

BESO (BESIK) KAVZHARADZE

+31 (613) 73 45 46 | beso@beso-k.nl | www.beso-k.nl



...IS LOOKING FOR...

- + a challenge in a dynamic, hands-on role within Technology, Creative Services, or Digital Marketing;
- + an opportunity to contribute both as a thought leader and a doer, with an emphasis on innovation and creativity;
- + a balance of strategic thinking and practical execution in a growth-oriented environment with strong culture & values;
- + a role that values innovation, teamwork, and personal growth while empowering impactful delivery;
- + work/life balance in a supportive and inspiring environment;
- + an opportunity to be involved in a family business in the Netherlands, adding value through technology and creative services;
- + a full-time, contract, or consultancy position requiring high energy, fast problem-solving, and effective leadership.

...HAS...

- + strong entrepreneurial and leadership skills with a track record of founding successful ventures;
- + the ability to think outside the box, driving innovative and forward-thinking projects;
- + an architectural focus that balances business requirements and technical solutions;
- + a talent for inspiring others through workshops, speaking engagements, and informal mentorship;
- + experience managing diverse teams in technical, creative, and operations functions;
- + a wide-reaching network in Technology, Creative Services, Marketing, and Digital Media industries.

...HAS EXPERIENCE IN...

- + leading digital and creative projects across multiple industries, from breweries to solar energy;
- + creating and implementing optimized marketing campaigns that drove significant sales growth;
- + managing stakeholders and teams across international boundaries, collaborating effectively with both IT and non-IT personnel;
- + working with part-time and large-scale teams to execute high-impact campaigns and projects;
- + building and architecting full-stack web applications and integrating complex technical requirements.

...BRINGS TOGETHER...

- + a blend of creative expertise and technical proficiency to deliver holistic solutions;
- + experience and skills in both business acumen and digital technology, ensuring comprehensive project success;
- + business, creative, and IT services to create digital experiences that add real value;
- + the ability to lead and motivate diverse teams & units towards achieving shared objectives.

...HAS WORKED IN...

- + Tbilisi, Batumi, Rustavi, Gudauri, Sibiu, Brasov, Timisoara, Cluj-Napoca, Bucharest, Lisbon, Istanbul, Barendrecht, Numansdorp, Amsterdam, Rotterdam, and in collaboration with remote teams worldwide.

...HAS IN THE PAST...

- + built and led teams from startup scale to larger operations;
- + delivered successful fundraising and marketing projects for film, creative, and technology industries;
- + developed optimized marketing campaigns that significantly reduced costs and increased leads;
- + architected immersive 3D visual experiences for major public showcases;
- + created innovative, large-scale brand activations in the retail and entertainment sectors;
- + developed end-to-end technical solutions for e-commerce and digital marketing platforms;
- + driven best practices in web development, digital marketing, and content creation.

...WILL BRING...

- + industry expertise with a reputation for delivering innovative digital solutions;
- + a proactive, solution-oriented attitude, adding stability and creativity to any organization;
- + a balance of hard work and enthusiasm, creating a positive work culture;
- + a passion for building collaborative, cohesive teams that align with company values;
- + the ability to simplify complex technical challenges and present clear, actionable solutions;
- + experience in world-class stakeholder management and cross-cultural communications.

...ACCOMPLISHMENTS...

- + Several dozen strategy and innovation engagements in Renewable Energy industry;
- + Successfully developed over 60 digital marketing campaigns that resulted in significant sales growth;
- + Developed and managed a high-performance e-commerce platform featuring AI integration for efficient product management;
- + Launched strategic marketing initiatives that led to significant growth for Craft Brewery and Kitchen TWO TONS in the HORECA sector;
- + OwlWeb successfully showcased as an ALPHA startup at Websummit 2024 Lisbon, resulting in 87 new leads, with conversions to 24 clients, 38 potential clients, and one investor deal;
- + Besok.nl established a client base of 12 regular clients within the first four months of operation;
- + Collaborated through Willingson.ge and OwlWeb to successfully deploy 7 senior, 16 middle, and 8 junior level developers and software engineers to EU and USA businesses.

