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GUVERNUL ROMÂNIEI

Fondul Social European  
POSDRU 2007-2013Instrumente Structurale  
2007-2013

OIPOSDRU

UNIVERSITATEA  
"GHEORGHE ASACHI"  
DIN IASI

## POSDRU/161/2.1/G/136071 Practica azi pentru jobul de maine!

Proiect cofinanțat din Fondul Social European

prin Programul Operațional Sectorial Dezvoltarea Resurselor Umane 2007-2013

Investește în oameni !

Revista proiectului • Nr 18 • Septembrie 2015



TÂRGUL de CARIERE

## Targul de Cariere 6-7 octombrie 2015, Atrium Palas, Iasi

Cea de-a 9-a ediție a Târgului de Cariere la Iași din 6 și 7 octombrie va reuni cel puțin 5.000 de candidați și 30 de companii.

Evenimentul se adresează îndeosebi tinerilor cu studii superioare absolvite sau în curs, cu sau fără experiență de muncă profesională, interesați de o interacțiune directă cu angajatorii pentru a afla care sunt oportunitățile disponibile de pe piața forței de muncă și pentru a aplica la job-urile, internship-urile sau programele de voluntariat pregătite de angajatori.

### PROGRAM:

- **6 octombrie:** între orele **10:00 și 19:00**, în Atrium, Palas

- **7 octombrie:** între orele **10:00 și 16:00**, în Atrium, Palas

*\*Intrarea liberă!*

### În premieră la Iași: concursul în IT, Speed Coding Challenge!

Speed Coding Challenge este o competiție contracronometru adresată specialiștilor IT, indiferent de nivelul lor de experiență și de tehnologiile cu care lucrează.

Participanții au între 5-15 minute la dispoziție pentru a rezolva challenge-uri pe programare în diverse tehnologii (Java, .NET, C, C++, C#, Python, Flash, Unity 3D etc.), iar cei care reușesc să respecte obiectivele au parte de premiile noastre și de gloria veșnică.

Pentru a participa la Speed Coding Challenge trebuie numai să vii la Târgul de Cariere, te așteptăm cu provocări și pentru începători și pentru avansați.

Companiile participante la această ediție TdC din Iași la concursul Speed Coding sunt: Optymyze și Silicon Service.

Pentru joburile deschise va invităm să participați la targ sau să aplicați online la

<http://www.targuldecariere.ro/iasi/>

<http://www.etti.tuiasi.ro/stagii/>



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### PARTICIPANTI:



### ATEXIS and the Customer Support Engineering

The optimization of Customer Support is at the heart of a company's technical, economic and human resource concerns. It is a key decision-making factor in the choice to acquire a product or system. Its performance is a major driver of competitiveness of companies faced with increasingly competitive markets.

The main system and the support system are inherently intertwined. The support system and its components are central to customer support activities. Autonomously or in synergy with the ALTEN Group, ATEXIS accompanies its partners and helps them to offer their customer optimized support services for the operation and maintenance of their equipment.

### Our added-value

ATEXIS is an international company dedicated to Customer Support Engineering activities. As a "Solution" subsidiary of the ALTEN Group, ATEXIS combines the skills of 850 collaborators united within a network of subsidiaries based in France, Germany, Romania and India. We support our partners using a range of services with the main aim of optimizing the Equipment Support System during their series lifetime. The expertise and know-how of ATEXIS adapts to meet all your business requirements.

### Our references

Dependability studies of combat systems  
ILS studies of nuclear power plant equipment  
Logistical Support Analysis of civilian and military vessels  
Simplification and recommended maintenance programs for helicopters  
Design and updating of technical documentation for aircraft and helicopter maintenance  
Training support for aircraft maintenance technicians.



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### Design and Modeling Engineers

- **Companie:** [Atexis](#)
- **Domeniul job-ului:** [Industria auto](#), [Automotive](#)
- **Tip:** full time
- **Număr poziții:** 10
- **Oraș:** [Iasi](#)



ALTEN's terrestrial transportation division takes action to major terrestrial transportation industrial players, and is looking for engineers (M or W) to intervene in the simulation and validation of some Models according the V-cycle methodology with one of its client which is a leader in the automotive industry.

We are recruiting **Design and Modeling Engineers (M/W)**.

You will join a team set up by ALTEN dedicated to intervene throughout all the life cycle of a vehicle and its main activities are within:

- New vehicle development as well as technical optimization during serial production
- Axles
- Wheels
- Suspension
- Direction
- Brakes

To operate these activities, ALTEN is in interface with client's stakeholders of up- and down-stream entities : Vehicle project team and people in charge to follow the design component development.

#### Job positions:

You will be integrated to our project team and under the control of senior engineer, you will take in charge one of the following activities:

- Mechanical design (with CATIA V5)
- Mechanical design (with PRO-ENGINEER)
- Simulink design

#### Requirements:

Graduated from an engineering school, you justify a first previous experience in a similar field.

<http://www.etti.tuiasi.ro/stagii/>



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To manage successfully this position, you will need experience with one or more of the following tools:

- Matlab / Simulink
- Pro Engineer CREO 2.0
- CATIA V5
- Digital Mock Up update and validation
- 3D and 2D design
- Component references database update and validation
- Multiple industrial tools and methodology

A medium or advanced level in French and English is required.

The skills you will develop in this project will allow you to evolve to project management positions or enrich your technical expertise in the field of simulation and modeling.

ALTEN allows you to quickly take responsibility and to evolve in line with your career goal. If the prospect of integrating the carrier company of the most innovative projects in Romania and abroad motivates you, then let's meet!

As a technological partner reference for the biggest companies nationwide and worldwide, in 25 years ALTEN has become the European leader in engineering and consulting services. Composed of 18400 collaborators (with 88% of engineers) – Settled in 20 countries – 1.3 M€ turnover.



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### Engineer for Electronic design of vehicle function

- **Companie:** [Atexis](#)
- **Domeniul job-ului:** [Telecomunicații](#), [Automotive](#)
- **Tip:** full time
- **Număr poziții:** 10
- **Oraș:** [Iași](#)



ALTEN's terrestrial transportation division takes action to major terrestrial transportation industrial players, and is looking for engineers (M or W) to intervene in the electrical and electronic design (architecture) of vehicle functions (eg.: cruise control, park assist) on behalf of one of its client which is a leader in the automotive industry.

