



SELETSKA KIRA

FRONTEND DEVELOPER

CONTACT INFORMATION

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[LinkedIn](#) [Github](#) [Portfolio](#)

SUMMARY

I worked in sales for more than 15 years. But due to recent events, I left my country. I was faced with the question: continue my career or start a new one, I chose the latter. In my previous career as a sales specialist, I achieved the following accomplishments:

- won the title of most productive manager.
- brought in and managed the largest deal in the history of the company.
- my department was named the most successful department, with the highest profit margin repeatedly.
- had the lowest staff turnover within my department, reducing the rate from 30% annually to 10%

But the time came to make a new choice, and I chose IT

TECHNICAL STACK

- JavaScript, TypeScript
- React
- MobX, Redux, Redux-toolkit
- OOP
- GIT, GitHub,
- HTML5, CSS/SASS

and ready for new chalanges

Basic knowledge:

- Java, QA, Linux, RTK-Query, SQL, NoSQL and MongoDB, Algorithms, Project management

WORK EXPERIENCE

Frontend Developer

InternShip
08.2023 - 12.2023

Main tasks: transfer a board game online, create a website for a web designer. Our work was carried out in a team of three frontend developers under the guidance of a frontend architect. Tasks were assigned to the team or to each employee separately. Basic communication via GitHub.

Board game “Space Expatriate”

[Project link](#) [Source link](#)

The game for two or three and more players. Has five decks and additional game cards. The program was written in VScode, library React, language TypeScript, state manager MobX, styles SASS, with using OOP. The game is saved and restored by ID in local storage.

The rules and a detailed description of the game can be found [here](#)

Portfolio website for UI/UX designer

[Project link](#) [Source link](#)

The website was written in VScode, library React, language TypeScript, styles SASS, with using Figma.

Career break

06.2022 - 08.2023

Moved from Ukraine to Germany. Completed training to become a web developer

Head of Sales Department

Kyiv, Ukraine
SILVEX 925
Direction B2B, B2C
01.2022 - 06.2022

Jewelry, sale throughout Ukraine (wholesale, retail, B2C and B2B call centers, TV sales).

Main task: managing the sales direction.

Responsibilities: strategy review, increasing KPI, script writing, writing a company's working manual (interaction algorithms within the company and company-client), recruiting staff members.

Head of Sales

Kyiv, Ukraine
KSG
Direction B2B
02.2021 - 09.2021

Commercial real estate for rent, 28 locations in Kyiv.

Main task: managing commercial real estate. Additional tasks - creating a call center to consolidate four projects.

Responsibilities: creating an alternative sales department from scratch, producing KPI, producing a new department development strategy, following the plan to lease the office spaces

EDUCATION

Fontend Developer

Germany, Berlin

Starta Institute by Tel-Ran

11.2022 - 08.2023

JavaScript, SASS, React, Redux, Redux-toolkit, RTK-Query, SQL, noSQL and MongoDB, Algorithms, Project Management Basic

Java, QA, Linux

Additional

TypeScript, MobX

Diploma Project

Online Store (JavaScript, React, Redux, Redux-toolkit, HTML, CSS/SASS, GitHub)

Source link [Store](#)

Finance

Ukraine, Sumy

Sumy National Agrarian University

09.2004 - 07.2008

Majoring in Finance

Bachelor's degree in Economics

LANGUAGES

- English - Intermediate (in progress)
- Ukrainian - Native
- Russian - Native

Head of Sales/Commercial Director

Kyiv, Ukraine

Vista Project (Construction)

Direction B2B

09.2018 - 09.2020

Repair and construction works.

Main task: establishing a department from scratch. Contracts ranging from one month to one year.

Responsibilities: creating a departmental workflow system, developing KPIs and sales funnels, developing a manager's action algorithm from the first cold call to receiving a recommendation letter; recruiting, adapting, training, and motivating employees, achieving sales targets.

Call Center Supervisor

Kyiv, Ukraine

NOVBUD (Construction)

Direction B2B, B2C

06.2017 - 09.2018

Sale of real estate from the developer, managing 3 residential complexes.

Supervised up to 24 managers.

Main tasks: recruiting and training managers, achieving sales targets, scriptwriting, developing new sales strategies, conducting training sessions, monitoring managers' performance.

Joined the company as a call center operator. After 3 months of work, was promoted to a supervisor based on an internal competition.

Sales Department Manager

Kyiv, Ukraine

RE Expert (Real Estate)

Direction B2C

05.2012 - 04.2015

Services for the purchase and sale of primary and secondary real estate.

Joined the company as a sales manager.

After a year of work (since 2013), was promoted to Sales Department Manager.

Sales Manager

Kyiv, Ukraine

Snack Production (FMCG)

Direction B2B, B2C

06.2011 - 03.2012

Increasing sales in the assigned territory, attracting new customers, controlling accounts receivable.

Sales Manager

Romny-Konotop, Ukraine

Private Enterprise Dalniye Ostrova (FMCG)

Direction B2B, B2C

03.2009 - 01.2011

Joined the company as a Sales Manager in Romny. After a year, participated in the opening of a branch in Konotop (since 2010), where the responsibilities of a Sales Manager were expanded to include those of a Branch Manager.