...CAN BE CONTACTED...

- + Email: beso@beso-k.nl
- + Phone: +31 613 73 45 46
- + LinkedIn: linkedin.com/in/besik-kavzharadze/
- + GitHub: github.com/Besoll

...TECH STACK INCLUDES...

- + Languages: JavaScript (TypeScript, Node.js), PHP, HTML, CSS, XML;
- + Front End: ReactJS, Next.js, TailwindCSS, Framer Motion;
- + Back End: Laravel, MySQL, MongoDB, PHP;
- + CMS & Platforms: WordPress, Shopify, WooCommerce, Sanity;
- + CRM Tools: Monday.com, Zoho CRM, Salesforce, Gravity Forms, Zoho Forms;
- + Marketing & Analytics: Google Tag Manager, Google Ads, Google Analytics 4 (Ga4), SEO;
- + Design Tools: Adobe Creative Suite (Photoshop, Illustrator, After Effects), CorelDRAW, DaVinci Resolve Studio;
- + DevOps: GitHub, Jenkins, Docker, Vercel (serverless);
- + Cloud: AWS (EC2, S3, RDS), Vercel, Google Cloud;
- + AI & Robotics: Generative AI, automation tools, robotics applications;
- + Cybersecurity: Implementing best practices for secure web development and user data protection;

...CAREER HISTORY IS...

- | | |
|-----------------------|-------------------------|
| + OwlWeb.nl | CTO, Technology, AI |
| + Besok.nl | CEO, Digital Marketing |
| + Willingson.ge | CTO, Digital Marketing |
| + QOQU B.V. | SFSD, Digital Marketing |
| + Zongeadviseerd | SFSD, Renewable energy |
| + Zongericht | SFED, Renewable energy |
| + Zongeschikt | SFED, Renewable energy |
| + SC SOREL SRL | SFSD/SGD, Advertising |
| + Canvas24.ro | SSD, E-Commerce |
| + MontanaSibiu | HoDMD/FSD, Construction |
| + TWO TONS | HoDMD, HoReCa |
| + Black Lion | HoDMD, Craft Brewery |
| + Digital Solutions | SFD, Tehcnology |
| + TAKE TWO PRODUCTION | SFD, Cinematography |
| + BO Production | Producer, Events |
| + ZBe Production | CTO, Events, 3D Mapping |
| + Nword | EP, Events, 3D Mapping |
| + TSS Tbilisi | Director, Advertising |
| + FAP | Director, Consulting |
| + Smart Network | Director, Advertising |
| + NOVACOM | Pr & Marketing |
| + LLC "HUNTER+" | Head of Pr & Marketing |
| + GPI Holding | Agent - Insurance |
| + WAPMERR GEORGIA | Jr.Designer, 3D Mapping |

...LIKES TO RELAX BY...

- + enjoying outdoor activities with family;
- + practicing photography and video production;
- + coding innovative projects and exploring Generative AI;
- + traveling to explore new cultures and cuisines;
- + playing chess and other strategic games.





ABOUT

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a 3281VH, South Holland
@ beso@beso-k.nl
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📁 github.com/Besoll
🌐 beso-k.nl

Driving License (B)

Working Permit NL

30% tax ruling in the Netherlands
Qualified till 2029

KEY SKILLS

ARCHITECTURE

- + Vision and Strategy
- + Business Driven Solutions
- + Technical Leadership
- + Tech & Business Roadmaps
- + Product Design and Development

PROJECT MANAGEMENT

- + Delivery Focused
- + Agile Methodologies
- + Resource & Budget Management
- + Process Improvement
- + Strategic Planning

LEADERSHIP

- + Entrepreneurial Vision
- + Inspiring Others
- + Commitment to Innovation
- + Effective Communication
- + Decision-Making
- + Team Empowerment

DIGITAL TRANSFORMATION

- + Web & Digital Development
- + E-commerce & Marketplace
- + Brand Strategy Implementation
- + CRM, SEO, SEM
- + Customer Experience Enhancement