We are recruiting **Design and Modeling Engineers for Electrical / Electronic design of vehicle function (M/W)**.

You will join a team set up by ALTEN dedicated to the following deliverables:

- E&E architecture diagrams
- Inter-system interface description, pinout of electronics part and CAN messages
- Functional design and modeling

To operate these activities, ALTEN is in interface with client's stakeholders of up- and down-stream entities : Vehicle project team and people in charge to follow the electronic component development.

#### Job positions:

You will be integrated to our project team and under the control of senior engineer, you will take in charge one of the following activities:

- Power electrical system definition
- Electronical function development
- Vehicle function architecture
- Technical specification writing
- Test plan redaction

#### Requirements:

Graduated from an engineering school, you justify a first previous experience in a similar field.

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To manage successfully this position, you will need experience with one or more of the following tools:

- CHS
- Matlab / Simulink
- Rectify
- Doors
- Multiple specific client's tools

A medium or advanced level in French and English is required.

The skills you will develop in this project will allow you to evolve to project management positions or enrich your technical expertise in the field of electronic modeling.

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### Technical documentation engineer

- **Companie:** [Atexis](#)
- **Domeniul job-ului:** [Arhitectura/Proiectare](#)
- **Tip:** full time
- **Număr poziții:** 5
- **Oraș:** [Iasi](#)



#### Job description:

- Develop technical documentation for aerospace industry
- Working self responsible in the assigned tasks and coordination of necessary works to fulfil the job requirements.
- Good command of necessary tools.
- Product knowledge.
- Customer focus.

#### Requirements:

- Technical University Degree.
- Fluent in English.-Computing skills.
- Function-specific knowledge.
- Team player, flexibility.
- Able to express ideas clearly.

#### Benefits:

- Modern environment and long term development career planning
- Extensive initial training
- Interesting projects in modern industries-International experience



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**Xerox**



With sales approaching \$23 billion, Xerox (NYSE: XRX) is the world's leading enterprise for business process and document management. Its technology, expertise and services enable workplaces – from small businesses to large global enterprises – to simplify the way work gets done so they operate more effectively and focus more on what matters most: their real business. Headquartered in Norwalk, Conn., Xerox offers business process outsourcing and IT outsourcing services, including data processing, healthcare solutions, HR benefits management, finance support, transportation solutions, and customer relationship management services for commercial and government organizations worldwide. The company also provides extensive leading-edge document technology, services, software and genuine Xerox supplies for graphic communication and office printing environments of any size. The 140,000 people of Xerox serve clients in more than 160 countries.

For more information and to see our current vacancies, go to [www.xerox.ro](http://www.xerox.ro), <http://xeroxservices.jobs/>.

Join us on Facebook! <https://www.facebook.com/XeroxRomania>





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### Asset Coordinator with English

- **Companie:** [Xerox](#)
- **Domeniul job-ului:** [Servicii Clienti](#), [Logistică](#), [Administrativ](#)
- **Tip:** full time
- **Număr poziții:** 7
- **Oraș:** [Iasi](#)



#### Company Overview

Xerox (NYSE: XRX) is a global business services, technology and document management company helping organizations transform the way they manage their business processes and information. Headquartered in Norwalk, Conn., we have more than 140,000 Xerox employees and do business in more than 180 countries. Together, we provide business process services, printing equipment, hardware and software technology for managing information -- from data to documents. In Romania, Xerox operates through 3 sites in Iasi, 2 in Bucharest, 1 in Oradea and 1 in Bacau.

Learn more at [www.xerox.com](http://www.xerox.com) | <http://xeroxservices.jobs/>

Join us on Facebook! <https://www.facebook.com/XeroxRomania>

The role: Assets Coordinator (Print Services)

#### Role Scope

Responsible for asset management of fleet services for Managed print service customers.

Act as point of contact for Move, Add, Change, Delete and internal data collection for meter reading and billing. Escalation point for issues with consumable delivery etc.

#### Major Responsibilities

Remote meter read collection

Billing input into Mercury system and provision of back up data to invoice

Invoice validation

Move, Add, Change, Delete and asset mgmt. system updates, organizing the logistics of machine moves/liasing with CEVA (logistics) and client regarding delivery/removal of kit

Maintain asset mgmt. system with updates of contacts and equipment moves

<http://www.etti.tuiasi.ro/stagii/>



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Production of Management information pack for client review meeting

Handling client escalations

Supporting achievement of Service Level Agreement's

Ensure feedback from client is passed on to the delivery team to help service improvements

Implementing effective workflow processes.

Background, skills, experience and qualifications

Strong IT skills capable of using multiple Xerox systems with training

Ability to liaise with clients – obtain data over the phone

Understanding of workflow processes and ability to change.

Attention to detail

Proactive approach and self-motivated

Good communication skills both verbal and written

Ability to build strong relationships with remote delivery organization

Role specific competencies and requirements

Primary Skillset Needs

Language competency – English needs to be excellent verbal and written

MS skills – advanced Excel essential

MS powerpoint – strong skills in putting together pack from template

Secondary Skillset Needs

MS Excel - Advanced;

MS Access – beneficial but not essential

We are looking to fill this position as soon as possible. Please apply only in the nature specified. We thank everyone for applying, however only successful candidates will be contacted for an interview.



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2007-2013



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### WFM Traffic

Companie: [Xerox](#)

- Domeniul job-ului: [Administrativ](#)
- Tip: full time
- Număr poziții: 7
- Oraș: [Iași](#)



### Company Overview

Xerox (NYSE: XRX) is a global business services, technology and document management company helping organizations transform the way they manage their business processes and information. Headquartered in Norwalk, Conn., we have more than 140,000 Xerox employees and do business in more than 180 countries. Together, we provide business process services, printing equipment, hardware and software technology for managing information -- from data to documents. In Romania, Xerox operates through 3 sites in Iasi, 2 in Bucharest, 1 in Oradea and 1 in Bacau.

