

ANDREJ ATANASOVSKI

Senior Full-Stack Web Developer (Back-End Heavy) · Senior PHP & JavaScript Developer
Senior Laravel / Node.js Developer · IT / Tech Person

andrejwebtech@gmail.com · +389 79 398 219 · Skopje, Macedonia

[LinkedIn](#) · [GitHub](#) · aaweb.tech

Preferred tech stack (one or more): **PHP (Laravel, Symfony), Node.js (NestJS, Express.js), React, Next.js, Vue, JavaScript, jQuery, MySQL, PostgreSQL, MongoDB** and related technologies

Preferred roles: **back-end developer, full-stack (back-end heavy) developer, lead developer, team lead, AI engineer** and related roles

COVER LETTER

Hi there,

I'll keep this human, direct, and real (with the right people) - because that's who I am. Read the whole thing - there's a plot twist at the end. ;)

Who I Am

I'm a developer who's been in the IT industry long before AI entered the mainstream conversation. I've built my skills the hard way: through years of hands-on work, problem-solving under pressure, and developing the kind of architectural thinking that no tool can replicate. I don't just use AI - I command it as a force multiplier. The developers who dominated before AI are the same ones dominating with it. I'm in that camp. I call it being "AI-bulletproof" where, whatever happens (company scales down, company goes bust, etc.), the developer still thrives in another environment sooner or later or makes it on his own. Quality always rises to the top!

Why I'm Writing This

Let me ask you something provocative to break the ice: you do hire people as an IT company, right? ;) Most cover letters are a copy-paste exercise that says nothing about who the person really is. I'd rather show you how I think, because mindset is the one thing that can't be faked. Not by AI, not by anyone. You can polish a resume, rehearse interview answers, but how someone approaches problems, handles ambiguity, and thinks under pressure? That reveals itself. And I'm not afraid to let it show right here.

There's a saying: *"real is rare, fake is everywhere."* With AI in the picture, this is truer than ever. Everyone can act like a hotshot, like a "smartass," but when you sit down for a cup of coffee, everything comes to the surface. Mindset can't be faked - not now, not ever. When you know your worth and what you're capable of, you don't feel the need to prove yourself. The good saying "real recognizes real" is very true - and that's exactly why I wrote this cover letter: the right people need to know you exist.

What I Believe About Great Teams

The best working relationships are built on mutual respect, aligned values, and a willingness to invest in people. I bring serious commitment, energy, and elite-level skill to the table - and I thrive in environments that match that energy. When companies truly invest in their people - fair compensation, positive culture, real trust - those people don't just perform. They move mountains.

There's a well-known principle in engineering: **good, fast, cheap - pick two**. Want high quality and speed? That requires real investment in talent. Want it cheap and fast? Quality suffers. Want it good

and cheap? It'll take a long time. Companies that understand this build exceptional products. Those that don't? They end up wondering what went wrong - and by then, the best candidates are long gone. Here's something that might stretch your mind to new dimensions: it's not the candidates who should be proving themselves to the company - it's the other way around. Companies should be proving to candidates why they should be willing to give 40 hours per week of their life to the company. Why should someone work for you? Why should someone give you the most precious asset in life after life and health - time? Why should someone make you richer? From all the places in the world where someone can be, why should this person spend 40 hours a week at your company? Do you realize how big this is? From all the places in the world where people can spend their time and energy, they spend them at your company. It's a big thing!

Here's the plot twist: it's not always 100% about money. Here's an example: Company A pays the same as Company B - but Company A guilt-trips employees and emits self-limiting beliefs like "we're struggling, work faster." Company B acknowledges the situation, empowers the team, and emits positive energy: "Team, we'll weather the storm. I trust in your commitment." Same salary, completely different delivery, completely different outcome. The energy you give in the workplace makes all the difference in the world! Positive energy and realistic optimism = the universe conspires to make your wishes come true.

The people with whom you naturally vibe - i.e., get along - that's the precondition for massive success. For epic things to take place and for the company to be elevated to a level it has never reached before. All else is brute-forcing: like putting a cheap cog in an expensive machine - sooner or later, it backfires. People with aligned vision and aligned values = a laser beam that's impossible to ignore and that takes over the world.