STAKEHOLDER MANAGEMENT

- + Negotiation & Collaboration
- + Influencing and Engaging Teams
- + Create Cross-functional Synergies
- + Building Strategic Alliances

COO, CTO, and Chief Architect with over 17 years of leadership experience - I am an experienced leader in technology and digital services, specializing in developing cutting-edge web solutions, marketing strategies, and software architectures. My work focuses on transforming technology into innovative business solutions, simplifying user experiences, and delivering exceptional results to clients across various sectors, including renewable energy, creative industries, and tech startups. Skilled in front-end and back-end development, branding, team leadership, and strategic partnerships, I bring a vision for growth and innovation combined with a hands-on, solution-oriented approach. Proven experience in global stakeholder management, mentoring teams, and building collaborative environments to achieve shared success.

CAREER HIGHLIGHTS



JUN 24 - PRESENT CTO & CO-FOUNDER

OwlWeb Agency and OwlWeb Studio, Netherlands (full-time) owlweb.nl

- + **ROLE:** Spearheading the development of high-performance websites and digital solutions for diverse clients, focusing on superior user experience, performance, and strategic alignment with business goals. Overseeing a multidisciplinary team of developers and designers, ensuring advanced SEO, SEM, and market-leading results for clients.
- + **ACCOMPLISHMENTS:** Successfully showcased OwlWeb as an ALPHA startup at Websummit 2024 Lisbon, generating 87 leads, securing 24 clients, 38 potential customers, and attracting an investor deal.
- + Established collaboration memorandums with Georgian Innovation and Technology Agency, Doing in Georgia, and Invest in Georgia.
- + Expanded technical partnerships and led critical projects that enhanced brand visibility and client satisfaction.
- + Provided effective leadership and contributed to expanding the client base and building a strong presence in the web development sector.
- + Introduced automation strategies and streamlined workflows for improved delivery efficiency and enhanced team productivity.

AUG 24 - PRESENT CEO & FOUNDER

beSok, Netherlands (part-time) besok.nl

- + **ROLE:** Leading operations at Besok.nl with a focus on custom website development and digital marketing strategies. Building a strong client relationship network and implementing efficient and creative web solutions.
- + **ACCOMPLISHMENTS:** In just four months, established a base of 12 regular clients, ensuring consistent work and driving early-stage growth.
- + Set strategic goals for brand development, achieving growth targets within the initial operational phase.
- + Enhanced customer engagement strategies and facilitated successful onboarding, increasing client satisfaction and service quality.
- + Implemented a comprehensive digital strategy to improve online visibility, driving lead generation and conversion rates.

MAR 24 - PRESENT COO/CTO & CO-FOUNDER

Willingson, Georgia (part-time) willingson.ge

- + **ROLE:** Responsible for leading marketing services, development of digital solutions, and overseeing technological innovation. Working closely with OwlWeb to deploy top talent in the EU and US markets.
- + **ACCOMPLISHMENTS:** Successfully deployed 7 senior, 16 middle, and 8 junior-level developers to major clients in the EU and USA.
- + Developed partnerships that amplified the company's global reach and diversified its services, contributing to international growth.
- + Enhanced operational efficiency through team collaboration and creative problem-solving. Promoted technology-driven marketing campaigns that improved client results and brand visibility.

APR 23 - JUN 24 SENIOR FULL STACK DEVELOPER, MARKETING AND VIDEO SPECIALIST

QOQU B.V.+Zongericht+Zoneadviseerd+Zogneschikt, Netherlands (full-time) qoqu.nl

- + **ROLE:** Responsible for the end-to-end development of websites, landing pages, and marketing strategies. Utilized data-driven techniques to optimize performance across all digital touchpoints.
- + **ACCOMPLISHMENTS:** Developed high-performance landing pages with exceptional Google Lighthouse scores. Lead the sales growth up to 800% in short period of time.
- + Managed marketing and video production to drive lead conversion, lowering cost per lead by over 50% compared to industry standards.
- + Led a multidisciplinary team, ensuring effective project management and successful client engagements.



