

Ilian Kutkurov

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Full-Stack Web Developer

GitHub: [Skanarky](#) Twitter: [@IlianKutkurov](#) LinkedIn: [Ilian Kutkurov](#)

Full-stack web developer with 6+ years experience in account management & project coordination. Proven teamwork developed through 18+ years playing & coaching soccer as well as 12+ years of overall work experience in a team environment. Founder of [InThePhotography.com](#) – small marketing business with a focus on branding & visuals.

SKILLS

Front-End: JavaScript/ES6, React, CSS, HTML; **Back-End:** Node.js, Express.js, Mongoose.js, MongoDB;
Other Skills: Git, Adobe Photoshop

WEB DEVELOPMENT WORK

Set-for-Set GitHub: [Click here](#) Site: [Click here](#)

- Fun full-stack SPA (team project) with user authentication - rendition of the [card game Set](#)
- **Front-end:** React, ES6, CSS, HTML; **RESTful API** with CRUD functionality: Node.js, Express.js, Mongoose.js

Viewfinder GitHub: [Click here](#) Site: [Click here](#)

- Full-stack SPA providing an all-in-one-platform for learning photography including lessons, exercises, etc.
- **Front-end:** React, ES6, CSS, HTML; **RESTful API** with CRUD functionality: Node.js, Express.js, Mongoose.js

Rock the Vote GitHub: [Click here](#) Site: [Click here](#)

- Fun full-stack SPA forum for creating debates on interesting social topics; users can vote on comments & respond
- **Front-end:** React, ES6, CSS, HTML; **RESTful API** with CRUD functionality: Node.js, Express.js, Mongoose.js

Learn Today GitHub: [Click here](#) Site: [Click here](#)

- Front-end SPA, search engine for learning resources via the Udemy, YouTube & Coursera APIs
- **Front-end:** React, ES6, CSS, HTML; **Server** accessing the YouTube & Udemy APIs: Node.js, Express.js

PROFESSIONAL EXPERIENCE - *full work history available on [LinkedIn Ilian Kutkurov](#)*

SolarCity/Tesla - Energy Consultant & Project Manager

- Developed a new business region & expanded the referral business by over 200%
- Consistently delivered 100-120% of the sales quota by applying contract negotiation techniques & sales strategies with a personal approach to each & every prospect
- Low cancellation rates (<20%) of closed deals, achieved through in-depth project management from purchase order & design to manufacturing, delivery & claims

Biomashin JSCo & Tech Industry Ltd. - International Account Manager & Project Supervisor

- Established solid relationships with 5 new clients from the following countries: Germany (1), UK (2), Sweden (1) & Switzerland (1), by consistently over-delivering on projects & earning referrals
- Increased company revenue in the pharmaceutical & brewing industries by selling 5 times more equipment for midsize craft breweries in the UK & 3 times the pharmaceutical equipment for Actavis Generics than previous years
- Highly involved in the ERP system implementation, Infor SyteLine, for 1 year

References available upon request

EDUCATION

V School, Salt Lake City, UT - Full-Stack JavaScript Web Development **MAY 2018**

UNWE, Sofia, Bulgaria - Bachelor of Science: Finance **OCTOBER 2011**

OTHER SKILLS/INTERESTS

Finance: Annual Reports, Financial Statements, Financial Ratios for Business Evaluation, Industry Trend Analysis

Sales & Marketing: International Contract Negotiation, Account Management, B2B, Retail and Residential Sales, Trade Show Exhibition

Classic novels - Rock music - Sports - Blockchain - Quantum Physics ☺