NIKOLAS WEBER

FULL STACK DEVELOPER

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📍 Tel-Aviv

in <u>My LinkedIn Page</u>

About Me

I am a full stack developer with knowledge of JavaScript, Python, React.js, and Node.js. I am passionate about coding and am a hardworking individual who consistently delivers results and exceeds targets. I have a business-oriented mindset and excel at working in teams, with previous experience in team management. In addition to my technical background, I also have a solid foundation in sales and marketing.

Experience

Sales Manager   **Feb 2022 - Oct 2022**
MedLife LLC

- Exceeded monthly and yearly sales targets in 6 months (over $500,000)
- Concluded contracts with equipment distributors and provided on-site installation support
- Created a database of active clients (hospitals and private clinics) from scratch, totaling more than 50 across the country

Co-owner and Manager   **2014 - 2018**
Wine Bar Tour De Vin

- Opened a family-owned wine bar.
- Executed a project from A to Z, which involved defining the concept and business plan, overseeing the building process, and hiring and training a staff of six people, among other responsibilities.
- Managed the marketing campaign across various social media platforms.
- Achieved exceptional monthly sales growth, exceeding $40,000.
- Consistently exceeded the yearly plan by an average of 30% over a period of four years.

Beluga Group 2009 - 2014   **2009 - 2014**
Channel Development Manager

- Defined a global strategy for On-Premise channel development.
- Built a team of 11 brand representatives, set key performance indicators (KPIs), and monitored their achievements.
- Achieved a 90% sales growth across the channel within one year of implementing the strategy in Russia.
- Led the On-Premise channel in the US market and managed a team of four people located in different cities across the US.
- Delivered 40% sales growth within one year.

Education

Full Stack Web Development, Python and JavaScript program	Developers Institute, Tel-Aviv	**2023**
Master's degree in Economics	St-Petersburg State University of Economics and Finance	**1997-2002**

Language

Russian   ▬▬▬▬
English   ▬▬▬▬
Hebrew   ▬▬▬▬

Technical Skills

- HTML 5
- CSS 3
- Django
- Python
- Javascript
- React.JS
- Redux
- Django

Technical Projects

www.github.com