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TECH STACK

LANGUAGES:

JavaScript (Node.js, ReactJS),
PHP, HTML, CSS, SQL, XML,

FRONT-END & BACK-END:

ReactJS, Next.js, TailwindCSS,
Framer Motion, Laravel,
Express.js

CMS & PLATFORMS:

WordPress, Shopify, WooCommerce,
Sanity

CRM & MARKETING TOOLS:

Monday.com, Zoho CRM,
Salesforce, Google Tag Manager,
Google Analytics 4, SEO
Optimization Tools

DESIGN TOOLS

Adobe Creative Suite (Photoshop,
Illustrator, After Effects),
Figma, Canvas, CorelDRAW,
DaVinci Resolve Studio

CLOUD COMPUTING

AWS (EC2, S3, RDS, Lambda),
Vercel, Google Cloud, Azure

DEVOPS TOOLS

GitHub, Jenkins, Docker,
Terraform, Ansible

AI & AUTOMATION

Generative AI, Automation
Solutions, AI-driven Marketplace
Listings

AREAS OF EXPERIENCE

WEB & DIGITAL DEVELOPMENT:

Advanced web and mobile application
development using modern frameworks,
CMS, and digital strategies.

MARKETING & BRANDING:

Digital campaign creation, corporate
branding, and comprehensive marketing
strategies for diverse sectors including
breweries, tech startups, tourism, and
more.

E-COMMERCE SOLUTIONS:

Full-scale e-commerce application
development, marketplace integration,
including automation and AI tools for
improved scalability.

INTERNATIONAL EXPERIENCE:

Experience in cross-cultural
environments, successfully managing
projects in Georgia, Romania, and the
Netherlands.

DIGITAL STRATEGY & SEO:

Expertise in building high-performing
landing pages and implementing data-
driven marketing strategies for lead
generation and conversion.

CLOUD COMPUTING & DEVOPS:

AWS, Vercel, Docker, and Jenkins for
scalable and efficient product delivery.

CAREER HIGHLIGHTS (CONTINUED)

JAN 21 - DEC 22 SOFTWARE DEVELOPER/COO | FOUNDER

TablouriCanvas24 SRL - Canvas24, Romania (part-time)

canvas24.ro

- + **ROLE:** Built and maintained a comprehensive e-commerce store with AI-powered product listing tools. Migrated platforms to more scalable technologies.
- + **ACCOMPLISHMENTS:** Managed over 150,000 products through AI integration on various marketplaces like Emag, Amazon and Google Marketplace.
- + Successfully migrated to new tech stacks (React.js, Next.js, GraphQL) to enhance scalability and performance.

JUL 18 - Apr 23 SENIOR GRAPHIC DESIGNER / FULL STACK DEVELOPER SC SOREL SRL, Romania (full-time)

bigprints.ro/sorel-design.ro/abx.ro

- + **ROLE:** Responsible for creating digital and print graphic designs, managing multimedia content, and developing web solutions.
- + **ACCOMPLISHMENTS:** Designed and launched multiple web applications, enhancing user experience and increasing client visibility. Created SOREL PRO internal CRM software.
- + Developed the SOREL PRO Work Operating System, improving company-wide operational efficiency.

OCT 18 - JAN 23 HEAD OF DIGITAL MARKETING DEP./FULL STACK DEV. MontanaSibiu, M-Group, Romania (part-time)

montanasibiu.ro

- + **ROLE:** Led the creation and design of products, brand development, corporate style, website, and landing pages.
- + **ACCOMPLISHMENTS:** Integrated products into Romania's largest marketplaces, Emag.ro and Emag.hu, resulting in a 380% sales increase in the first three months and 460% in the first year.
- + Developed AI-driven XML listings to obtain EAN codes for factory listings on GS1.ro.
- + Enhanced brand visibility and market penetration through strategic digital initiatives.

MAR 19 - JAN 23 ONLINE MARKETER / FULL STACK DEV.

