

Ciociu Andrei (U.S & Romanian Citizen)

andrei@ciociu.dev | github.com/AndreiTotoro | ciociu.dev | linkedin.com/in/andreiciociu0 | +40750226939

Skills

Programming: A.I., Data Structures & Algorithms, C++, Python, JavaScript/TypeScript, Rust, PHP, Blockchain

Front-End: React/Next.js, Tailwind/CSS, Material UI/Shadcn UI

Back-End: Node.js/Express.js, Next.js(Server Actions), PHP/WP, Zero-Trust Architecture, Netopia Payment Processing

Databases: MongoDB, PostgreSQL, MySQL/MariaDB

DevOps: Linux(advanced), VPS Management/Hardening, NGINX, Docker, Git/GitHub, Networking/Cyber Security(basic)

Authentication: Auth.js/NextAuth.js, Clerk, OAuth, Cookies, Encryption/Cryptography

Experience

Founder & Software Engineer, NearPluto.com – Bucharest, Romania June 2024 – Present

- **Founded and scaled an A.I.-focused B2B software development agency**, delivering five large-scale projects in three months while overseeing client acquisition, technical strategy, and operations.
- **Designed and built an AI-powered STEM learning platform** that automatically generates personalized learning tracks, adaptive quizzes, and flashcards, enabling students to master complex concepts through dynamically generated content.
- **Developed an AI-personality-powered dating app** inspired by Tinder, leveraging fine-tuned LLMs to create dynamic, human-like conversational agents that improve user onboarding, engagement, and matching outcomes.
- **Engineered Romania's largest outdoor adventure platform** (Adventure-Time.ro) using Next.js, Tailwind CSS, ShadCN UI, Auth.js, React Server Actions, and MongoDB, with OAuth authentication and Netopia payment integration.
- **Built and launched a kayak e-commerce platform** (IaCaiace.ro) with advanced inventory management, secure payment processing, and a custom admin dashboard for streamlined operations.
- **Deployed and optimized all projects on a self-hosted VPS**, achieving sub-second load times through performance tuning, security hardening, and scalable infrastructure design.

Software Engineer, Nerdvana Romania – Bucharest, Romania October 2024 – August 2025

- **Collaborated on two large-scale synchronized codebases** with unique databases to develop **JavaScript/PHP tools and applications**, directly contributing to increased revenue and enhanced marketing strategies
- **Streamlined the company's appointment booking & debt systems**, boosting team productivity by 55% through the development of 4 PHP and JavaScript applications that automated operations and improved efficiency.
- **Automated the notification system** (email, text messages, and alerts) by developing **7 CRON Jobs** and conditionally firing functions based on user actions, enabling the delivery of **over 4,000 additional notifications per month**, vastly improving user engagement and marketing reach
- **Designed and implemented a tracking solution** to monitor user data across two synchronized sites, enabling **automated access control** based on user behavior patterns, which **improved security and user experience**

Blockchain Software Engineer, dAppStation.eu – Remote October 2022 – December 2023

- **Developed 8+ full-stack decentralized projects on Ethereum and Solana**, including NFT marketplaces, games, and exchanges using a modern tech stack: **React, Tailwind CSS, ShadCN UI, Material UI, Auth.js, Ethers.js, Moralis.js**
- **Designed a new NFT protocol** enabling users to create NFTs by combining existing ones with a custom image overlapping feature, boosting engagement
- **Implemented performance optimizations by creating a custom image upload and optimization endpoint**, improving load times and user experience across platforms

Education

Technical University of Cluj-Napoca(UTCN) – B.Eng. in **Computer Engineering** October 2025

- Scored a perfect **10.00/10.00** in the **National Romanian Baccalaureate Exam** in Computer Science
- Scored in the **top 40 of all candidates** in the Faculty's **Admission Exam** in **Mathematics**
- **x2 National Winner** of the **International Hackathon, "NASA Space Apps"**