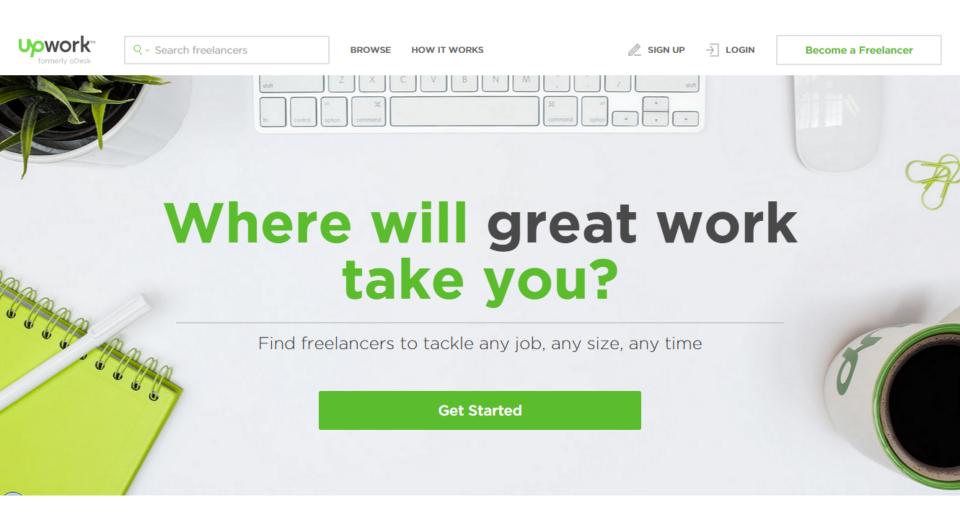
Global Freelance Opportunities: How to build your brand

Katerina Bozhkova, Country Manager Ukraine

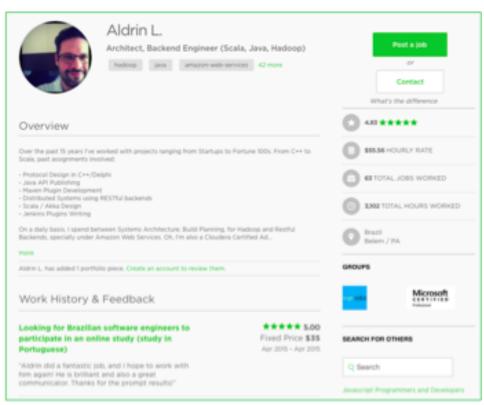


Connecting Businesses With Talent Faster Than Ever



How It Works













Upwork Today

4M+ clients

10M+ freelancers

\$940M in earnings (2014) **180+** countries

2.7M jobs (2014)

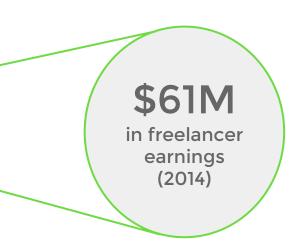
2.6K skills

4th Largest Market Globally

- 1. India
- 2. United States
- 3. Philippines

4. Ukraine

- 5. Pakistan
- 6. Russia
- 7. Bangladesh
- 8. United Kingdom
- 9. Canada
- 10. China



Our Ambition In Ukraine

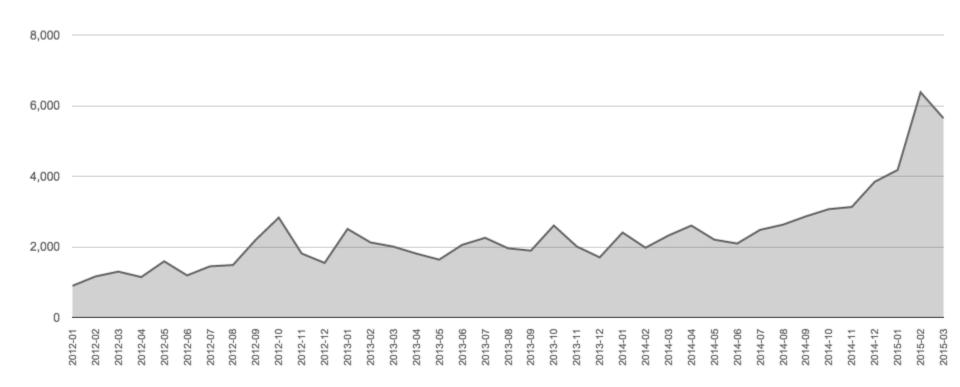
2014 2020

\$61M 3,500 \$610M 35,000

Freelancer Registrations

123,000 registered freelancers in total

16,000 registered in Q1'15

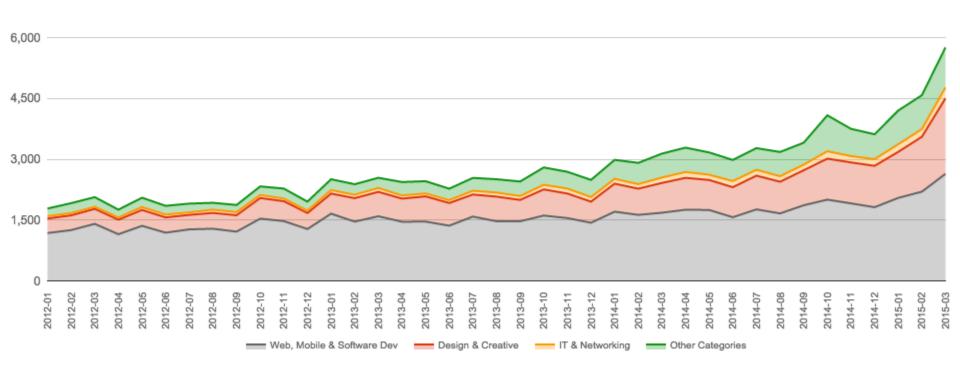




Jobs Awarded

39,752 jobs in 2014 (32% YoY)