Complex Turistic Casianna, Romania (part-time)

casianna.ro

- + **ROLE:** Planned and executed digital campaigns, focusing on festive promotions and integrating services into local tourist guides and information centers.
- + **ACCOMPLISHMENTS:** Created successful digital campaigns for Christmas and Easter sales, boosting seasonal bookings.
- + Integrated hotel and restaurant services into local tourist guides and information centers, increasing visibility among travelers.
- + Managed social networking and paid campaigns, enhancing online presence and customer engagement.

NOV 17 - AUG 21 HEAD OF DIGITAL MARKETING

Craft Brewery and Kitchen ORITONA, Georgia (part-time)

2tona.ge

- + **ROLE:** Developed and led digital marketing campaigns to align with business growth strategies. Built a comprehensive social media presence and increased brand visibility.
- + **ACCOMPLISHMENTS:** Developed optimized campaigns that reduced lead prices while increasing sales by 190%.
- + Created an engaging social media network that established TWO TONS as a leader in the HORECA sector in Georgia.
- + Strategically positioned the brand within the competitive craft beer market, contributing to sustained growth.

SEP 16 - OCT 18 HEAD OF DIGITAL MARKETING

Craft Brewery Black Lion, Georgia (part-time)

blacklion.ge

- + **ROLE:** Led the digital marketing strategy to enhance brand positioning, audience engagement, and customer acquisition.
- + **ACCOMPLISHMENTS:** Played a pivotal role in the company's acquisition by Heineken by developing effective campaigns and social media strategies that led to substantial brand growth.
- + Increased sales by 130% and reduced lead costs through data-driven digital campaigns.
- + Established a successful YouTube channel and enhanced social media presence, positioning Black Lion as a recognizable name in the craft beer industry.

FEB 2014 - DEC 2018 CEO | FOUNDER

Tbilisi Information Stand, Georgia (part-time)

sadarbazo.com

- + **ROLE:** Created and implemented marketing campaigns, branding initiatives, and developed e-commerce applications. Conducted effective digital marketing strategies.
- + **ACCOMPLISHMENTS:** Established an alternative advertising channel for low-budget advertisers, which became popular among 500 companies in Georgia.
- + Successfully secured exclusive advertising rights for entrances and elevators in 2,500 buildings in Tbilisi, generating an advertising channel with 225,000 daily views.






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EDUCATION

- + 2008 – 2010 
Tbilisi State University,
Tbilisi, Georgia
Bachelor of Science in
Information Technology (Not
Finished) – Specializing in
programming languages, software
engineering, and digital
transformation.
- + 2004 – 2008 
Tbilisi State University,
Tbilisi, Georgia
(BA) Bachelor's Degree in
International Economic Relations
Certificated/Diploma – Faculty
of Economic and Business
Courses: Marketing, Economic
Informatics, World Economic,
International Statistics,
International Management,
International Trade Operations,
WTO and Georgia, Economic
Diplomacy, World Market
Globalization, Entrepreneurship
(Firm) Economic, International
Organization, Business
Organization
- + 2000 – 2004 
I. Vekua Physic-Mathematical
High School, Tbilisi, Georgia
Certificated/Diploma
– Physic/Mathematic

CERTIFICATION

- + NOV 2022 – UDEMY – Next JS &
Typescript with Shopify
Integration;
- + SEP 2022 – Adobe XD Essential
Training: Design. Skills: User
Experience Design (UED)|UI
Design|Adobe XD;
- + SEP 2022 – Affinity Designer for
UX Design. Skills: User
Experience Design (UED) | UI
Design | Affinity Designer;
- + SEP 2022 – Crafting Meaningful
HTML. Skills: Semantic HTML
- + AUG 2022 – Building a GraphQL
Project with React.js. Skills:
Node.js | React.js | Vite |
GitHub | Tailwindcss | GraphQL;
- + AUG 2022 – HTML Essential
Training + Metadata in the Head +
Structured Semantic Data. Use
meta tags, and leverage tools
like the Structured Data Markup
Helper and Structured Data
Testing Tool-both from Google-to
add microdata and JSON-LD code to
your pages.
- + AUG 2022 – Learning GraphQL;
- + AUG 2022 – React: Building Styles
with CSS Modules;

