenses, enforcing road traffic legislation and issuing penalties for violations.
- Followed the direction of senior officers on specific tasks while working collaboratively with other emergency services and community partners to achieve shared objectives.

FRONT-END WEB DEVELOPER, QUICKLINK CONSULTANCY & FREELANCE

London

Feb 2017 — Feb 2019

- Successfully delivered front-end web solutions for multiple clients, both as a freelancer and in-house developer, across various industries.
- Gained hands-on experience in web development by building and maintaining dynamic, responsive, and user-friendly web applications using HTML, CSS, and JavaScript.
- Implemented responsive web design (RWD) principles, ensuring optimal performance and compatibility across desktop, tablet, and mobile devices.
- Collaborated closely with cross-functional teams, including back-end developers, designers, and project managers, to deliver high-quality projects on time and within scope.
- Wrote clean, efficient, and maintainable code, adhering to best practices and ensuring ease of future scalability and maintenance.

- Developed interactive UI components and enhanced user experience by integrating modern frameworks and libraries.
- Regularly researched and adopted new web technologies, tools, and frameworks to improve development processes and project outcomes.
- Managed project timelines effectively by coordinating directly with clients to gather requirements, provide updates, and ensure expectations were met.
- Ensured code quality through rigorous testing, debugging, and troubleshooting, reducing errors and improving overall site performance.
- Contributed to the full lifecycle of projects, from initial requirements gathering to deployment and post-launch maintenance.

RECRUITMENT CONSULTANT, MASON FRANK INTERNATIONAL

London

Jun 2015 — Jan 2017

- Employed sales, business development, marketing strategies, and networking techniques to generate new business opportunities and secure partnerships with client companies.
- Built a deep understanding of client organizations, including their industry landscape, operations, work culture, and specific hiring needs.
- Managed and developed a portfolio of key accounts by cultivating strong, long-term relationships with new and existing clients.
- Crafted targeted job advertisements tailored to attract candidates with the required skills and experience for current and future vacancies.
- Leveraged multiple recruitment channels, including job boards, LinkedIn, social media, and the company website, to advertise job openings and source candidates.
- Conducted headhunting activities, proactively identifying and approaching high-calibre professionals, including those currently employed.
- Utilized candidate databases to match qualified candidates with client vacancies, ensuring a precise fit for technical and cultural requirements.
- Screened applications, managed the interview and assessment process, and created detailed shortlists of top candidates for client review.
- Verified candidate credentials by requesting references and conducting suitability checks prior to presenting candidates to clients.
- Briefed candidates thoroughly on job responsibilities, compensation packages, and benefits to ensure informed decision-making.
- Prepared CVs and professional correspondence to present candidates effectively to clients, emphasizing key qualifications and experience.
- Coordinated interview logistics, provided timely feedback to candidates, and facilitated communication between clients and candidates throughout the recruitment process.
- Led salary negotiations and finalized employment terms, ensuring a mutually beneficial outcome for both clients and candidates.

LETTINGS NEGOTIATOR, FELICITY J LORD

London

Feb 2014 — Jun 2016

- Dealing with telephone and email inquiries from prospective tenants
- Identifying the needs and wants of each prospective tenant and matching them with available stock
- Registering inquiries effectively and arranging appointments for appropriate properties
- Following up inquiries and maintaining a database of active potential tenants
- Conducted detailed property performance reviews and presented insights to landlords, aiding in data-driven decision-making for pricing and marketing strategies.
- Processed financial transactions (deposits and rent payments) with high accuracy, ensuring compliance with internal and external regulations.
- Negotiated offers by leveraging data on tenant requirements and market conditions, contributing to increased deal closure rates.

- Streamlined the lettings process by providing timely updates to all stakeholders, improving client satisfaction and reducing turnaround time.
- Supported team goals by tracking key performance metrics and working collaboratively towards achieving monthly branch targets.
- Adapted to different branch locations by quickly analysing local market dynamics, tailoring property recommendations, and enhancing client experience. Having worked in multiple branches of the company in different areas and dynamically adapting to the local area and prospective tenants for the respective area
- Coordinated and scheduled property valuations, providing data support for rental pricing strategies.
- Demonstrated advanced organisational and multitasking skills by managing multiple client accounts, appointments, and transactions simultaneously.

EDUCATION

Certificate-Based Learning, Coursera

Jan 2024 — Jan 2025

Undertook self-learning on Coursera to strengthen expertise in data analytics, with a focus on data analysis and visualization. Gained proficiency in industry-standard tools to effectively enable data-driven decision-making.

Amongst the certifications I have achieved are:

- Google Data Analytics Professional Certificate
- Google Advanced Data Analytics
- IBM Data Analyst
- Tableau Business Intelligence Analyst
- IBM Business Intelligence (BI) Analyst
- Meta – Introduction to Data Analytics
- Microsoft Power BI Data Analyst

DEVELOPMENT PROFESSIONAL PROGRAMME, Just IT

London

Nov 2015 — May 2017

Completed a professional development program in front-end web development, gaining expertise in HTML, CSS, JavaScript, and modern frameworks. Focused on creating responsive, user-friendly websites and applications, with hands-on experience in building dynamic interfaces and improving problem-solving and debugging skills.

BACCALAUREATE, LICEUL TEORETIC "PANAIT CERNA"

Braila / Romania

Sep 2002 — Jul 2006

UK's equivalent of A levels on the following subjects:

- Mathematics
- Biology
- Romanian Literature
- English