### The role

The WFM Traffic is in the Center of Expertise Workforce within the Production Control department.

There are two sides to this role; "Service Level Management" and "Schedule Adherence Management". These may be divided between different persons during bigger projects.

### Purpose of the position

Ensuring that quantitative project KPI's, such as service level and intraweek- and intraday productivity are integrally realized as efficiently as possible (optimizing of occupancy).

Precise realization of agent timetables, but in such a way that the Xerox- and specific project-targets (KPI's) are met within the set policy.

### Primary Duties and Responsibilities:

<http://www.etti.tuiasi.ro/stagii/>



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**Service Level Management:** the intraday periodical monitoring of planning parameters and applying corrective measures if the realization deviates from the forecast planning parameters. This should be done in such a way that project KPI's are achieved and/or optimized.

**Timetable Adherence Management:** the constant intraday monitoring of deviations in regards to CSR timetables, CSR productivity and quantitative CSR project KPI's. Address CSR's (via email or chat) OR advise Team Leader, in case they are not working according to set timetable, and/or show too much deviation in the area of productivity and/ or quantitative project KPI's; escalation of excesses and repetitions to Team Leaders.

**Traffic management:** ensure an intraday qualitative (skills and skill levels) and quantitative accurate project occupation

### Critical Technical & Behavioral Skills/Qualifications:

HBO relevant direction (mathematics, statistics, economics, informatics)

Excellent communication skills, fluency in spoken & written English

Analytical and numerical insight

Strong communication skills

Strong workload organisation skills

MS Office and specifically Excel

Strong knowledge of contact center processes and procedures

Knowledge of KPI, definitions and mutual context

We are looking to fill this position as soon as possible. Please apply only in the nature specified.

We thank everyone for applying, however only successful candidates will be contacted for an interview.



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### Learning & Development Associate with English

- **Companie:** [Xerox](#)
- **Domeniul job-ului:** [Training](#), [Resurse Umane](#)
- **Tip:** full time
- **Număr poziții:** 12
- **Oraș:** [Iasi](#)



#### Company Overview:

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#### Primary duties and responsibilities:

- Provides direct support to the Learning and Development Co-ordinator and Course Owner.
- Answers routine enquiries regarding training courses and schedules within agreed SLA
- Compiles data for analysis and reporting and may perform routine analyses
- Updates processes/ work instruction/ job aids as required
- Provides back-up as needed for all other team members as assigned
- Usage of a defined delivery process and toolset to provide consistent service to customer
- Adapts Xerox and standard processes to customer needs based upon defined course/ session scope
- Creates Subjects, Offerings and Programs on Learning Administration System (XLAS, CW)
- Assists and supports program managers with additional relative tasks
- General office administration and data entry duties
- Has the ability to coordinate issues proactively, accurately assess and answer general learner and program manager queries
- Manages learning and development tools, feeds and updates relevant data in the systems, maintains databases and records



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- Routine helpdesk tasks - answers enquiries via email and/or telephone

### Specific Duties and Responsibilities:

- Database management / Training entry (end to end process: creation to evaluation)
- Co-ordinates and organizes meetings and events including booking of venues, travel arrangements, invites delegates, arranges hospitality and equipment requirements, prepares presentations and reports
- Liaises with the course owners and sites
- Organises logistic requirements prior to all training sessions including: booking rooms and AV equipment, ordering catering, ordering printing and materials
- Sends invites, reminders and pre-course work via various systems (XLAS, LMS, Outlook, etc)
- Handles enquiries and requests from vendors, program managers and participants in relation to cancellations, registrations, and updates
- Manages internal queries through LAS
- Updates information in LAS, LMS and Excel spread-sheets
- Cancels or moves employees' training courses
- Checks to see if an employee is suitable for the course that they want to attend
- Emails confirmations to employees, managers and course owners
- Payments & Invoicing
- Reporting

Occasionally, the Learning Administrator might be required to offer on-site support on the day of training sessions including:

- Arranging building access, Wi-Fi and network access
- Delivering rosters, printing and materials to the room, ensures all AV equipment has been supplied and any presentations are ready
- Operating audio visual equipment during training programs
- Ensuring all catering has been delivered
- Meeting the vendor and providing assistance throughout the day
- Liaising with internal and external vendors, program managers and participants located globally via email, internal instant messaging, phone and face-to-face
- No training carried out by Xerox employee, only managing records

### Requirements:

- Bachelor's degree
- Fluent in English
- Experience in the Hospitality industry or equivalent customer service environment, providing exemplary customer service to individuals and organizations.
- Excellent written and oral communication skills
- Time management, organizational skills and detail oriented



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- Interpersonal communication skills
- Enthusiastic & positive minded.
- Proficient in all Microsoft Office applications and other system applications.
- Ability to work independently and within a team.
- Ability to work flexible hours, based on business need.

We are looking to fill this position as soon as possible. Please apply only in the nature specified. We thank everyone for applying, however only successful candidates will be contacted for an interview.





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### Amazon

- **Industrie:** IT & Software
- **Oraș:** Iași, Iași
- **Adresa:** Iași
- **Telefon:** 0332733534



Work hard. Have fun. Make history.

Opened in Iasi, since 2005, Amazon Development Center in Romania works on developing new and innovative web site features to help Amazon's customers find and discover anything they want to buy online, along with building tools and technologies that enable Amazon Retail and other Amazon web sites to merchandise effectively across multiple channels.

We have just one way to describe what it is to be at Amazon: Work hard. Have fun. Make history. Work and Fun are not different experiences here, it is a singular way of life at Amazon!

Whether it is our work environment, creative pursuits or a challenging technology problem that we have resolved, life at Amazon inspires us to make history!





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POSDRU 2007-2013



Instrumente Structurale  
2007-2013



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DIN IASI

## POSDRU/161/2.1/G/136071 Practica azi pentru jobul de maine!

Proiect cofinanțat din Fondul Social European

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### Catalog Associate - Italian

- **Companie:** [Amazon](#)
- **Domeniul job-ului:** [Logistică](#), [Retail](#), [Servicii Clienti](#), [Traduceri/Limbi Străine](#)
- **Tip:** full time
- **Număr poziții:** 5
- **Oraș:** [Iasi](#)



The Retail Business Services Team in Romania is responsible for providing support to Amazon websites. The team's activity supports several processes such as:

1. Contributing to ensure that the Amazon websites content is accurate and up to date.
2. Investigating and helping resolve various problems that appear on the supply chain.

