DENISS SOLONIN

Junior Web Developer & Enterpreneur

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PROFILE

Entrepreneur and Web Developer with 4 years of experience in startup, designing and developing user interfaces, testing, debugging. Developed a dynamic interactive website and web application that ensured high traffic, page views, and User Experience.

EMPLOYMENT HISTORY

❖ **Freelance Web Developer, Self-employed** .... Aug 2017 — Present

Tallinn, Estonia

Making my small web applications and projects. Helping other businesses to develop online projects, develop marketing and scale.

❖ **Private Entrepreneur in Startup, Leforest OU** .... Nov 2016 — Present

Tallinn, Estonia

The company provides outsourcing services in 3PL and supply-chain management.

We have set up an automated sales machine on Linkedin to sell our B2B services.

Niche in the manufacturing industry. We have an audience of about 2414 industrial specialists in the EU in the field of woodworking. The base is expandable for any region and any product. We promote wood-based products and offer supply-chain management. Company creates supply chains, invests in products, and promotes and scale supply chains in different regions. Our services are quite relevant in times of overstock, high competition.

❖ **Sales Manager, B4B OU** .... Sep 2015 — Feb 2020

Tallinn, Estonia

Establish sales objectives by forecasting and developing annual sales quotas. Maintain sales volume, product mix and selling price by keeping current with demand. Contribute to team effort by accomplishing related results as needed. Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship.

❖ **Procurement manager, Ha Serv OU** .... Mar 2011 — May 2015

Tallinn, Estonia

Develop, lead, and execute purchasing strategy in Nordic countries, Baltics and CIS region.

Track and report key functional metrics to reduce expenses and improve effectiveness. Craft negotiation strategies and close deals with optimal terms. Perform cost and scenario analysis, and benchmarking Assess, manage and mitigate risks. Seek and partner with reliable vendors and suppliers. Determine the quantity and timing of deliveries. Monitor and forecast upcoming levels of demand.

EDUCATION

❖ **Self Taught Programmer** .... Aug 2015 — May 2017

Tallinn, Estonia

Helping other businesses to develop online projects and scale them up.

I have started learning web technologies in 2017 in my spare time. I felt a passion and interest in web development technologies and wanted to write my own mini-project. I started to develop projects on my own and of course, I have failed at some developmental stages.

I could not finish them because of limited knowledge.

This disappointment forced me not to back down thus I have started from the beginning and deep-dived into the learning of python programming language. I could spend whole weekends at the computer. Over the years, an online addiction has developed and that helps me quickly find the information and solutions in business and personal life.

Also, I have learned few languages, frameworks and web technologies. Learned how to learn efficiently and how to create a laser focus on tasks during the workflow. Now I can call myself as a fast learner. Now I create web projects to get additional cashflows from scratch. Also helping other businesses work on their processes, marketing or code.

❖ Tallinn University of Technology .... Aug 2015 — May 2017

Engineering   tallinn

Program is 25% due to master's thesis. I have not found the engaging topic for defence what I could turn into new business. At that time I was managing my first business startup that utilized all my physical and mental power. Thus I am not regretting the times that I have spent during the studies. I have found different useful skills that allow me to successfully run projects with strict timelines, bullet points. I have gained the knowledge how to make process reports and how to solve complex tasks together with teammates. Also I have gained the knowledge about complex manufacturing systems and processes.

❖ Estonian University of Life Sciences .... Feb 2020 — Feb 2020

Bachelor degree   Tallinn, Estonia

At the university, I studied integrated natural systems and production technology. Also learned how to collect and process statistical data. Also work on the systematization and processing of cartographic data, data analysis and visualization. Also at the university, I realized how complex ecosystems are and how the individual has an effect on restoration and conservation of ecosystems. Apart from the high level of stress, it was very interesting to study the world of animals and plants.