Going for the cheaper candidate at all costs breaks this very principle - and that's where the brute-forcing begins. When it doesn't work out (and eventually it shows), the reason becomes clear. But by then, the best candidates are usually long gone, thriving at other companies. The people who naturally fit your working environment - with the right skills, experience, and mindset - those are your people. When both sides make a genuine effort to find common ground on compensation, that's when great things happen. If the numbers don't align in the end, so be it - at least both sides tried, and that's what matters. Just my two cents.

My Take on AI

AI is a powerful tool - I use it daily and it makes me significantly more productive. But let's be real: a Ferrari/Lamborghini/BMW/Mercedes/Audi/you name it doesn't drive itself. AI doesn't architect systems, make judgment calls, or bring the motivation and creative problem-solving that humans do. Here's a reality check: ten people with AI tools × 40 hours/week = 400 hours/week of AI-powered output. Try replacing that with AI alone running 24/7 - that's only 168 hours, and who's feeding it input? Who's reviewing the output? Who's answering client calls? The winning formula is experienced developers with battle-tested fundamentals + AI tools = output that neither can achieve alone. I bring both sides of that equation.

In the AI era the more money developers can invest in AI tools, the bigger the "gold" they'll mine from the AI goldmine and deliver to you. Developer salary in the AI era isn't a cost - it's an investment with direct ROI.

Regardless of how AI continues to develop in the coming years, I do not personally view it as a threat due to factors including, but not limited to, my prior experience working without AI, my critical thinking skills, my ability to think outside the box, and my problem-solving mindset. With AI, I amplify these strengths.

On Hiring

I believe the best hiring processes are straightforward and respect everyone's time. Are you "scared" of full-time commitment without seeing how the developer actually performs on the job? A probation period of one to three months? I'm all for it - not because I need to prove myself (quality candidates are the prize - time > money because time is the most precious asset; you can't create time ;)), but because I'm evaluating you just as much as you're evaluating me. I'm confident in what I deliver - that's not even a question. With AI-assisted onboarding being faster than ever, experienced developers hit the ground running quickly. Within a few weeks, both sides know if it's the right fit. No long, drawn-out process needed.

The Bottom Line

Here's a story that says it all. A presenter holds up a \$20 bill in front of a crowd and asks: "Who wants this?" Every single hand goes up. Comfortable silence - 10, 15 seconds. Then one person stands up, walks to the front, and takes it. Boom. That's the entire difference between wanting something and actually having it - taking action. No hesitation, no overthinking, no waiting for the "perfect" moment. I'm that kind of person - in my work, in my career, in everything I do. I don't wait for opportunities to come to me; I create them and seize them. The question is: how badly do you want that exceptional developer on your team? And what action are you taking to make it happen? ;)

I know exactly what I want: exceptional work with people who care about what they're building. High standards, real energy, and a genuine partnership between company and team. Fortune favors the bold - on both sides of the table.

The next move is yours.

The Bottom Line²

Dear company/client, if you're in a messy spot right now - legacy project, struggling to find the right people, things not running as smoothly as you'd like - none of that scares me. Struggle = progress. The universe doesn't allow perfection, and I don't expect it. Part of a developer's job is to debug and resolve issues, migrate legacy systems to a modern codebase, improve, scale, and stabilize the app. That's not a problem - that's the work, and I'm built for it. As long as the energy in the team is right, that's what matters to me.

Given the things I wrote throughout the cover letter, you might get "scared" - so let me pull back for a second. Yes, maybe I came out strong. But here's the plot twist: behind the boldness is someone who's been in the industry long enough to have seen it all - the good, the bad, and everything in between. I don't expect perfection from you, and I don't claim it for myself (although I strive for perfection - this is my biggest "weakness" haha). At the end of the day, I'm a software engineer who wants to do great work with good people. That's it. Everything else in this cover letter? That's the filter to make sure we're the right fit for each other.

SUMMARY

Web developer with over 12 years of professional experience, working in the industry since 2012. I built a strong programming foundation through years of hands-on problem-solving and now leverage cutting-edge AI tools to deliver even greater results. My core expertise spans PHP, Laravel, Symfony, JavaScript, Node.js, React, Vue, MySQL, HTML, and CSS, with a broad skill set developed across numerous projects. On a daily basis, I work with PHP, Laravel, JavaScript (jQuery, React, Vue), Node.js, MySQL/PostgreSQL/MongoDB, REST APIs, HTML, CSS, Git, Docker etc. I have a strong programming backbone and am open to working with additional technologies as projects require.