CAREER HIGHLIGHTS (CONTINUED)



NOV 2015 – JAN 2017 PRODUCER / MARKETING AND SALES | CO-FOUNDER BO Production, Georgia (part-time)

- + **ROLE:** Managed the production of the Christmas Fair City at East Point Shopping Mall, focusing on creating a vibrant and engaging experience for the public.
- + **ACCOMPLISHMENTS:** Created and managed the Christmas Fair City with attractions and activities, transforming East Point into a major entertainment destination during the festive period.
- + Oversaw the creative direction, logistical arrangements, and coordination with stakeholders, ensuring smooth operations.

FEB 2015 – NOV 2016 MANAGING PARTNER AND CO-FOUNDER TAKE TWO PRODUCTION, Georgia (part-time) youtu.be/d0ly1hIu3-Q

- + **ROLE:** Worked in fundraising for commercial movie production projects, focusing on brand collaborations and financing.
- + **ACCOMPLISHMENTS:** Secured funds and managed partnerships for the production of "Racha Chemi Sikvaruli" remake and "Indigo Kids" TV Series.

MAY 2014 – MAY 2015 PRODUCER | FINANCING Windfor's Communication, Georgia (part-time) windfors.ge

- + **ROLE:** Commercial Shooting (Pre-Set Production)
- + **ACCOMPLISHMENTS:** Geocell – More 25 www.marketer.ge/geocell-banaki/
- + Archi Tower – <http://www.marketer.ge/archi-eu/> Wissol (Horns) – "Vote!" – "Georgian Dream" (41) – Caucasus Online, Walls
- + Sum of Projects Budget: up to 500 000 EURO

SEP 2014 – MAR 2016 CTO / MARKETING AND SALES / FOUNDER 2Be Production, Georgia (part-time) youtu.be/MFBH1kKMLI

- + **ROLE:** Implemented 3D mapping and visualizations for major public displays, collaborating with art directors to produce educational experiences.
- + **ACCOMPLISHMENTS:** Successfully created an impressive 3D show in Batumi, highlighting the 7 Wonders of the World in an educational and innovative presentation.
- + Pioneered new techniques in visual storytelling, enhancing the overall production quality and public engagement.

2013 – 2018 FRONT-END DEVELOPER / GRAPHIC DESIGNER Freelance, Worldwide (part-time)

- + **ROLE:** Provided freelance design and development services, specializing in web design and front-end development.
- + **ACCOMPLISHMENTS:** Successfully delivered responsive web designs and developed high-quality graphic assets for various clients.

MAR 14 – DEC 14 SALES EXECUTIVE / BUSINESS OFFICER Mentesh Production, Georgia (part-time)

- + **ROLE:** Conduct meetings with sponsorship companies. Offer writing and commercial product placement in the Movie's script.
- + **ACCOMPLISHMENTS:** Project (movie) budget: 200 000 EUR

SEP 2010 – AUG 2014 DIRECTOR / GRAPHIC DESIGNER / FOUNDER LLC "Smart Network" and LLC "Smart Network 1000", Georgia (part-time)

- + **ROLE:** Directed the production of marketing collateral for over 600 companies.
- + **ACCOMPLISHMENTS:** Established a design team and delivered customized promotional materials using industry-standard tools.

MAY 2013 – AUG 2016 HEAD OF PR AND MARKETING LLC "HUNTER+", Georgia (part-time)

- + **ROLE:** Conducted market research for sun-protection products, managing relations with enterprises from China, Poland, and Turkey.
- + **ACCOMPLISHMENTS:** Negotiated deals and maintained marketing efforts that boosted the company's visibility in Georgia.
- + Worked as Financial Reporting Manager before this role, handling monthly and annual financial reports.



