Work Experience

* 2018-2020: **Senior Sales Expert, Hermitage Boutique, Haifa.**
* *Frontal customer service: professional advising service on the topic of alcoholic beverages.*
* *Marketing and promotion of the company activities.*
* *Coaching: teaching the new staff members on topics of professional knowledge and work ethics.*
* *Inventory management: inventory counts, determining inventory levels according to company demands.*
* 2015-2018: **Individual Entrepreneur Projects**

Director and Owner, Vortex - Virtual Reality, Haifa.

* *Founding of the company, operating "virtual reality" entertainment complexes using innovative technology.*
* *Financial management: managing cash flow, planning and controlling the budget, report analyzing and etc.*
* *Marketing management: market research, business environment, competitors and profitability analyzes.*
* *Business Development: Identifying business growth opportunities, such as cooperation with local authorities, commercial centers, community centers, participating in the big fairs/events and etc.*
* *Projects & Price offers valuation for various customers in accordance with the costs/volume of activity required.*
* *Recruitment, retention and strategic customer service, ensuring business/public customers service satisfaction.*
* *Identifying and negotiating with new suppliers abroad, comparing price quotes, new equipment purchasing.*
* *Logistic management, including dealing with shipping companies and customs brokerage agents.*
* *Product development: events services, game area management inside shopping malls or private assets.*
* *Staff management:**employee recruitment and training, tasks assignment and etc.*

Operations Manager, Bar and Restaurant - Z-City, Haifa.

* *Pricing valuation of services and rations according to cost analysis, profit considerations, competition and more.*
* *Participation in marketing and business development activities.*
* *Business operations management, management of working business relocation to a wider asset in the new leisure area of ​​the city.*
* *Inventory management: inventory counts, determining inventory levels according to company demands.*
* 2013-2014: **Analyst/Account Manager, M.I.Finances, Tel-Aviv.**
* *Customer service: Ongoing contact with clients and company departments, collecting relevant information.*
* *Case management: Analytical/financial analysis of the client's portfolio, reports preparation to the tax authorities.*

JULIAN OKONSKY

Full Stack Web Development, Web Design, Business Management, Sales/Marketing & Finance Management.

Professional Education

* Full-stack web development BOOTCAMP, London App Brewery (2020)
* BA in Economics and Management with specialization in finance, Emek Yezreel Academic College (2012).
* A practical economist course, Academic Center for Law and Business, Ramat Gan (2011).
* Courses in "Business Management" and "Foreign Trading", Israel Association of Entrepreneurs, Haifa (2011).

Other Certifications

* WSET level 2 course (2019)
* Practical Psychology course in NLP methods (2018)

Tech Skills

**Front-End Web Development:**

HTML5, CSS3, Bootstrap4, Javascript ES6, jQuery, Php, Bash, Git, GitHub and Version Control

**Back-End Development:**

NodeJS, ReactJS, ExpressJS, Rest, APIs

**Data Management:**

SQL, MongoDB, Mongoose

**Design:**

Adobe Photoshop

Languages

English | Russian | Hebrew

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