Kaspars Mazurs
Junior Full Stack Developer

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Executive Summary

Junior Software Developer studying for a Diploma in Full-stack Software Development from the Code Institute. Proficient in HTML, CSS, JavaScript, and Python. I have more than 15 years of experience in sales and product management. I am a valuable team player with strong communication skills and effective problem-solving abilities. I am eager to gain entry into the tech industry into an exciting development team where I can grow and contribute!

Education

July 2021–August 2022   **Diploma in Full Stack Software Development**
Code Institute - Dublin, Ireland -
(Credit Rated by the University of West of Scotland)

2019 – 2021   **Professional Master's Degree in Business Administration (Prof.Mg.MBA)**
Business University "Turība", Latvia

2015 – 2019   **Professional Bachelor's Degree in Business Administration**
Business University "Turība", Latvia

2008 – 2011   **Computer Science**
Riga Technical College, Latvia

2003 – 2007   **Computer Systems Technician**
Ogre Professional High School, Latvia

Technical Skillset

Technologies:	**HTML5, CSS3, JavaScript, Python**
Version Control:	**Git, Github**
Frameworks:	**Bootstrap**

Technical Skillset (Still to learn in the Code institute curriculum)

Databases:	**MongoDB, MySQL, Postgres**
Frameworks:	**Django, jQuery**

Portfolio projects

1. **Battlefield duel -** Battlefield duel is a landing page for a game in, which your main task is to win the opponent in a shooting duel.
   Technologies Used - HTML5, CSS, JavaScript,.
   GitHub - https://github.com/KasparsMazurs/battlefield_duel
   Live Site - https://kasparsmazurs.github.io/battlefield_duel/

2. **Mr_kris_tattoo -** Mr. Kris Tattoo is a landing page for a self-made artist specializing in digital art and tattoos.
   Technologies Used - HTML5, CSS.
   GitHub - https://github.com/KasparsMazurs/mr_kris_tattoo
   Live Site - https://kasparsmazurs.github.io/mr_kris_tattoo/

3. **Interactive story -** Interactive story is a Python terminal game.
   Technologies Used - Python.
   GitHub - https://github.com/KasparsMazurs/Storry
   Live Site - https://interactivestory.herokuapp.com/

Work Experience

February 2022–Present   **Sales representative**
                                 Tempside Ltd., Dublin, Ireland

- Build and maintain strong, long-lasting client relationships
- Develop new business with existing clients and/or identify areas of improvement to meet sales quotas
- Identify new business opportunities by finding potential customers

July 2021–January 2022   **Moving to Ireland**

January 2021–June 2021   **Senior Product Manager**
                                  Latakko, Riga, Latvia

- Through various market activities, the Q2 profit plan was not only reached, but also even exceeded by 40%
- I was leading the company`s reorganization process of transitioning 3 departments (pricing, product, and procurement departments) into one department and under my supervision
- I was able to increase the influence of categories under my supervision impact on the company's total revenue from 60% to 65% in 6 months
- Supervise and support Product Managers and coordinate cross-functional teams
- Prepare budgets, allocate resources, and delegate tasks
- Prepare recommendations to track product use and impact on end-users

July 2019–December 2020   **Product Group Manager**
                                  Eugesta, Riga, Latvia

- I was responsible for launching two new brands in the market (Love, Beauty&Planet; Seven Generation). My responsibility was the whole new brand launch process, which included: market research, setting strategic goals, pricing, etc.,
- I managed to establish and open a completely new sales channel for one of the new brands
- I participated in the development of category settings for the biggest portfolio category of the company
- Define the product vision, strategy, and roadmap
- Develop project plans, budgets, and schedules, based on the client's demands
- Gather, manage and prioritize market & customer demands

January 2018–June 2019   **Key Account Manager**
                                  Eugesta, Riga, Latvia

- I managed to develop one of the channels entrusted to me by 45%, and after that, this channel became the biggest contributor to my portfolio
- I ensured that the new product launch in my client`s retail chain was reached by 90% in 2 weeks' time, and in 3 weeks` time the product was launched in 100% client`s stores
- I made a cooperation agreement with a completely new client in the channel given to me. After 2 months this client contributed 20% of the total revenue in my portfolio

- Develop trustful relationships with a portfolio of major clients to ensure they do not turn to competitors
- Supervise the account teams assigned to each key client
- Ensure the correct products and services are delivered to customers in a timely manner

December 2015–December 2017   **Export Sales Manager**
Ilgezeem Ltd, Riga, Latvia

- I was successful in launching products in such countries as Finland, Russia, Hong Kong, China, Maldives, United Arab Emirates, etc.,
- My responsibility was to lead the process of obtaining a HALAL certificate, which allowed me to sell the company's products in Arabic countries
- I was the Lead Representative in the biggest industries exhibitions in Russia, Germany, etc.,
- Identify new business opportunities by finding potential customers from different countries
- Plan, design, develop and implement different sales activities by researching the customer's needs and demands
- Negotiate and monitor export rates and services to reduce operating costs and increase profitability

January 2014–November 2015   **Key Account Manager**
Latvijas Mobilais Telefons, Riga, Latvia

September 2011–December 2013   **Operational Manager of Customer Center**
LMT Retail & Logistics Ltd, Riga, Latvia

December 2007–August 2011   **Customer Consultant**
LMT Retail & Logistics Ltd, Riga, Latvia

Additional Information

- Native Latvian, Fluent English, Fluent Russian.
- Driving License
- Soft skills:
  - Analytical,
  - Problem-solving,
  - Team Management,
  - Time Management,
  - Communication.