Aviva I. Drozdinskyte (Drozdin)
Junior Full-Stack Developer
Tel-Aviv | 058-778-0217 | dro.aviva@outlook.com
Github | LinkedIn

SUMMARY

An ambitious junior backend developer who loves taking complex concepts and translating them into simple and elegant code. Using my sales and marketing background, I bring a unique, customer-oriented view to any development team.

TECHNICAL SKILLS

Languages & Technologies: CSS3, Bootstrap, JavaScript, JQuery, Python, Django, API/JSON, PostgreSQL, SQLite
Workflow: Jira, Trello, monday.com
CRM: Salesforce, Hubspot, Copper

TECHNICAL PROJECTS

BT Real Estate / Github
Webpage for imaginary real estate brokerage including property listings, contact form and search function.
Technologies used: Python, Django and PostgreSQL

CarboFree / Github
(In collaboration with Igor Kazak & Adam Azani)
Application educating people about CO_2 emissions, with a real-time calculation per kg/produce.
Technologies used: CSS, Bootstrap, JQuery, JavaScript

EXPERIENCE

Market and Business Development Specialist	UK, DACH & CEE
Freelance	09/2018 - 01/2020

- Specialised in B2B SaaS and multichannel Marketplaces
- Developed key accounts and partnership channels resulting in 120% growth across channels
- Developed and implemented strategies relevant to each country's culture and standards

B2B Business Development & Project Manager	Herzliya, Israel
Israel Advanced Technology Industries (IATI)	01/2018 - 10/2019

- Identified and developed new opportunities and partnerships resulting in new international business ventures.
- Co-ordinated over 100 B2B Meetings between VCs and Israeli Startups
- Advised on business development from a foreign relations perspective

SAP / SAP B1 Recruitment Consultant	London, UK
Washington Frank International	10/2016 - 12/2017

- Generated Net Sales: approx. ~210K EUR
- Increased sales by renewing key accounts and partnership channels.
- Took on responsibility for 30+ accounts in the DACH region.

EDUCATION

Full Stack Development, Python and JavaScript program	Tel Aviv, Israel
Developers Institute, TLV Coding Bootcamp	01/2020 - 04/2020

BSc Econometrics	London, UK
London School of Economics and Political Science	2013 - 2015

LANGUAGES

English - fluent, **German** - fluent, **Russian** - fluent, **Lithuanian** - fluent