As a Catalog Associate your tasks will include:

- Populating and proposing content for the product catalogs on the Amazon websites;
- Interacting and coordinating with vendors and manufacturers to help ensure a smooth data flow;
- Participating in the identification and correction of catalog errors; investigating catalog related complaints;
- Creating reports regarding work received and work performed;
- Resolving problems that appear on the supply chain and help improve inventory health.

In addition to the responsibilities mentioned above, you will be expected to take on a larger organizational role. These can include tasks such as:

- Identifying possible improvements in the processes you work on and suggesting ways of implementation for the needed changes;
- Handle the day-to-day volumes of the assigned tasks and ensuring that the quality standards are met;
- Inform the manager regarding possible quality issues; analyze the situation and recommend corrective actions;
- Flag any updates received from stakeholders on process to Lead/Manager;
- Training and mentoring other Associates;
- Participate in process related meetings/calls.

Basic Qualifications

- Bachelor's degree in any discipline is preferred; business or technical background is



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considered an advantage;

- 1 – 2 years of work experience or background in data-driven business operations processes is considered an advantage.

Skills:

- Strong written and oral communication skills in both English and Italian;
- Good working knowledge of MS Office; MS Excel proficiency is an advantage;
- Very good knowledge and experience in internet navigation and research – finding information about large amounts of data in a timely manner.

Ability to:

- Multitask in a fast paced environment;
- Operate in the system with the speed and accuracy necessary to meet departmental standards;
- Dive deep into a problem, perform 'Root Cause Analysis' and identify constraints to recommend a solution;
- Maintain composure in critical situations and communicate clearly with both internal and external customers.

Demonstrate:

- Passion for delivering great customer experience;
- Strong interpersonal & communication skills;
- Excellent listening skills;
- Excellent Data Accuracy skills;
- Eye for Detail;
- Commitment to meet Deadlines.

Critical Qualities / Characteristics:

- Practical ideas;
- Pace of implementation & consistency in performance.

Preferred Qualifications

- Excellent skills in MS Office;
- Strong experience in dealing with processes and large amount of data.



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### Catalog Associate - Spanish

- **Companie:** [Amazon](#)
- **Domeniul job-ului:** [Logistică](#), [Retail](#), [Servicii Clienti](#), [Traduceri/Limbi Străine](#)
- **Tip:** full time
- **Număr poziții:** 5
- **Oraș:** [Iasi](#)



The Retail Business Services Team in Romania is responsible for providing support to Amazon websites. The team's activity supports several processes such as:

1. Contributing to ensure that the Amazon websites content is accurate and up to date.
2. Investigating and helping resolve various problems that appear on the supply chain.

As a Catalog Associate your tasks will include:

- Populating and proposing content for the product catalogs on the Amazon websites;
- Interacting and coordinating with vendors and manufacturers to help ensure a smooth data flow;
- Participating in the identification and correction of catalog errors; investigating catalog related complaints;
- Creating reports regarding work received and work performed;
- Resolving problems that appear on the supply chain and help improve inventory health.

In addition to the responsibilities mentioned above, you will be expected to take on a larger organizational role. These can include tasks such as:

- Identifying possible improvements in the processes you work on and suggesting ways of implementation for the needed changes;
- Handle the day-to-day volumes of the assigned tasks and ensuring that the quality standards are met;
- Inform the manager regarding possible quality issues; analyze the situation and recommend corrective actions;
- Flag any updates received from stakeholders on process to Lead/Manager;
- Training and mentoring other Associates;
- Participate in process related meetings/calls.

#### Basic Qualifications

- Bachelor's degree in any discipline;
- 1 – 2 years of experience in data-driven business operations processes – BPOs,



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Operations processes, Customer Service, Call center/Contact center processes, is considered an advantage;

Skills:

- Strong written and oral communication skills in both English and Spanish;
- Good working knowledge of MS Office;
- Very good knowledge and experience in internet navigation and research – finding information about large amounts of data in a timely manner.

Ability to:

- Multitask in a fast paced environment;
- Operate in the system with the speed and accuracy necessary to meet departmental standards;
- Dive deep into a problem, perform 'Root Cause Analysis' and identify constraints to recommend a solution
- Maintain composure in critical situations and communicate clearly with both internal and external customers;

Demonstrate:

- Passion for delivering great customer experience;
- Strong inter personal & communication skills;
- Excellent listening skills;
- Excellent Data Accuracy skills;
- Eye for Detail;
- Commitment to meet Deadlines;

Critical Qualities / Characteristics:

- Practical ideas;
- Pace of implementation & consistency in performance.

Preferred Qualifications

Excellent skills in MS Office;

Strong experience in dealing with processes and large amount of data.



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### Catalog Associate Automotive - German

- **Companie:** [Amazon](#)
- **Domeniul job-ului:** [Controlul Calității](#), [Logistică](#), [Retail](#), [Servicii Clienti](#)
- **Tip:** full time
- **Număr poziții:** 1
- **Oraș:** [Iasi](#)



The Retail Business Services (RBS) team in Romania is responsible for offering back-office support for the Amazon websites. The Automotive team is actively supporting the catalog expansion across the Amazon European marketplaces, in order for customers to benefit from the widest car parts & accessories online selection.

The team's activity implies two main processes:

1. Ensuring that the website content is accurate and up to date, processing all requests in a timely manner.
2. Analyzing all available data, researching for missing information; finding the main issues and solving them in order to ensure the correct functioning of the supply chain.

As a Catalog Associate your tasks will include:

- Updating/organizing the content for the Automotive catalog on the Amazon stores across Europe;
- Interacting/coordinating with vendors/manufacturers;
- Helping identifying and correcting errors;
- Creating reports regarding the work received and the work performed.
- Contributing to reducing and solving issues in the supply chain process.

