



# STEFAN ANDREI

**Captain**  
DISC Type : DS

**Senior ETL Developer at West Fraser**  
Bucharest Metropolitan Area, Romania

## Overview

Stefan Andrei is a Senior Data Engineer at ING Hubs Romania, specializing in building scalable data platforms on Azure. With a degree from Facultatea de Automatică și Calculatoare, UPB, he is an expert in ETL/ELT and data warehousing. Colleagues consistently describe him as proactive, diligent, and technically excellent.

Outside of his core role, Stefan is focused on continuous learning, recently earning a Google Cloud certification. He actively supports junior professionals and recent graduates by providing strong public recommendations, showing an interest in helping others grow within the IT field.

He played a key role in integrating data sources for the critical data warehouse at West Fraser, a \$16 billion enterprise.

### 👉 Personality Overview

Planner & Achiever      Output-Driven      Long-Term Thinker

They might take some time to make their mind up but once they do, they don't change it easily. Reading between the lines and seeing beyond your words comes naturally to them. They exhibit a rare combination of being result-oriented but patient at the same time.

### 👉 Topics They Care About

- Azure Data Platforms**  
He specializes in designing and building scalable data platforms, pipelines, and data warehouse architectures using Azure Data Factory and other Azure services.
- ETL/ELT Architecture**  
His career progression from ETL Developer to ETL Engineer IV at companies like West Fraser and ING Hubs highlights his deep expertise in data integration processes.
- Google Cloud**

He recently obtained the Google Cloud Digital Leader Certification, indicating a current interest in expanding his cloud knowledge beyond Azure.

### Career Mentorship

He actively posts recommendations for junior professionals and recent graduates, demonstrating a passion for helping others advance their careers in the tech industry.

### Enterprise Data

Has significant experience designing and implementing robust data solutions in large-scale enterprise environments like IONOS, West Fraser, and ING.



## Media Appearances

Stefan has no verified media appearances

## Work History

- 9-2023 - 12-2025  
Senior ETL Developer at West Fraser
- 4-2023  
ETL Engineer IV at ING Hubs Romania
- 11-2021 - 4-2023  
ETL Engineer III at ING Hubs Romania
- 12-2020 - 11-2021  
Advanced BI Developer at IONOS
- 10-2018 - 11-2020  
BI Developer at IONOS

## Education

- 2014 - 2018  
Bachelor's degree from Facultatea de Automatică și Calculatoare, UPB

## More Information

### Social Presence :



### Prographics :

Exp : **8** Location : **Bucharest Metropolitan Area, Romania** Job Level : **Middle**

Designation : **Senior ETL Developer at West Fraser**

# Insights For Selling To Stefan

## 👉 During A Call Or A Meeting

### DO's

- Ask them at the end if they see a strong value prop in your product; expect an honest answer
- Suggest clear next steps with confidence, don't be vague or hesitant
- Stick to your standard pitch and qualifying script, don't try to wing it

### DONT's

- Don't go over them unless you are left with no other option
- Don't shy away from asking hard questions, but be extra polite
- Avoid putting conscious effort into relationship-building

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** Confident style, with a mix of informality and formality gets their attention.

**Pace:** Speak slightly fast. Sound like a 'gets shit done' person.

**Tone:** Do not sound too eager, as if you have met a friend suddenly after a long time. Keep the tone calm but confident.

**Tactics To Win:** Strong words, focus on results, respectful confidence

**Mistakes To Avoid:** Apologizing, nervousness, information overload, social proof

**Making The Ask:** Confidently, ask for 10-15 minutes. Allude to the results and outcomes that are possible. They care about the ends more than the means.

**Subconscious Driver:** Results and outcomes are what matter to them. Any credible shot at getting results will appeal to them quickly.

### Script

**Greeting:** Stefan, this is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** In 30 seconds if I could share how 100% of your sellers could kick ass this year, can I go for it?

**Introduction:** We have built an AI that predicts exactly what would matter to your buyer before you even meet them.

**Ask:** Can I put 15 minutes on your calendar to show you how this changes outcomes for you?

**Close:** [time1] on [date1] sounds good? Or would you prefer [time2] on [date2]? And [prospect\_email] works well?

## 👉 When Writing An Email

**Subject:** To the point, formal

*Example: Personalized sales funnel', 'Sales conversion' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No

*Example: Skip lines like 'I hope you are doing well'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Formally state your ask

*Example: Something like 'If you are available tomorrow, shall we discuss this?'*

**Complimentary Close:** None or standard

*Example: Something simple like 'Thanks', 'Regards', or nothing at all.*

**Tone of Words:** Confident with a formal touch

**Overall Messaging:** Focused on output

**Length of Mail:** Short

*Example: Maximum upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Stefan is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Stefan

- *They will say no if they are not convinced but you will have to prompt them.*

## Insights For Deal Planning

How Fast (Or Slow) Will Stefan Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Stefan Take Some Risk Or Not?

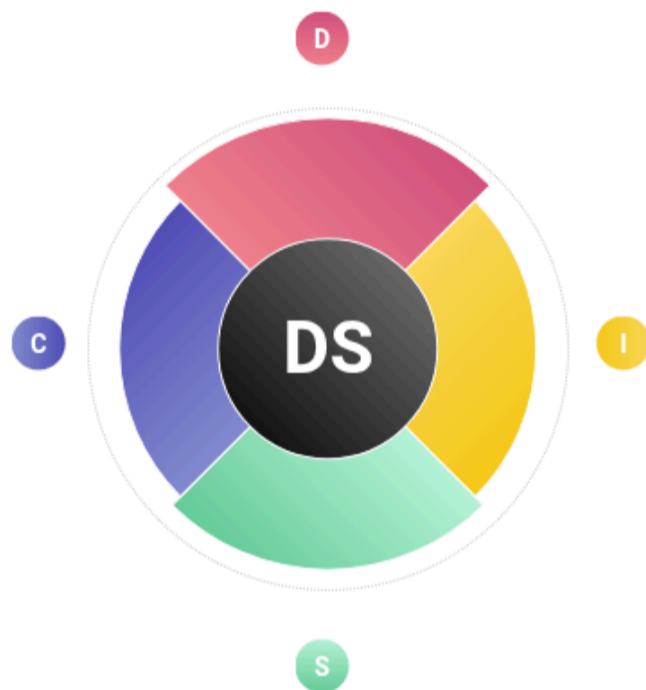
- *They have good risk tolerance but are likely to think it through once or twice.*

## You And Stefan

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Stefan's Key Traits



### **DOMINANCE**

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.

### **STEADINESS**

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.