

# IONUT-IACOB COTOI

.NET Full-Stack Developer | Cloud & Performance Focus

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## PROFESSIONAL SUMMARY

Full-stack .NET developer with 4+ years of experience building and optimizing cloud-native healthcare applications. Track record of delivering measurable performance improvements (reduced stored procedure execution from 4s to 300ms) and implementing complex billing features for a US-based SaaS platform serving 10,000+ users. Founder of DiverseWork, an inclusive recruitment platform backed by Microsoft for Startups and Azure ISV Success programs. Strong focus on SQL Server optimization, Azure cloud services, and clean architecture.

## PROFESSIONAL EXPERIENCE

### Full-Stack .NET Developer

Oct 2022 – Present

*Bis Soft S.R.L - (Dedicated to a major US Healthcare SaaS Partner)*

- Develop and maintain features for a healthcare ERP platform serving 10,000+ active users across the United States
- Optimized critical stored procedures, reducing execution time from 4 seconds to 300ms (92% improvement)
- Implemented CMS 1500 billing form generation and complex invoicing workflows for healthcare compliance
- Built JWT-based authentication APIs and designed optimized relational database schemas for new features
- Collaborate with US-based QA team in Agile sprints: planning, daily standups, code reviews, and retrospectives

*Tech: .NET Core, ASP.NET Web API, SQL Server, Entity Framework, React, JavaScript, Azure*

### Founder & Tech Lead

June 2025 – Present

*Diverse Work Hub S.R.L – Backed by Microsoft for Startups*

- Building an inclusive recruitment platform from MVP to production, with 4 pilot companies confirmed for January 2026 launch
- Architected cloud-native solution with .NET 8, React 18, and Azure services (App Service, Blob Storage, Azure OpenAI)
- Integrated Azure OpenAI (GPT-4) for anonymous candidate-job matching, reducing unconscious bias in hiring
- Implemented WCAG 2.2 AA accessibility compliance and GDPR-compliant data processing workflows
- Selected for Microsoft for Startups and Azure ISV Success programs; secured €40,000 EU funding (LEADER)

*Tech: .NET 8, ASP.NET Core, React 18, TypeScript, Azure OpenAI, PostgreSQL, Docker, GitHub Actions*

### Design Engineer

Aug 2021 – Oct 2022

*IRUM SA — R&D Department, Reghin*

- Led design and prototyping of mechanical components for forestry equipment in R&D environment
- Delivered complete project flows: CAD modeling, documentation, durability testing, manufacturing integration

## TECHNICAL SKILLS

- **Languages & Frameworks:** C#, .NET Core/.NET 8, ASP.NET Core Web API, Entity Framework, JavaScript, TypeScript, React
- **Databases:** Microsoft SQL Server (stored procedures, query optimization), PostgreSQL, MongoDB
- **Cloud & DevOps:** Microsoft Azure (App Service, Blob Storage, OpenAI, Managed Identity), Docker, GitHub Actions, CI/CD
- **Practices:** Clean Architecture, REST API Design, Agile/Scrum, Accessibility (WCAG 2.2), AI Integration

- **Tools:** Git, GitHub, Postman, Swagger, Azure Portal, Jira, Linear, Figma

## EDUCATION

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### **Master's Degree — Business Development Management**

2023 – 2025

*Babeş-Bolyai University, Cluj-Napoca*

### **Bachelor's Degree — Robotics and Mechatronics**

2017 – 2021

*Technical University of Cluj-Napoca*

## AWARDS & RECOGNITION

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### **3rd Place — UBB Student i-Lab Incubator**

June 2025

Recognized for pitching DiverseWork to an international jury; awarded for innovation and societal impact

## LANGUAGES

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Romanian (Native) • English (C1–C2, Technical & Business) • French (Basic)