In addition to the responsibilities mentioned above, you will be expected to take on a larger organizational role. These can include tasks such as:

- Helping identifying possible improvements/enhancements/pain points in the processes you work on and implementing the needed changes;
- Training and mentoring other Catalog Associates;
- Handling the day-to-day volumes of the assigned tasks and ensuring that the quality standards are met;
- Informing the manager regarding possible quality issues; analyzing the situation and recommending corrective actions;
- Flagging any updates received from stakeholders on process to Lead/Manager;



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- Taking part in client calls to raise challenges, leading and documenting the call in the absence of the Lead/manager.

### Basic Qualifications:

- Bachelor's degree in any discipline is preferred;
- 1 – 2 years of experience in data-driven business operations processes – BPOs, Operations processes, Customer Service, Call center/Contact center processes, is considered an advantage.

### Skills:

- Strong written and oral communication skills in English;
- Medium level of German language;
- Good working knowledge of MS Office; MS Excel proficiency is an advantage;
- Very good knowledge and experience in internet navigation and research – finding information about large amounts of data in a timely manner.

### Ability to:

- Multitask in a fast paced environment;
- Operate in the system with the speed and accuracy necessary to meet departmental standards;
- Dive deep into a problem, perform 'Root Cause Analysis' and identify constraints to recommend a solution
- Maintain composure in critical situations and communicate clearly with both internal and external customers;

### Demonstrate:

- Passion for delivering great customer experience;
- Strong interpersonal & communication skills;
- Excellent listening skills;
- Excellent Data Accuracy skills;
- Eye for Detail;
- Commitment to meet Deadlines.

### Critical Qualities / Characteristics:

- Practical ideas;
- Pace of implementation & consistency in performance.

### Preferred Qualifications

Excellent skills in MS Office;

Strong experience in dealing with processes and large amount of data.



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### Imaging Support Associate - Italia

- **Companie:** [Amazon](#)
- **Domeniul job-ului:** [Controlul Calității](#), [Logistică](#), [Retail](#), [Servicii Clienti](#)
- **Tip:** full time
- **Număr poziții:** 1
- **Oraș:** [Iasi](#)



Romania Imaging team is part of the Global Product Imaging team at Amazon and represents the final gateway through which all Amazon images get on site. We work on several processes that help the overall site image quality improvement.

Image quality assurance (QA):

Review digitally-submitted images on Amazon websites against Amazon's website standards;

Understand and interact with Amazon systems and tools;

Follow documented processes for retrieving and uploading product images from a variety of sources;

Perform other tasks as required to support the publication of a high volume of high-quality images for Amazon sites;

Gather, interpret, analyze 'Image' related information from various data sources;

Recognize, facilitate resolve and drive improvements of existing tools.

Perform other tasks as required to support the acquisition and publication of a high volume of high-quality images for Amazon sites.

Basic Qualifications

Ability to

Multitask in a fast paced environment;

Maintain composure in critical situations and communicate clearly with both internal and external customers;

Fluency in Italian and English.

Demonstrate:

Passion for delivering great customer experience;

Strong inter personal & communication skills;

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Excellent listening skills;

Willingness to take initiatives & responsibilities;

Peer respect;

Attention to detail and high capability to work on different projects in parallel;

Creative and analytical problem solver with a passion for operational excellence.

### **Preferred Qualifications:**

Bachelor degree or 1 to 3 years of relevant working experience is preferred. Degree in visual communications is considered an advantage;

Advanced computer literacy in Microsoft Office (especially MS Excel) applications.

Photoshop / Image editing also preferred;

Excellent communication skills;

Desire to work in a fast-paced, challenging environment and passion for delivering great customer experience is required;

Attention to detail and high capability to work on different projects in parallel;

Creative and analytical problem solver with a passion for operational excellence.





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### Imaging Support Associate - German

- **Companie:** [Amazon](#)
- **Domeniul job-ului:** [Controlul Calității](#), [Logistică](#), [Retail](#), [Servicii Clienti](#), [Traduceri/Limbi Străine](#)
- **Tip:** full time
- **Număr poziții:** 1
- **Oraș:** [Iasi](#)



Romania Imaging team is part of the Global Product Imaging team at Amazon and represents the final gateway through which all Amazon images get on site. We work on several processes that help the overall site image quality improvement.

#### Image quality assurance (QA):

Review digitally-submitted images on Amazon websites against Amazon's website standards;

Understand and interact with Amazon systems and tools;

Follow documented processes for retrieving and uploading product images from a variety of sources;

Perform other tasks as required to support the publication of a high volume of high-quality images for Amazon sites;

Gather, interpret, analyze 'Image' related information from various data sources;

Recognize, facilitate resolve and drive improvements of existing tools.

Perform other tasks as required to support the acquisition and publication of a high volume of high-quality images for Amazon sites.

#### Basic Qualifications

##### Ability to:

Multitask in a fast paced environment;

Maintain composure in critical situations and communicate clearly with both internal and external customers;

Fluency in German and English.

##### Demonstrate:

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Passion for delivering great customer experience;  
Strong inter personal & communication skills;  
Excellent listening skills;  
Willingness to take initiatives & responsibilities;  
Peer respect;  
Attention to detail and high capability to work on different projects in parallel;  
Creative and analytical problem solver with a passion for operational excellence.

### **Preferred Qualifications:**

Bachelor degree or 1 to 3 years of relevant working experience is preferred. Degree in visual communications is considered an advantage;  
Advanced computer literacy in Microsoft Office (especially MS Excel) applications.  
Photoshop / Image editing also preferred;  
Excellent communication skills;  
Desire to work in a fast-paced, challenging environment and passion for delivering great customer experience is required;  
Attention to detail and high capability to work on different projects in parallel;  
Creative and analytical problem solver with a passion for operational excellence.



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### Imaging Associate

- **Companie:** [Amazon](#)
- **Domeniul job-ului:** [Design](#), [Marketing/Mass Media](#), [Retail](#)
- **Tip:** full time
- **Număr poziții:** 5
- **Oraș:** [Iasi](#)



Romania Imaging team is part of the Global Product Imaging team at Amazon and represents the final gateway through which all Amazon images get on site. We work on several processes that help the overall site image quality improvement.

