

Sergei Smirnov

Personal data

Place of residence - St. Petersburg

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Language proficiency:

English – C1

Russian - Native

Swedish – A1

THE PERSON WHO OWNS THE USER PROBLEM

Position: Product Manager (Junior)

Profile

I am a highly motivated proactive contributor with an inquisitive, growth mindset that is eager to gather new information and develop new understandings of the world. I have specialized IT education and experience in this area at the level of implementing business ideas as a product manager (collection of requirements, system analysis, participation in development). I have experience in sales and contractual work with partners, as well as leading a development team. I have key skills for market analysis, problem solving in commercial activities. There is an experience of using the Unit economy to analyze hypotheses in the b2c sector when building a business model for mobile applications.



Work experience

07.2021 – 09.2021

[CloudBlue](#) Commerce (Product manager)

Subscription, partner and catalog management for growing B2B ecosystems.

02.2021 – 03.2021

[BandaWorks](#) (Product Manager).

Tasks: prioritization, workflow organization, market analysis and segmentation, interviews and product sales (agreements on cooperation have been reached with 4 Russian companies)

09.2020 – 12.2020

CoffeeSub (Co-founder). Business development (CBDO).

Tasks: generating ideas and hypotheses, gathering and organizing a team. Building an economic business model using the Unit economy, introducing VoC (conducting a personal interview with a selected target audience, including a questionnaire). Participation in pitch

sessions for private investors and venture capital companies (Gazprom, MTS), agreements were reached on obtaining investment funds at the seeding stage on the horizon of the year.

09.2017 – 08.2018

ReCom (Co-founder). Business development (CBDO).

Tasks: creating a mobile application for sending requests to the traffic police. Organization of teamwork. Participation in the analysis and development of the front-end part. Stack: Java, Retrofit, SQL.

Achievements: **30+ MAU** (messages sent by unique users).

Sources: <https://github.com/ISergeyII/ReCom>

07.2018 – 08.2018

07.2019 – 08.2019

Summer Olympiad School (teacher, mentor).

Tasks: organization of the educational process, development in Python, Olympiad mathematics.

Achievements: **30+ students**.

An example of a student's graduate work on a course in developing a search engine in Python: https://github.com/slavashestakov2005/Information_find

Education

06.2019 – current.

ITMO University, St. Petersburg. Specialty - Information systems and technologies, GPA - 4.9, SQL, Python, C, C ++, Java, Linux, Git.

2020

Product Management, received a grant for a 6-month course from Product Star. Covered topics: RoadMapping, User story mapping, CustDev, prioritization, Google Analysis, A / B testing, Unit-economy, Mobile products development.

09.2017 – 08.2018

IT School Samsung (Android Java development). Java development. Honors. The developed application is the winner of the regional stage "IT School Samsung chooses the strongest".

12.2017 – 01.2018

12.2018 – 01.2019

Olympiad School at MIPT. With Honors.