

Subject: *receipt of position Business Analyst*

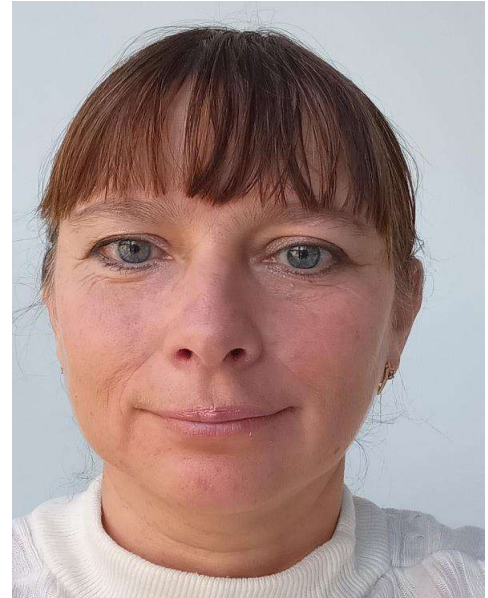
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QUALIFICATIONS

Sr. IT Consultant with 10+ years recent working experience in IT sales, project management and requirement analysis:

- Deep knowledge of web technologies, BA practices (BABOK), theory and methodology of software development, theory and methodology of software testing
- Significant experience in requirements collecting and converting of customers requests into technical requirements
- Proven expertise in sales and implementation for enterprise level web projects
- Extensive experience in project coordination (reports, documentation, communication)
- High performance of full circle of pre-sale and sales process (including lead generation, customers need identification, project estimates and business proposals)
- Control of the full stages of project life: documenting, architecture and graphic design, development, testing, deploy, support
- Marketing researches and professional networks promotion
- Extended experience in customer care and accounts support

SKILL SET

- Business analysis and technical research in project estimates
- Implementation of full circle of pre-sale and sales process
- Gathering, formalization and representation of customers requirements (SRS, FRS, users stories)

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- Gathering, formalization and representation of customers requirements (SRS, FRS, users stories)
- Presentation of technical approach in high level business proposals
- Strong analytical and problem solving skills
- Excellent written and oral communication skills

Tech skills: Power BI, Google Looker, SQL, MySQL, BigQuery, Tableau, Airtable, ER-diagrams, UML-diagrams, BPMN-diagrams, SRS, FRS, Use-cases, User-stories, User flows, Estimates, Project Charts, SWOT-Analysis

Wireframing tools: Balsamiq, Figma

BA Tools: Jira, Redmine, Worksection, Trello, Hubspot, Basecamp, Notion, Lucidchart

Office Programs: MS Office (Word, Excell, Power Point), Open Office, Libre Office

OS: Windows, Linux/Ubuntu

Languages: English (upper intermediate), Russian (native), Ukrainian (native), German (Conversational)

Working Experience

Devart Limited, IT software development

2022-today

Senior Technical Business Analyst

Overview of products and competitors

Study of the capability of complex API

Analysis of requirements from business clients.

Functional analysis for the purpose of correcting errors that may be in the product

Checking products for compliance with business requirements

Support for the development of new functional features and improvements

Functional product support.

Technologies: Power BI, Google Looker, Big Query, MySQL, REST, ODBC, OData, .Net, Lowcode, Nocode, Integration,

TWS, LLC, IT software development

2020-2022

Lead Sales with BA and PM responsibilities

Technical Consulting, Business Analysis and proposal preparation

Collecting, formalization and representation of customers requirements

Developing and implementation of sales strategy, boosting sales, managing the sales function

Developing a sales pipeline forecasting, and reporting framework

Creating marketing materials (company profiles, developers CVs, articles)

Supporting the accounts as a PM and BA

Technologies: JS, Typescript, Node JS, React JS, React Native, Golang, PHP, Symphony 4, REST, GraphQL, CI, CD, TDD. GCP, AWS, Docker, Kubernetes

Valor Software. LLC, IT software development

2019 - 2020

Sales with BA and PM responsibilities

Technical consulting including BA and helping companies/start-ups to reinforce their business with bespoke web and mobile software including SPA, PWA, Machine Learning, Microservices Architecture, SAAS, High Load Projects. Representing a team with Strong Node and Angular expertise.

Instrumental implementation SCRUM ideology.

Technologies: AngularJS, Angular 2+. Node JS, React JS, Vue JS, REST, GraphQL, CI, CD, TDD. GCP, AWS, Graphic design

Requestum, IT software development

2016 - 2019

Sales with BA and PM responsibilities

Responsibilities:

- Sales, Lead generation
- Business Analysis
- Requirements analysis, management and maintenance
- Source Requirements Specification, Project Estimates, Business Proposals
- Project management

Technologies: PHP, Symfony 2,3,4, Yii, WordPress, Magento, C++, JavaScript, ExtJS, JQuery, HTML, CSS, Responsive design, Graphic design, QA service,

Ermisoft, IT software development

2015 - 2016

Sales with BA and PM responsibilities

Sales process implementation. Marketing analysis and research. Project reviews and Business proposals. Proven expertise in engaging projects in web and mobile development, and UI/UX design.