#### Job Description:

- Perform retouch for digitally-submitted images on the European Amazon websites against Amazon's website standards by using Photoshop.
- Understand and interact with Amazon systems and tools.
- Follow documented processes for retrieving, retouching and uploading product images from a variety of sources.
- Perform other tasks as required to support the publication of a high volume of high-quality images for Amazon sites.
- Recognize, facilitate, resolve and drive improvements of existing tools.

#### Basic Qualifications

- Photoshop skills required
- Multi task in a fast paced environment
- Maintain composure in critical situations and communicate clearly with both internal and external customers
- Fluency in English.

#### Demonstrate:

- Passion for delivering great customer experience
- Strong interpersonal & communication skills and excellent listening skills
- Constructive spirit of discontent & mental toughness
- Willingness to take initiatives & responsibilities
- Peer respect
- Attention to detail and high capability to work on different projects in parallel

#### Preferred Qualifications:

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- Bachelor degree and 1 to 3 years of relevant working experience
- Advanced computer literacy in Microsoft Office (especially MS Excel) applications
- Excellent communication skills
- Desire to work in a fast-paced, challenging environment and passion for delivering great customer experience is required
- Attention to detail and high capability to work on different projects in parallel
- Creative and analytical problem solver with a passion for operational excellence.



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### Visual Design Associate

- **Companie:** [Amazon](#)
- **Domeniul job-ului:** [Advertising](#), [Design](#), [Marketing/Mass Media](#), [Retail](#)
- **Tip:** full time
- **Număr poziții:** 5
- **Oraș:** [Iasi](#)



Romania Imaging team is part of the Global Product Imaging team at Amazon which represents the final gateway through which all Amazon images get on sites. The team works on several processes that help the overall sites image quality improvement.

#### Job Description:

- Help design marketing and promotional materials including but not limited to email campaigns or off-site banners, maintaining high productivity, quality standards and meeting turnaround time targets;
- Propose user-centered designs by integrating style guides, creativity, customer feedback, site metrics, and usability findings;
- Work with a multi-disciplinary team to contribute to evaluate the feasibility of proposed solutions;
- Propose and maintain detailed templates and specifications for all use cases;
- Work closely with Art Directors, photographers, copywriters and site merchandisers to help ensure quality control. Exhibit an ability to follow creative lead as expected, and also contribute to push the creative envelope in a constructive, memorable way with the customer in mind;
- Act as a Subject Matter Expert for visual design for one or more design categories, helping resolve customer queries, troubleshooting when needed, as well as training and mentoring new employees.

#### Basic Qualifications

- Degree in Graphic Design or Visual communication or equivalent;
- Professional experience in Graphic Designing;
- Advanced Photoshop Skills;
- Proficiency with MS Office, especially MS Excel;
- Experience with web-based graphics, icon design and illustration;
- Fluency in English;
- Multi task in a fast paced environment;
- Maintain composure in critical situations and communicate clearly with both

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internal and external customers.

Demonstrate:

- Passion for delivering great customer experience;
- Strong interpersonal & communication skills and excellent listening skills;
- Constructive spirit of discontent & mental toughness;
- Willingness to take initiatives & responsibilities;
- Peer respect;
- Attention to detail and high capability to work on different projects in parallel.

Preferred Qualifications

- 1 to 3 years of relevant working experience;
- Advanced computer literacy in Microsoft Office (especially MS Excel) applications;
- Familiarity with Mac OSX networking protocols, including scripting capabilities;
- Excellent communication skills;
- Knowledge of design trends and their impact in online sales;
- Desire to work in a fast-paced, challenging environment and passion for delivering great customer experience is required;
- Ability to drive the design review cycle and close on design requirements independently;
- Attention to detail and high capability to work on different projects in parallel;
- Creative and analytical problem solver with a passion for operational excellence.



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### Catalog Associate - Spanish

- **Companie:** [Amazon](#)
- **Domeniul job-ului:** [Logistică](#), [Retail](#), [Servicii Clienti](#), [Traduceri/Limbi Străine](#)
- **Tip:** full time
- **Număr poziții:** 1
- **Oraș:** [Iasi](#)



### Job Description

The Retail Business Services Team in Romania is responsible for providing support to Amazon websites. The team's activity supports several processes such as:

1. Contributing to ensure that the Amazon websites content is accurate and up to date.
2. Investigating and helping resolve various problems that appear on the supply chain.

As a Catalog Associate your tasks will include:

- Populating and proposing content for the product catalogs on the Amazon websites;
- Interacting and coordinating with vendors and manufacturers to help ensure a smooth data flow;
- Participating in the identification and correction of catalog errors; investigating catalog related complaints;
- Creating reports regarding work received and work performed;
- Resolving problems that appear on the supply chain and help improve inventory health.

In addition to the responsibilities mentioned above, you will be expected to take on a larger organizational role. These can include tasks such as:

- Identifying possible improvements in the processes you work on and suggesting ways of implementation for the needed changes;
- Handle the day-to-day volumes of the assigned tasks and ensuring that the quality standards are met;
- Inform the manager regarding possible quality issues; analyze the situation and recommend corrective actions;
- Flag any updates received from stakeholders on process to Lead/Manager;
- Training and mentoring other Associates;
- Participate in process related meetings/calls.



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### Basic Qualifications

- Bachelor's degree in any discipline is preferred; business or technical background is considered an advantage;
- 1 – 2 years of work experience or background in data-driven business operations processes is considered an advantage.

### Skills:

- Strong written and oral communication skills in both English and Spanish;
- Good working knowledge of MS Office; MS Excel proficiency is an advantage;
- Very good knowledge and experience in internet navigation and research – finding information about large amounts of data in a timely manner.

### Ability to:

- Multitask in a fast paced environment;
- Operate in the system with the speed and accuracy necessary to meet departmental standards;
- Dive deep into a problem, perform 'Root Cause Analysis' and identify constraints to recommend a solution
- Maintain composure in critical situations and communicate clearly with both internal and external customers;

### Demonstrate:

- Passion for delivering great customer experience;
- Strong interpersonal & communication skills;
- Excellent listening skills;
- Excellent Data Accuracy skills;
- Eye for Detail;
- Commitment to meet Deadlines;

### Critical Qualities / Characteristics:

- Practical ideas;
- Pace of implementation & consistency in performance.

