

# Damjan Stefanovski

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Good communication and presentation skills, quick learner with a proven ability to meet any challenge. Clear communicator and interpreter for the client or the contractor and hands on analyst. Skillful with R programming language for data analytics, visualization and web-apps with Shiny, practical machine learning usage and models integration with Jupiter notebook. With great passion for working with Python, Django-framework and JavaScript, CSS and HTML. Good understanding of Unix and bash, healthy work practices on GitHub and AWS, and databases like PostgreSQL and MongoDB. Now looking for an exciting and challenging role that can utilize my existing skills and experience, and provide me with opportunity to gather new ones.

## KEY QUALIFICATIONS

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- Positive work attitude and genuine excitement for the industry.
- Proficiency in developing data products with Shiny and Django, HTML, Wordpress, SQL and NoSQL, visualizations with Tableau and various R packages.
- Exploratory data analysis, creating tools and practical Machine Learning.
- Workflow optimization, team building/motivation and organizational development.
- Detail oriented following closely and often testing the newest technologies on the market, in pursuit for optimization of projects.
- Data Mining/Warehouse, cleaning/modeling and training datasets.

## PROFESSIONAL EXPERIENCE

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### 02/2017- My-Data-Analytics - Aldie VA

#### Project Manager

Currently working part time mostly non profit with enthusiasm and passion for analytics and machine/deep learning. Developing and creating web developments tools, with front and back end frameworks like Python/Django and R/Shiny. Working with PostgreSQL and NoSQL Databases like MongoDB.

- Coordinated work orders and projects for small private business owners. Working mostly on organizational level and the front end. DevOps side and deployment on AWS, with Light Sail and Elastic Beanstalk, creating environments, launching websites, making backups/copies and validate/test in variety of browsers.
- Created analytical models and projects in R. Mining public data and Developing the tools, packages and web apps for private clients who can change their data-sets or upload a new one for visualization, time series data manipulation or statistical analysis.
- Demonstrated many communication skills in which include, negotiating, presenting, and advising, training/mentoring that resulted in 45% increase of client satisfaction.
- Provided offsite support for several projects while developing ability to manage multiple responsibilities and multitask whilst remaining calm and disciplined with a systematic approach to priorities and new ways to troubleshoot issues.

### 09/2014- Present Aramark at HHMI Janelia Research Campus- Ashburn VA

#### Food & Beverage Supervisor

Managing the food & beverage front of house team together with strong support from all MOD's, in 365 day's operation providing healthy meals for all employees and campus residents.

- Carried out many science Conferences, Symposiums, Hackatons and Workshops thought the year.
- Maintained the functionality and happy work atmosphere on campus with training over 20+ new employees in policies and procedures over a 3-year period

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- Diagnosed and detected many mechanical issues with the equipment used on daily bases and decreased the tech work orders by 50% in one year by implementing new SOP's and maintenance worksheets as side duties.

#### **09/2011- 07/2014 Aviator hotel by TAG, Farnborough, UK**

##### **Brasserie Supervisor**

Mentored and trained a young team in close relationship with all departments in the hotel, restructured and straightened the customer service. Responsible for overlooking and supporting the operation of all F&B outlets, supervising the Brasserie team afternoon tea services at the sky bar meeting rooms.

- Conducting shift briefings and training sessions, assuring that checklists are complete on time.
- Implemented new concept dining style at the hotel's main restaurant, organized training with all of the staff members on excellence standards, SOP's and company policies.
- Fostered strong reputation with high percentage on the AA audits, monitoring sales and overseeing client bookings & reservations and establishing key relationships with guests to ensure repeat business.

#### **02/2011- 11/2011 Laithwaites wines, Reading, Theale UK**

##### **Personal Wine Advisor**

Managed accounts in large database of clients for the biggest home distributing wine company in the UK.

- Accomplished sales targets and focused on high margin wine promotions that contributed in 30% increase in the en primeur vintage team.
- Demonstrated strong customer service skills and understood customer needs while resolving issues and focused on customer retention, with providing an honest value for money advice.

#### **01/2008 – 12/2010 Chez Gerrard Restaurant, Egham UK**

##### **Restaurant Manager**

Guided productivity and profit through budgeting daily cost of sales and labor, directly responsible for allocation of budget spends and analyzing trends for busy periods.

- Improved positive guest relations and delivery of exceptional service for customers.
- Obtained the highest staff retention in the area over a 2-year period.
- Achieved strong audits visits, Financial 98% and Health and Safety 95% with plenty of 100% mystery diners
- Migrated the EPOS system into MICROS and assisted the remote integration of the software

#### **01/2004 – 09/2007 Carnival Cruise line, Miami Florida**

##### **Team Waiter; Head Waiter**

Accommodated high volume of guests in daily operation of the food and beverage team on board of 3 cruise ships in 6 to 8 months contracts with 70h weekly work schedules and 7 days' work week.

Complying to USPH rules and regulations and safety standards and practices around the cruise line.

- Provided high standard of service and assisting the cruise staff in other safety operations around the ship like life crane operator, training regularly for readiness and coastguard inspection.

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## **EDUCATION**

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**2018- Python and Django** Full Stack Web Developer Boot camp

**2017- Data Science Specialization** Johns Hopkins University

**2011-WSET Level 2** Intermediate courses in Wine and Spirits

**2008-2009 CompTia A+ Certified IT technician** CompTia N+ Networking courses LSC College London

**2004-2005** Carnival College of Catering and Hospitality Miami Florida

**1999-2003** "Lazar Tanev" – Skopje, State High School

**1991-1999** "Dimo Hadji Dimov" –Skopje, Elementary School