

Andrei Vorobev

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[Portfolio](#)

[Github](#)

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TECHNICAL SKILLS: JavaScript, Python, Java, Flask, React, Redux, Node.js, Git, GitHub, HTML/CSS, Express, SQL, SQLAlchemy, Sequelize, PostgreSQL, AWS, Docker, Render, JINJA, Object-Oriented-Programming (OOP), Test-Driven-Development (TDD)

RELEVANT SKILLS: Full-Stack Development, Database Management, API Integration, Version Control, Microservices Architecture, Responsive Design, Scrum/Agile Methodologies, Web Security Best Practices, Client Management

PROJECTS

Scenthood (React / Redux, JavaScript, Flask, AWS S3, SQLAlchemy, HTML, CSS)

[live](#) | [github](#)

Ecommerce site that allows users to buy and sell fragrances.

- Orchestrated the deployment of **React** and **Redux** on the frontend to manage the application's state, fostering a dynamic and user-friendly interface.
- Utilized **Flask** and **SQLAlchemy** on the backend to execute server-side operations.
- Created a Cart Modal utilizing **Local Storage** functionality, ensuring persistent storage of cart data for users, regardless of login status or database resets, enhancing the overall user experience by maintaining seamless access to cart information.
- Implemented **Google Maps Place Autocomplete** to streamline the autocomplete of geolocation, in Signup and Order forms, enhancing user experience by enabling quick and accurate data input.

SavoryScoop (React / Redux, JavaScript, Google Maps API, Flask, AWS S3, SQLAlchemy, HTML, CSS)

[live](#) | [github](#)

Food Delivery site inspired by Uber Eats.

- Designed **REST APIs** in **Flask** to facilitate consistent and efficient data exchange between the frontend and backend servers, ensuring robust and reliable communication within the application.
- Spearheaded smooth collaboration with team members, implementing a streamlined **Git** and pull request workflow to proactively prevent and efficiently resolve potential merge conflicts, ensuring a cohesive development process.
- Developed restaurant and item forms with **AWS S3** integration, to increase fetch efficiency and reducing the overall load.
- Improved restaurant details page by integrating **Google Maps API**, providing users with an interactive map for accurate location visualization.

RELEVANT EXPERIENCE

Supplier Relationship Manager, Storage & Organization

Wayfair

Dec 2021 - May 2023

- Managed a diverse portfolio of 500+ suppliers, contributing to a profit generation of over \$40 million.
- Developed and implemented scorecards and roadmaps for nine key suppliers, fostering their growth and success within a challenging macroeconomic environment.
- Led negotiations with suppliers, securing competitive pricing and favorable terms, leading to cost savings exceeding 10% and a notable increase in profitability.
- Collaborated with cross-functional teams to identify upselling and cross-selling opportunities, successfully increasing participation in Wayfair programs like CastleGate and Sponsored Products.

Category Specialist, Kids Bicycles

Walmart eCommerce

July 2019 - Jan 2021

- Increased traffic by 10% and conversion rate by 120bps after updating site navigation utilizing internal and third-party tools.
- Proactively conducted cold-calling initiatives with bicycle manufacturers, successfully onboarding seven strategic vendors to sell on Walmart. This effort resulted in the potential for sales exceeding \$30 million.
- Led negotiations to consistently secure lower costs, contributing to a total sales increase exceeding 15% and enabling Walmart to maintain competitiveness in the kid's bicycles business.

EDUCATION

Web Development - *App Academy* | Dec 2023

B.A., International Business - *University of California San Diego* | 2017 - 2019