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CERTIFICATION

- + JUL 2012 – Marketing
Certificated – ODIMM.
Ministry of Economy of Moldova;
- + JUN 2012 – Labor Legislation
Certificated – ODIMM.
Ministry of Economy of Moldova;
- + MAY 2012 – Planning and
Realization of Business Ideas
Certificated – ODIMM.
Ministry of Economy of Moldova;
- + MAY 2012 – Business Planning
Certificated – ODIMM.
Ministry of Economy of Moldova;
- + AUG 2022 – Technique of
Effective Sales
Certificated – ODIMM.
Ministry of Economy of Moldova;
- + FEB-MAR 2007 – Bank Products and
Services;
- + JAN-FEB 2006 – Insurance System
and Insurance Products. GPIH
Holding;
- + JUL-AUG 2005 – Designer Course
(Photoshop CS, 3Ds Max).
Tbilisi;
- + 2002-2003 – passed one year
program course in 'Mziuri' –
Languages: Basic, Pascal, Visual
Pascal – Certificated. Tbilisi;
- + 2000-2003 – Two times was a
winner of the school, regional
and city Olympic competitions as
in mathematics as in physics.
Tbilisi.

LANGUAGES

- + ENGLISH – Fluently
- + RUSSIAN – Fluently
- + GEORGIAN – Native
- + ROMANIAN – Conversational
- + UKRAINIAN – Basic
- + DUTCH – Basic (Learning)

CAREER HIGHLIGHTS (CONTINUED)

MAY 2008 – SEP 2010 DIRECTOR | FOUNDER

FAP – Full AD Partnership, Consulting, Georgia (part-time)

fap.ge

- + **ROLE:** Led technical projects, provided strategic IT direction, and delivered tailored technology solutions for various industries.
- + **ACCOMPLISHMENTS:** Built robust and scalable infrastructure that supported company growth and ensured successful project delivery.

FEB 2009 – MAY 2011 FULL STACK DEVELOPER

Digital Solutions Group, Georgia (part-time)

- + **ROLE:** Worked on front-end and back-end projects, providing development support across various client websites.
- + **ACCOMPLISHMENTS:** Completed diverse web development projects that met client requirements and improved overall functionality.

NOV 2007 – MAR 2008 JR. WEB DEVELOPER

GlobalWeb, Georgia (full-time)

- + **ROLE:** Assisted in the development of websites, gaining hands-on experience with front-end and back-end technologies.
- + **ACCOMPLISHMENTS:** Played an active role in troubleshooting and optimizing websites to enhance performance.

JUN 2007 – JUL 2008 MARKETING | DESIGNER | WEB DEVELOPER

Novacom, Georgia (full-time)

SEP 2006 – MAY 2007 GRAPHIC DESIGNER / 3D MAPPING

WAPMERR-GEORGIA, Georgia (part-time)

MAR 2005 – FEB 2006 INSURANCE AGENT

GPI HOLDING, Georgia (part-time)

MY REQUIREMENTS

- + Looking for a dynamic role in technology development, digital marketing, or creative services.
- + Seeking an environment that fosters creativity, hands-on innovation, and a balance of strategic planning and execution.
- + Interested in a role that encourages leadership, innovation, and has a significant impact on product delivery.
- + Open to contract, consultancy, or full-time positions with a focus on technology leadership.

MORE...

- + Expertise in web development, digital marketing, and integrating e-commerce solutions for various industries.
- + Bringing together creative services and technical innovation to deliver impactful digital experiences.
- + Ability to effectively manage stakeholder relationships across cross-functional teams.
- + A strong entrepreneurial mindset, capable of seeing opportunities in emerging technologies.
- + Proven ability to simplify complex problems and deliver world-class stakeholder management.
- + Strong emphasis on team building and encouraging collaboration in fast-paced, cross-functional settings.
- + Ability to innovate, motivate teams, and deliver on strategic business objectives.

