

# Pavlo Fedorenko

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Permanent U.S. Work Authorization. No Visa Sponsorship Required.

## **SUMMARY**

Highly motivated professional with extensive experience in sales and Web Development. Possesses a strong foundation in creating robust websites, advancing from basic website building to crafting single-page applications. Demonstrates excellent communication and interpersonal skills with the ability to interact professionally with colleagues and clients. Highly organized and detail-oriented, with strong analytical and decision-making skills. Reliable and adaptable to new work schedules, challenges, and conditions. Capable of learning new skills quickly and eager to develop.

## **TECHNICAL SKILLS**

Web Development: HTML5, CSS3, JavaScript, React, Node.js, Bootstrap

Design & Prototyping: Adobe Photoshop, Figma

Version Control & Collaboration: GIT, GitHub, Git Bash

Build Tools & Package Managers: Gulp, Webpack, NPM

Coding Methodologies: SCSS/SASS, OOP

Web Technologies: HTTPS, JSON, DOM, Flexbox, CSS-Grid

## **EXPERIENCE**

### **Web Developer**

05/2020 – 09/2023

#### **Self-Employed; Odesa, Ukraine**

- Discussed requirements with clients to produce actionable development plans and set the terms of the project.
- Developed websites and landing pages, according to designer specifications.
- Utilized HTML, CSS, JavaScript, React, Node.js, and other modern technologies for crafting high-quality web solutions.
- Implemented targeted advertising strategies to enhance the online presence, focusing on improving the performance of the developed web solutions.

### **Sales Manager**

06/2018 – 12/2020

#### **LP Online Store; Odesa, Ukraine**

- Conducted sales in an e-commerce setting and participated in web page development and optimization, gaining experience in online retail and internet technologies.
- Analyzed and optimized the user experience on the website to increase conversion.
- Provided consultations regarding products and services, managed customer feedback, and addressed customer service issues.
- Collaborated with the marketing team to develop and implement product promotion strategies.
- Monitored and maintained the relevance of inventory and pricing policies.

### **Manager**

07/2015 – 06/2018

#### **LP Online Store Network; Odesa, Ukraine**

- Managed the operations of a network of mobile accessories stores, overseeing multiple locations and ensuring consistent performance.
- Developed and implemented inventory management systems across the network to optimize stock levels and minimize shortages.
- Collaborated with suppliers to negotiate favorable terms and ensure timely product deliveries.
- Analyzed sales data and market trends to make informed decisions regarding product assortments and pricing strategies.
- Worked closely with the corporate office to align store operations with overall business goals and brand guidelines.

## **EDUCATION & TRAINING**

### **Hillel IT School; Odesa, Ukraine**

Front End Pro Courses <https://certificate.ithillel.ua/view/57946606>

Front End Basic Courses <https://certificate.ithillel.ua/view/11468248>

### **Interregional Academy of Personnel Management; Kyiv, Ukraine**

Bachelor's Degree in Banking, Corporate Finance, and Securities Law