OBJECTIVE

To deliver high-quality web development solutions, contribute technical value to the team, and elevate the team's technical output.

I'm committed to bringing significant value to any team I join. I thrive in positive working environments where people share a similar drive for excellence. I believe in long-term contributions and building strong professional relationships with colleagues and stakeholders.

SKILLS

- **PHP:** Proficient in procedural PHP, PHP OOP, Laravel, CodeIgniter, Symfony, Composer, and all aspects related to PHP development.
- **PHP OOP:** In-depth understanding of OOP principles, including classes, objects, abstract classes, interfaces, traits, late static binding, inheritance, polymorphism, abstraction, encapsulation, visibility (public, protected, private), PHP magic methods, composition vs inheritance, and SOLID principles.
- **MVC Pattern:** Extensive knowledge of the MVC architectural pattern and various software design patterns and anti-patterns.
- **Laravel:** Expertise in MVC, service container, service providers, Eloquent ORM, DB query builder, Artisan commands, task scheduling, queues and jobs, events and listeners, database migrations, relationships, and the Blade template engine, full understanding of Laravel
- **REST APIs:** Skilled in developing and integrating REST APIs, including third-party services.
- **JavaScript:** Proficient in Vanilla JS, ES6, jQuery, Vue, React, Node.js, Express.js, and other JavaScript libraries and frameworks.
- **Databases:** Experience with MySQL, PostgreSQL, and MongoDB. Skilled in database and table creation, setting relationships via foreign keys, and executing raw SQL queries or using Laravel's Eloquent ORM.
- **Version Control:** Proficient in Git.
- **Containerization:** Skilled in Docker.
- Proficient in HTML and CSS, including frameworks like Bootstrap and Tailwind CSS.
- **Operating Systems:** Proficient in Linux (primary development environment) and Windows.
- **CI/CD:** Knowledgeable in continuous integration and continuous deployment practices.
- **AI Tools:** Strong theoretical and practical knowledge of AI-assisted development. Experienced with leading AI CLI tools including GitHub Copilot, Cursor Agent, Codex, Claude Code, Cline, and Opencode. Proficient with top AI models such as Claude Opus, Claude Sonnet, GPT Codex, Gemini Pro, and other models. I invest in premium AI tools to maximize development efficiency and output quality.
- **Soft Skills:** Team player, emotionally intelligent, excellent communicator, adaptable, open-minded, and great sense of humor.
- **Analytical Skills:** Strong critical thinking, analytical reasoning, logical problem-solving, and practical common sense.

Note: My GitHub repositories are personal projects built in my free time - a fraction of what I bring to the table. The full picture reveals itself on the job.

EXPERIENCE

2012 – 2018 | Freelancer on Upwork (previously oDesk)

- **Tech stack:** PHP, Javascript, React, Vue, HTML, CSS, MySQL, PostgreSQL

- I worked for a diverse range of clients, from individuals to company representatives. A detailed work history is available. Below are screenshots of some of the work during this period.

PHP Script to pull data from an API (that returns JSON) and put that into a MySQL database

★★★★★ 5.00 | Mar 17, 2017 - Mar 27, 2017

"Excellent, timely work!"

Fixed price

PHP Dev Evaluation - Andrej

★★★★★ 5.00 | Mar 20, 2017 - Mar 21, 2017

Fixed price

Clean up code on main pages of website. Need to allow PHP Headers to Work.

★★★★★ 4.85 | Dec 20, 2016 - Dec 29, 2016

"Thanks for your help Andrej, I hope to work together again."

Glenn

/hr 4 hours

Add brute force protection to login page

★★★★★ 4.00 | Apr 29, 2014 - Aug 2, 2016

/hr 13 hours

OOP PHP developer

★★★★★ 5.00 | Jun 6, 2016 - Jul 12, 2016

"The project with Andrej went well until we hit roadblocks that were out the possibilities of being created."