IMPRESSED BY

- + Michio Kaku
- + Dan Brown
- + Elon Musk
- + Stephen Hawking
- + King David IV The Builder
- + Bill Gates
- + Chip Kidd

ABILITIES

- + **Entrepreneurial / leadership skills:** Founded and successfully grew multiple businesses in technology, marketing, and creative services.
- + **Ability to think outside the box** and innovate with technology solutions that address real business needs.
- + **Architectural focus on business delivery:** Provided technical direction and strategic IT infrastructure for startups and established companies.
- + **Evangelical nature through community events:** Frequently speaks at workshops, conferences, and webinars related to digital transformation and entrepreneurship.
- + **Experienced in managing diverse teams:** From developers, designers, and product managers, to marketing and operational units.
- + **Extensive network in Technology, Creative, and Marketing industries:** Built and maintained partnerships in multiple sectors, driving shared success.





EXPERIENCE AND BELIEFS

PEOPLE LEADERSHIP

- + Managed and developed teams of designers, developers, and digital marketers to deliver impactful projects across multiple industries.
- + "I believe people are the core of any successful organization." @OwlWeb.nl

EXPERIMENTATION

- + Encouraged teams to test assumptions, build MVPs, and iterate on product development to meet client needs.
- + "I believe that progress is built on continuous learning, experimentation, and iteration." @Besok.nl

DELIVERY

- + Applied agile and DevOps principles to lead product roadmaps and ensure efficient delivery of digital solutions.
- + "Planning, supporting, and empowering delivery teams are key to successful outcomes." @Willingson.ge

PRODUCT VISION & STRATEGY

- + Defined product strategies and collaborated closely with teams to bring visions to life through innovative technology solutions.
- + "Customer insight is at the heart of every impactful product decision." @QQQU B.V.

THOUGHT LEADERSHIP

- + Advocated for the latest trends in technology, focusing on areas like AI, machine learning, and creative development.
- + "Staying ahead of the curve is critical to delivering smarter, faster, and more creative solutions." @Montana Sibiu

RETURN ON INVESTMENT

- + Focused on creating scalable and commercially viable solutions that maximize ROI for clients and stakeholders.
- + "Every tech decision should consider future financial impact and sustainability." @Craft Brewery Black Lion

PROJECT TRACKING & MEASUREMENT

- + Worked collaboratively with all team members to ensure timely delivery, meeting scope and budget expectations.
- + "Collaboration across all levels is the only way to achieve project success." @Complex Turistic Casianna

STAKEHOLDER MANAGEMENT

- + Fostered strong relationships with internal and external stakeholders to ensure alignment of goals and objectives.
- + "Understanding others' perspectives is fundamental to building meaningful partnerships." @TAKE TWO PRODUCTION

INDUSTRY KNOWLEDGE

- + Deep expertise in digital marketing, e-commerce, cloud services, open source technologies, web development, and emerging AI trends.
- + "Keeping up with technological advancements ensures we stay relevant and deliver cutting-edge solutions." @2Be Production

DEPENDENCY MANAGEMENT

- + Identified and mitigated cross-functional dependencies to maintain smooth operations and project flow.
- + "Navigating blockers requires proactive communication and a collaborative approach." @TSS Tbilisi

RISK MANAGEMENT & MITIGATION

- + Identified potential risks, weighed options, and ensured strategic mitigations were in place.
- + "Effective risk management is key to maintaining operational stability and achieving long-term goals." @SolarPV Projects

DATA-DRIVEN INSIGHT

- + Leveraged both qualitative and quantitative data to drive strategic decisions, improving product vision and roadmaps.
- + "In today's digital economy, data is king - it's the cornerstone of impactful business solutions." @TablouriCanvas24

RECENTLY IMPLEMENTED PROJECTS

Website development + Landing Pages / full stack developed + design

🌐 <https://besok.nl/>

🌐 <https://qoqu.nl/>

🌐 <https://casianna.ro/>

🌐 <https://owlweb.nl/>

🌐 <https://zongericht.nl/>

🌐 <https://www.larisatanasescu.ro/>

🌐 <https://www.buurmannenbuurmann.nl/>

🌐 <https://zongeschikt.nl/>

🌐 <https://canvas24.ro/>

🌐 <https://zongericht.vercel.app/>

🌐 <https://m-group.ro/>

🌐 <https://willingson.ge/>

