

Damjan Stefanovski

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[LinkedIn](#)

Excellent communication and presentation skills, quick learner with a proven ability to meet any challenge. Clear interpreter for the needs and challenges of the client or the contractor with hands-on analytical and coding skills. Experienced in web development with Python, Django-framework JavaScript, CSS, and HTML. Cloud deployment with Puppet, Nginx and multi master-slave architecture. Healthy work and documenting practices on GitHub and AWS, and databases like PostgreSQL and MongoDB. Zen like DevOps engineering and deployment skills and business strategy and operations support. Knowledgeable in data analytics, visualization and practical machine learning usage and models integration with the Jupyter notebook and R.

KEY QUALIFICATIONS

- Positive work attitude and genuine excitement for the industry, people AI and technology.
- Proficiency in developing data products with Shiny and Django, HTML, Wordpress, SQL and NoSQL, visualizations with Tableau and various R packages and rapid prototyping.
- Exploratory and Descriptive data analysis, creating tools and utilizing practical Machine Learning.
- Workflow optimization, team building/motivation, management, and organizational development.
- Product and industry knowledge, strategic prospecting, rapport building, active listening, qualification questioning and analysis and post-sale relationship management.

PROFESSIONAL EXPERIENCE

07/2018- Semos Cloud – Grater DC Area

Sales Development Engineer

Generating and facilitating sales for HR enhancement solutions natively build on the SAP HANA Cloud Platform with Full Success Factors integration and all Employee Central modules.

Responding to RFP's and inquiries, demo, and trial requests generated from the SAP app center, the web and SAP representatives.

- Handled the investigation and prospect preparation stage with analytical approach to identify the potential needs and qualify their interest and viability resulting in opening relationships instead of closing deals and contracts.
- Developing collaborative plan, gathering information for customization of the module or whole suite, presenting features and demonstrating capabilities of the solution.

02/2017- Freelance Developer - Aldie VA

Project Lead Developer

Working part-time for non-profit organizations 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 the 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 a 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 a 45% increase in client satisfaction.
- Provided offsite support for several projects while developing an 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- 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, and Workshops through 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
- 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 and maintenance worksheets as side duties.

05/2010 – 07/2014 Wolfinet Ltd. Farnborough, UK

ERP Development and Migration Consultant

Working Part-time Remotely as a subcontractor from the UK providing clients with free consulting services mostly for small and medium-size businesses on migrating and integrating Open Source ERP solutions on their local servers or the cloud. Advising and discussing certifications of the Business Process Management for ecommerce and other online business platforms. Migrating local pubs and restaurants from Micros and Oracle systems into a well designed and user-friendly Open Source Point of sale systems and stations.

- Successfully migrated small local online businesses and individually owned pubs into free open source Point of Sale systems.
- Handling all clients' functional specifications, design specifications, configurations for deployment and passing it forward to a team in Macedonia for remote implementation then testing and on-site quality assurance and gathering project reviews.

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.
- 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.

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

Personal Wine Advisor

Managed accounts in a large database of clients for the biggest home distributing wine company in the UK. Guided productivity and profit through budgeting daily cost of sales and labor with wide margins.

- Accomplished sales targets and focused on high margin wine promotions that contributed to a 30% increase in the en primeur vintage team.

01/2008- 02/2011 Chez Gerrard Brasserie, Surrey, Egham UK

Assistant Manager

- Fostered a strong reputation with a high percentage on the AA audits, monitoring sales and overseeing client bookings & reservations and establishing key relationships with guests to ensure repeat business.
- Conducting shift briefings and training sessions, assuring that checklists are complete on time.

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

Team Waiter; Head Waiter

Accommodated high volume of guests in the 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.

- Provided a 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.

EDUCATION

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

2009-2010 CompTIA N+ Networking courses LSC College London

2008-2009 CompTIA A+ Certified IT technician

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