14,535 jobs in Q1'15 (61% YoY)



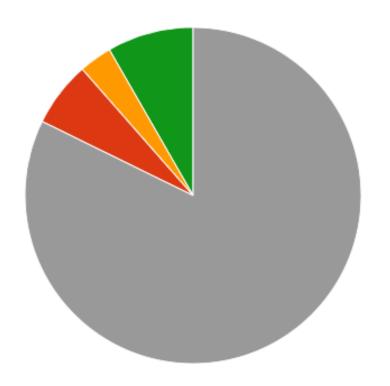


Top 10 Client Countries

1.	United States	54%
2.	United Kingdom	7%
3.	Australia	6%
4.	Canada	5%
5.	United Arab Emirates	4%
6.	Germany	3%
7.	Israel	2%
8.	Netherlands	2%
9.	France	1%
10.	Russia	1%

Earnings Per Category

Web, Mobile & Software Dev takes the biggest piece of the pie with 82.3% of earnings



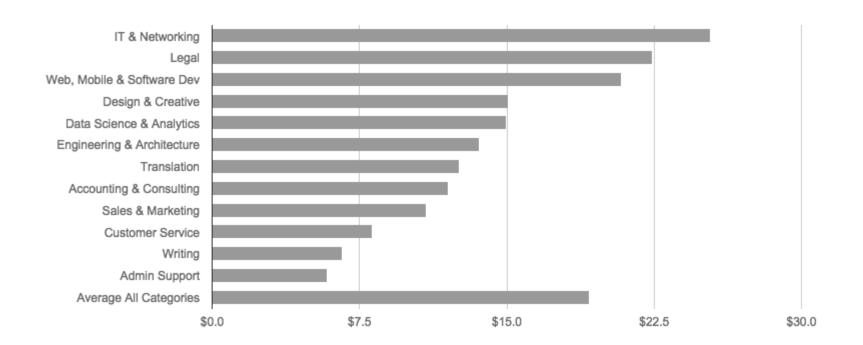
- Web, Mobile & Software 82.3%
- Design & Creative 6.3%
- IT & Networking 3.2%
- Other Categories: 8.3%

Engineering & Architecture
Sales & Marketing
Accounting & Consulting
Writing
Translation
Customer Service
Data Science & Analytics
Legal

Average Hourly Rates

\$19.2 avg hourly rate

+15% higher hourly rates for top rated freelancers





Successful start. Make-up for profile

Choose a professional and friendly photo

Create an awesome intro video!

Have a short and tight title

Highlight what's most important in your overview

Add the right skills and prove them with tests

Upload a great portfolio and keep it relevant

Always!!! request client feedback

Become Top-Rated

How do I become a Top-rated?



Job Success score of at least 90%

12-month earnings of at least \$1,000

An account in good standing with no recent account holds

A 100% complete profile with photo

Up to date availability (if unavailable now, set a date estimate)

At least 30 days of work history



Stanislav N.

\$27.78 / hr

Professional Android Developer

Kyiv, Ukraine 12:22pm local time

Windows Presentation Foundation (WPF) Objective-C Java Microsoft Silverlight more...

Overview

--oDesk has recognized me as one of their Top Rated Developers. See the badge on the right of my profile for more information .--

--oDesk has recognized me as one of their Verified Mobile Developers. See the badge on the right of my profile for more information.--

I am a mobile developer who has developed several projects, including commercial. Familiar with programming languages such as Java, C#, Objective-C, and others. Live and study in Ukraine.

Work History and Feedback (16)

Newest first

Development of Phase 1 of Mobile Application

Job in progress

69 hours

\$22.22 /hr

\$1,525.77 earned

Apr 2015 - Present

Work history

TOP RATED (?)



100% Job Success ?

5.00 ****

350 hours worked

16 jobs

Availability

Available

Full time 30+ hrs / week

Languages

English - Fluent Self-Assessed



Tips to earn more on Upwork

Become an Android, iOS developer or other demanded technologies;) Upwork Pro to help!

Boost your profile

Create a video for your profile

Create an agency with cross-functional expertise (design, development, QA)



Launching Upwork Pro

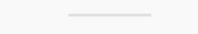
Let us find you the best mobile development jobs.

We'll find you the most rewarding iOS and Android programming positions with the best clients on our platform.



How It Works





APPLY TO PRO

Polish your Upwork profile and portfolio and apply to Pro by filling out the registration form **below**.

Take a technical mobile programming assessment and interview with our technical team. If you pass, you're in.

TECHNICAL SCREENING

GET THE BEST JOBS

We will invite you to apply to some of the best jobs in our marketplace. Compete for the job only with other Pros.



REPUTATION IS EVERYTHING:

- 1. Understand the job
- 2. Check your availability
- 3. Make it clear why you are the right fit
- 4. Screen your client
- 5. Manage your time

STARTING A NEW PROJECT:

- 6. Have a kick-off meeting
- 7. Determine how you will work together
- 8. Set deadlines
- 9. Make sure you have what you need
- 10. Be realistic

DURING THE PROJECT:

- 11. Be proactive
- 12. Respect deadlines
- 13. Ask questions
- 14. Be responsive
- 15. Request feedback

AT THE END OF THE PROJECT:

- 16. Be sure the client is happy
- 17. Let the client end the contract



Upwork tip for you: talentUA15

To redeem the code:

- 1) Create an account on Upwork.com
- 2) Go to Upgrade membership (after submitting your profile for review or by going to Settings > Memberships & Connects > Edit my membership)
- 3) Enter a payment method
- 4) Enter the coupon code

Plus membership will take effect immediately

Thank You!