
WORK EXPERIENCE

Brainspotting

January 2023- November 2023

Director of Client Relations

Bucharest, RO

- Brainspotting is a Recruitment & Staffing partner for building remote Product & Engineering teams in Romania & Poland.
- Upon my promotion from Talent Manager at Brainspotting to the Director of Client Relations, I lead outbound sales efforts and oversaw various aspects of Marketing
 - I fully managed cold outreach campaigns, including prospecting/ lead generation and template generation as well as content creation & copywriting for the company website, sales decks, etc.
 - I traveled to both Israel & Switzerland on several occasions for face-to-face discovery meetings with Engineering leadership in addition to conducting other sales meetings virtually
- My knowledge of the local employment market and software engineering/ tech ecosystem was used to shape company-wide best practices for prospecting potential clients and re-engage previous warm leads

Pathway

September 2021- December 2022

Talent Manager

Bucharest, RO

- I supported Pathway's clients in sourcing & vetting technical talent and guiding them through interview processes & negotiations with hiring managers
 - I additionally consulted clients & prospective clients regarding traditional "headhunting" services vs. Staffing arrangements and onsite vs. hybrid/ remote teams throughout Central & Eastern Europe
- Through nurturing client relationships as well as those with engineers within my individual network, I successfully achieved 100% of quota filling specialized, niche engineering roles mainly in FinTech and Crypto/ Blockchain companies

Homesite Insurance

November 2016- August 2018

Front Desk Administrative Receptionist/ Office Manager

Boston, MA, USA

- I was hired to act as the "face of the company" in the 700-person HQ of a national insurance company
- As part of the Facilities department, I oversaw new hire onboarding, building security, office supply ordering & invoicing, event planning, facilities management & repairs, and ad hoc executive assisting

M. Davis Holdings & Consulting

May 2016- September 2016

Executive Assistant & Consultant

Boston, MA, USA

- I researched and consulted on new & ongoing projects and managed a network of contractors in various domains

Fuze (formerly ThinkingPhones)

October 2015- May 2016

Business Development Representative

Boston, MA, USA

- Lead generation & prospecting to evaluate prospective clients' telecommunication structure and needs
 - This included high volume cold calling to support Account Development Representative's qualified lead building

EDUCATION

University of Bucharest

June 2020

MPhil, Intercultural Management- UNESCO Chair

Bucharest, RO

- My dissertation examines "Collaboration in Linguistically-Diverse Teams"- how the inclusion of Native English Speakers creates a challenging communication environment in teams with both Native & Non-Native Speakers

Northeastern University

B. Sc in International Business

- Dual concentrations in Marketing & Spanish, 3.4 GPA
- Part of the Northeastern University Dance Teams, completion of a 6-week study abroad semester at the Universidad de San Ignacio de Loyola in Cusco, Peru

August 2015
Boston, MA, USA

Universidad Pontifica Comillas

ICADE E4 Business Program

- Expatriate year with full language immersion with all academic & professional work (6-month internship in a locally-based tourism marketing agency) in Spanish

September 2013- August 2014

Madrid, ES

CERTIFICATIONS, SKILLS & INTERESTS

- **Certifications:** TEFL (Teaching English as a Foreign Language) & TESOL (Teaching English as a Secondary or Other Language) certified
- **Skills:** Conversational Romanian (B2), Limited working proficiency in Spanish (Castilian)
- **Interests:** lifetime dancer & pianist, avid reader, cat lover, curator of niche dance music, daily walk enthusiast (minimum 5km/ day)