### Preferred Qualifications

- Excellent skills in MS Office;
- Strong experience in dealing with processes and large amount of data.





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### DB Schenker

- **Industrie:** Servicii & BPO
- **Oraș:** București, Bucuresti-Ilfov
- **Adresa:** Calea Rahovei 196C Bucuresti
- **Telefon:** 0212340225



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### Programator, Iasi

- **Companie:** [DB Schenker](#)
- **Domeniul job-ului:** [Distribuție/Depozitare](#), [Logistică](#), [Management](#), [Software Development](#)
- **Tip:** full time
- **Număr poziții:** 1
- **Oraș:** [Iasi](#)



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A job like no other: **Programator**

**Locatie: Iasi**

DB Schenker este un angajator global. Fiind divizia de transporturi si logistica a Deutsche Bahn cautam constant profesioniști entuziști si motivati pentru 2.000 de locatii in 130 de tari. Oportunitățile noastre se adresează celor dornici să transforme experiența în carieră, angajaților care doresc o schimbare de domeniu dar si tuturor profesionistilor care isi doresc oportunitati de dezvoltare.

#### **Responsabilitati:**

- Suport in managementul proiectelor de dezvoltare software
- Intretinere si dezvoltare baze de date
- Crearea si urmarirea procedurilor de back-up pentru bazele de date

#### **Candidatul ideal:**

- Absolvent al unei institutii de invatamant de specialitate si experienta relevanta minim 1 an
- Experienta in urmatoarele limbaje de programare: ASP.NET, PHP
- Cunostinte de HTML, CSS, JavaScript, MS-SQL si My SQL
- Cunostinte solide de algoritmi, structuri de baza de date
- Cunostinte legate de arhitectura bazelor de date (SQL Server 2008)

#### **Oferta noastra:**

- Pachet salarial atractiv
- Mediu de lucru interactiv
- Echipa tanara si dinamica
- Acces la cursurile si sesiunile de training DB Schenker

**Daca esti interesat de oportunitatea prezentata, asteptam cu nerabdare aplicatia ta!**

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### Delphi

- **Industrie:** Producție & Tehnică
- **Oraș:** Iași, Iași
- **Adresa:** Bratuleni, 1 Miroslava, Iasi
- **Telefon:** 0232309031

## DELPHI

Delphi Automotive PLC (NYSE: DLPH) is a leading global supplier of technologies for the automotive and commercial vehicle markets. Headquartered in Gillingham, U.K., Delphi operates major technical centers, manufacturing sites and customer support services in 33 countries. Delphi delivers innovation for the real world with technologies that make cars and trucks smarter and safer as well as more powerful and efficient.

Leveraging our core technologies, we provide solutions for the automotive industry and beyond. Your career can be as diversified as Delphi. If you seek ongoing project variety, skill development and career progression, look to Delphi. We continue to diversify our customer base and enter new global markets, creating an environment that is dynamic, resilient, and growth-oriented. We are excited about the increasing demand for our team's wide-ranging knowledge and expertise exhibited across all our major business lines. Learn what Delphi Romania has to offer!

Delphi Diesel Systems Romania has been a vital part of the economy since 1995. Delphi has three Electrical/Electronic Architecture (EEA) manufacturing facilities in Sannicolau Mare (Timis), Ineu (Arad) and Moldova Noua (Caras-Severin) employing together plus 9,000 people. Products manufactured by Delphi plants in Sannicolau Mare, Ineu and Moldova Noua for customers throughout Europe include wiring harnesses for automotive bodies, interiors, and doors as well as small harnesses.

Delphi Romania employees are dynamic, qualified, and dedicated, which allows Delphi Romania to operate successfully on a just-in-time basis. Delphi Romania offers a wide range of career development opportunities in an environment based on teamwork for both experienced candidates and graduates.

Delphi Diesel Systems Romania is the newest diesel site in Romania manufacturing pumps and injectors for Common Rail Systems. The high-end technologies give employees the opportunity to work with advanced techniques in assembly and



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precise machining, empowering and encouraging them to strive for excellence. Delphi is a key player in the global diesel market and the new facility located in Iasi supports Delphi's growing customer base and incremental business in Central and Eastern Europe.

Visit [www.delphi.com](http://www.delphi.com).



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### Maintenance Automation Engineer

- **Companie:** [Delphi](#)
- **Domeniul job-ului:** [Automotive](#)
- **Tip:** full time
- **Număr poziții:** 2
- **Oraș:** [Iași](#)

**DELPHI**

#### Main Duties and Responsibilities:

- Maintaining and programing Vision cameras;
- Maintaining and programing robots (Adept, ABB, Staubli);
- Automation programming specially Step7 (Siemens), TwinCAT (Beckhoff) for PLC's.

#### Essential requirements:

- University degree – technical studies;
  - Automotive experience - considered as an advantage;
  - Good knowledge in programming;
  - Knowledge in PLC's (Step 7, TwinCAT) and VISION PRO (Cognex)
- programing;
- Good communication inside a team;
  - Integrity, tenacity and demonstrated ability to address difficult issues and problems;
  - Continuous improvement attitude.
  - English advanced level - mandatory.



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### INGINER ELECTRIC

- **Companie:** [Delphi](#)
- **Domeniul job-ului:** [Automotive](#), [Industria auto](#)
- **Tip:** full time
- **Număr poziții:** 1
- **Oraș:** [Iasi](#)

# DELPHI

Principalele responsabilități:

- Realizează toate acțiunile de mentenanță stabilite (corectivă, preventivă, predictivă);
- Respectă și contribuie la reducerea indicatorilor de mentenanță impuși;
- Asigură prompt diagnoza și intervențiile de mentenanță ale utilajelor și echipamentelor din fabrică;
- Întocmește necesarul de documentații cu caracter tehnic ajutătoare la respectarea trasabilității și a fluidizării procesului tehnologic;
- Colaborează direct cu inginerul de mentenanță pe partea mecanică pentru rezolvarea tuturor problemelor apărute;
- Participă la efectuarea studiului de criticitate a echipamentelor și a pieselor de schimb.

