

Aviva I. Drozdinskyte (Drozdin)

Junior Full Stack Developer

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[Github](#) | [LinkedIn](#)

SUMMARY

An innovation-driven professional with prior experience in software sales and market development now studying Full Stack Python and Data at Developers Institute.

A strong communicator with a natural curiosity for technology and a willingness to learn.

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

[CarboFree](#) / [Github](#)

(In collaboration with Igor Kazak & Adam Azani)

A website educating people about CO2 emissions and how their food choices affect it, by showing a real-time calculation of the carbon emissions that would be produced per kg/product.

- Built Website structure using Bootstrap to ensure quick and easy navigation.
- Utilized JavaScript to store relevant product data and display it in relevant product categories.
- Used JavaScript to calculate the data and display the calculation end-results in a graph in real-time.

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 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