Fixed price

PHP Developer

★★★★★ 4.30 | Mar 27, 2017 - Dec 11, 2017

/hr 722 hours

Mobile-friendly website (issue-tracker)

★★★★★ 5.00 | Nov 19, 2016 - Apr 19, 2017

"The freelancer was highly proficient and fast at all aspects of web-programming, including back-end coding and front-end design. He completed webpages precisely according to specification, and with clean, well-organized code."

Fixed price

Andrej A.

Skopje, Macedonia • 1:39 pm local time

See public view

Profile settings

Share

Total earnings: 56 Total jobs: 56 Total hours: 56

Full-Stack Web Developer - PHP, Laravel, Javascript, React, Vue, MySQL

/hr

2018 – 2022 | Internet Brands (via outsourcing company in Skopje)

- **Type:** On-site/hybrid role (office and remote). Collaborated with distributed development teams across multiple global locations.
- **Tech stack:** PHP, Drupal, Javascript, jQuery, HTML, CSS, PostgreSQL

- **Responsibilities:** I worked as a PHP / Javascript developer. The project used a microservice architecture. I was responsible for writing PHP and Javascript code as well as doing database work such as creating new tables in the database, modifying existing tables in the database, writing SQL queries to create/read/update/delete data. I worked on building REST API endpoints as well. I also did bug fixes and code reviews, wrote PHPUnit tests and end-to-end tests with Cypress.io.

2022 – Present | Remote Positions

- **Tech stack:** PHP, Laravel, Symfony, Javascript, jQuery, React, Vue, Node.js, Express.js, HTML, CSS, MySQL, PostgreSQL
- **Responsibilities:** Full-stack web development, lead developer role.

As with my earlier freelance experience, I have worked with multiple clients and companies. My core responsibilities include PHP development (OOP PHP, Laravel, Symfony) and JavaScript development (Vanilla JS, jQuery, React, Vue, Node.js, Express.js). Daily tasks include:

Adding new features, fixing bugs, improving website performance, database management, writing PHPUnit and end-to-end tests, conducting code reviews, managing deployments, and leading a small development team.

Experience Summary: As a versatile web developer, I have extensive experience working on projects of varying scales, from personal ventures to large enterprise solutions. My expertise spans both back-end and front-end development, with a strong emphasis on full-stack proficiency.

Back-End Development

- **Core PHP and OOP PHP:** Developed solutions without frameworks.
- **PHP Frameworks:** Proficient in Laravel, CodeIgniter, Symfony, and lightweight frameworks like F3 and Slim using MVC patterns.
- **Database Management:** Expertise in creating databases from scratch, setting up relationships and indexes, writing raw SQL queries, and using ORM tools like Eloquent and Doctrine.
- **API Development:** Created and integrated REST APIs, including third-party services like Facebook, Stripe, and Google.
- **JavaScript Back-End:** Skilled in React and Vue, have worked with Node.js & Express.js as well.

Front-End Development

- **HTML/CSS:** Designed and styled web pages using custom CSS and frameworks like Bootstrap and Tailwind CSS.
- **JavaScript Frameworks:** Extensive experience with React (components, hooks, Router, Redux, Next.js) and Vue (lifecycle hooks, Router, Vuex, Pinia).

Additional Expertise

- **Optimization:** Improved web application performance through caching, database optimization, HTTP acceleration, CDNs, and resource minification.
- **Security:** Ensured web applications are secure from threats like SQL injection, XSS, CSRF, and SSRF, along with proper authentication and authorization.

Full-Stack Proficiency

From static websites to complex dynamic web apps, I have handled every aspect of web development. This includes CRUD operations, REST API endpoints, user roles and permissions, complex SQL queries, and web security measures. My solid foundation and extensive knowledge in web development allow me to confidently tackle any task, whether front-end or back-end.

Work Arrangement Flexibility: I have extensive experience across all work arrangements - freelancing, remote positions, and on-site employment. I started my career with remote work and have since worked in all formats. I value the simplicity and speed of freelance engagements, the flexibility of remote work, and the stability and team dynamics of on-site roles. I'm comfortable and productive in any arrangement.

Working Environments: I have experience with various team structures and tools - daily standups with ongoing chat communication, async updates via written/audio messages, and project management platforms including Jira, Trello, YouTrack, and others. I adapt quickly to any workflow and collaboration style.

The rest becomes clear when we work together.