Cerințe esențiale:

- Studii superioare tehnice – specializare – electrică;
- Cunoștințe tehnice – pe parte electrică, preferabil pentru mașini unelte și alte utilaje sau echipamente;
- Abilitatea de a citi desene tehnice specifice;
- Cunoștințe pe parte de automatizări - constituie un avantaj;
- Excelente abilități de relaționare;
- Abilități de lucru în condiții de stres;
- Spirit de inițiativă;
- Limbă engleză – mediu.



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### Silicon Service

- **Industrie:** IT & Software
- **Oraș:** Iași, Iași
- **Adresa:** Ciurchi, nr.146 150 mezanin
- **Telefon:** 0332402642



Silicon Service

[www.siliconservice.ro](http://www.siliconservice.ro)

<https://www.facebook.com/SiliconService>

<https://www.linkedin.com/company/silicon-service-srl>

**Silicon Service** provides design services of digital and mixed-signal IC. The company provides all the services needed by users of mixed-signal ASIC, FPGA and embedded systems. Our area of expertise also includes **software development**. Silicon Service has proficient engineers able to work with both blue chip and small companies, and great experience in working with multisite teams located in USA, Israel, Switzerland and India. Silicon Service engineers have the possibility to travel to the client's site. The company offers a young and dynamic work environment with challenging projects. Silicon Service supports the personal career growth of its engineers who canal ways be up to date with the latest technology and also encourages personal development. Our engineers receive result based rewards. Working here you will be in contact with the newest trend in the field and will have the opportunity to increase your knowledge.



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### Software Engineer

- **Companie:** [Silicon Service](#)
- **Domeniul job-ului:** [Specialist IT](#), [Software Development](#)
- **Tip:** full time
- **Număr poziții:** 10
- **Oraș:** [Suceava](#), [Iași](#)



Silicon Service

### Requirements

- Bachelor or Master of Automatic Control and Computer Engineering/Computer Science/Telecommunications & Information Technology - Microelectronics, optoelectronics and nanotechnology department, with strong OOP skills;
- Software development proficiency required in Verilog, Pearl, and at least one of the following: C++, SystemVerilog, Vera or Specman-E;
- Strong communication skills and fluency in verbal and written English required;
- Design verification experience it is a plus;
- Experience in development and execution of pre-silicon test plans and in development of verification environment components and infrastructure it is a plus;

### Job Description

- Execute full lifecycle software development;
- Develop constraint random verification code;
- Develop and implement software verification plans;
- Ability to analyze and isolate design/testbench issues;
- Integrate software components into a fully functional software system;
- Tailor and deploy software tools, processes and metrics.

### Benefits

- Strong organizational culture, team oriented
- Travels abroad
- Succes projects performance bonuses
- Opportunity to work for/with international top companies
- An unique opportunity to join a competitive growing company
- We offer relocation package

Please send the resume at email: [jobs@siliconservice.ro](mailto:jobs@siliconservice.ro)

<http://www.etti.tuiasi.ro/stagii/>





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### Unicredit Business Integrated Solutions

- **Industrie:** IT & Software
- **Oraș:** Iași, Iași
- **Adresa:** Mitropolit Varlaam, nr. 54
- **Telefon:** 0232438354



<https://www.unicreditgroup.eu/en/microsites/ubis.html>

[https://www.linkedin.com/company/ubis?trk=top\\_nav\\_home](https://www.linkedin.com/company/ubis?trk=top_nav_home)

As a major financial institution, UniCredit thrives in a truly international dimension. We span 50 countries and give growth opportunities to people who share our excitement for constantly building on our local roots and strong European identity.

UniCredit Business Integrated Solutions is the global service Company of UniCredit that provides solutions in the Information & Communication Technology (ICT), Back Office & Middle Office, Real Estate, Security and Global Sourcing areas. The Company about 11.000 colleagues and will oversee activities in: Austria, Germany, Italy, Poland, United Kingdom, Czech Republic, Romania, Slovakia, Hungary, plus 2 branches: one located in New York and one in Singapore



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### Junior Software Developer - JAVA

- **Companie:** [Unicredit Business Integrated Solutions](#)
- **Domeniul job-ului:** [Software Development](#)
- **Tip:** full time
- **Număr poziții:** 1
- **Oraș:** [Iasi](#)



### Key tasks and responsibilities

- Responsible for analysis, design and implementation of state of the art applications for both real-time and batch/overnight strategic systems and assets of the bank, using cutting-edge architectures, best-of-breed technologies and open frameworks
- Responsible for unit tests and extension/integration within different modules of in-house Java-based application and open/mainframe systems
- Interface with other teams such as Functional Analysts, Infrastructure/System, business users

### Qualification and competencies

- Graduated in Computer Science, Economics, Mathematics, Statistics, Physics or Engineering
- Very good general programming skills and very good knowledge of Java Language (JSE 5-6-7-8)
- Good knowledge of Standard Java API (Collections, Threading, Streams, NIO/NIO2, Swing, etc.)
- Good knowledge of Java Frameworks and Technologies (JEE 5-6-7, EJB, JPA, JSP/JSF, JTA, JMS, Spring, Hibernate)
- Good knowledge of standard software architectures and programming patterns (Client/Server, Web Application, MVC, REST/SOAP, SOA, Parallel Computing, etc.)
- Capability to use IDE (IntelliJ, Eclipse), Software Versioning Management (SVN), Software lifecycle management (ANT, Maven), Unit Test (JUnit), Continuous Integration (Jenkins)
- Good knowledge and understanding of English both spoken and written



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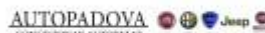
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### Our offer to you

- Career in a leading international banking group, build on the diversity of its strong local roots
- Dynamic and challenging environment, full with growing opportunities
- Enhance knowledge and skills, setting solid foundations for a professional development in the IT Area of financial industry

### Alți angajatori participanți



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