Technologies: PHP, WordPress, Drupal, SWIFT, Android, JavaScript, JQuery, HTML, CSS, Responsive design, Graphic design, QA service,

WDG Company, IT software development

2013 - 2015

Sales with BA and PM responsibilities

Successfully manage the sales process by providing outsourcing solutions and service in web and mobile development to a wide range of international customers. Implementation of the full sales cycle for the company including requirements collection, project estimates, and documentation creation (specifications, wireframes, mock-ups). Successfully adopted and used in projects Agile practices like Scrum, Kanban, TDD, BDD, and Continuous integration.

Technologies: Java, PHP, Zend, Codeigniter, Symfony 1.2, Yii 1,2, Drupal 6,7, WordPress, Magento, JavaScript, AngularJS, JQuery, HTML, CSS, Responsive design, Graphic design

Qualium Systems, IT software development

2011 - 2013

Sales Manager

Sales & marketing projects implementation. Marketing analysis and research. Promotion in social networks. Business proposals.

Technologies: PHP, Yii, WordPress, Magento, C++, JavaScript, JQuery, HTML, CSS, Responsive design, Graphic design, QA service,

Zlatko, Jewelry company

2010 - 2011

Sales Manager

Sales & marketing projects implementation. Marketing analysis and research. Sales of jewelry wares. Training of sales personnel.

Technogroup (Venezia)**2009 - 2010***The Head of Sales*

Sales & marketing projects implementation. Market research. Coordination of wholesales department (5 people). Recruitment, training and coordination of groups of sales agents. Sales of building materials, elite sanitary wares. Training of sales personnel.

Come-For**2008 - 2009***Commercial Director, The Head of Sales*

Coordination and control of the sales department (10 sales and logistic manager). Training and coordination of sales managers. Sales of orthopaedic mattresses.

Domex**2005 - 2008***Regional manager*

Management of wholesalers in the region (Kharkiv, Dnepropetrovsk, and Crimea). Coordination and control of sales departments of representative offices, recruitment, training and coordination of managers of the representative offices. Sales of furniture and orthopaedic mattresses.

PROJECTS

Skyvia (<https://skyvia.com/>)

Short description: Skyvia is a universal SaaS (Software as a Service) data Integration platform for quick and easy solving a wide set of data-related tasks: data integration, automating workflows, cloud data backup, building reports and dashboards, data management with SQL, CSV import/export, creating OData services, etc. Skyvia is implemented as a no-code cloud data platform which supports multiple integrations scenarios, including ETL/ELT, Reverse ETL, and workflow automation. It supports a number of cloud applications and databases and requires no software except a web browser.

Technologies: .Net, AngularJS, TypeScript, ODBC, Odata, MySQL, BigQuery, Power BI, Google Looker
Role: BA

Duration: 1 year 1 month

Alaina (<https://alaina.ae/>)

Short description: Alaina application is services for any product, ranging from food products, electronics, clothes and other products. Through the application, our clients can access map tracking, chat and call options to keep them updated about their deliveries and a payment option for easy and quick payment for the services.

Technologies: ReactNative, Redux, TypeScript, Nest.js, React Context API, GraphQL, Apollo GraphQL
Role: BA

Duration: 4 month

DevOps Infrastructure for Signum Bank

Short description: development of a system for automated deployment of the project infrastructure that implements the concept IAAS, writing Terraform modules, customization Helm Templates

Technologies: AWS, Git, Terraform, Ingres, Helm, Docker, Kubernetes

Role: BA

Duration: 6 months

Clinic App

Short description: portal for clinics and patients customers with admin areas for clinics, the interactive schedule, booking system based on time slots + cross-platform iOS and Android mobile applications.

Technologies: Node JS, React Js, React Native, GraphQL, HTML, CSS, Responsive design, Graphic design

Role: BA

Duration: 4 months

Gas industry analyst interface (start-up)

Creating an FRS for drilling rig logging interface as a part of the gas industry analyst workstation

Role: BA

Duration: 1 month

Property management system

Short description: Module system which contains 13 separate services for resident and workers of multi-apartment complexes. Services - Business directory, E-mail merge, Parcels, Parking pass, Amendments, Repair services, etc.

Technology: Microservices, PHP 5, MySQL, Symfony 3,4, REST, Angular 2+, HTML, CSS, Responsive design, Graphic design

Role: BA

Duration: 6 months

Ranski

Short description: Job portal for different types of couriers and different types of customers with the implementation of several types of tariffs, bidding/submitting functionality, booking system based on time slots, payment gateways and Twilio integration.

Technology: Drupal, PHP 5, HTML, CSS, Responsive design, Graphic design

Role: BA

Duration: 8 months

Lead Tiller:

Short description: updating and expanding the system, creation CRM and DMS systems, Customers portal, Phonebridge integration, notification system.

Technology: Drupal, PHP 5, Twitter Bootstrap

Role: BA

Duration: 7 months

EDUCATION

Kharkiv National University
Applied Mathematics
Master's Degree in Mathematical Physics

Kharkiv Engineering-Pedagogic Academy
Postgraduate course in Psychology of Labour

Classical Private Universit, Zaporizhzhia,
Postgraduate course in Pedagogical and Age Psychology

PhD (Candidate of Psychological science)

International House
General English Course