





YURA DZHISHKARIANI

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SKILLS SUMMARY

- Product Management
- Product Design
- Leadership, Management
- Jira
- Developing MVP
- Design
- Analytical
- Presentation
- Business Applications
- Confluence
- Organizational Skills
- Lead Generation
- Attention To Detail
- Time Management
- Problem-Solving
- SEM and SEO Marketing
- Agile,SCRUM

EDUCATIONAL HISTORY

Moscow State Institute Of
International Relations
Bachelor's Degree, International
Jurisprudence | Sep 2009 - Jul 2013

Skills

- HTML/CSS/Sass(Bootstrap);
- JavaScript(React/Node), Python(Django);
- REST APIs(GraphQL);
- SQL(PostgreSQL);
- AWS(Redshift/S3/EC2);

Work Experience

Software Developer

Upwork | Mar 2021 - Present
Pasadena, CA

- Worked alongside with product managers to re-architect a multi-page web app into a single-page web app in React improving the time on the page for the average user by 2 minutes and user engagement rate by 15%.
- Designed and Developed a new website for a law firm increasing yearly revenue by 25%

Co-Founder / Software Engineer

Naks | Jan 2019 - Feb 2021
Los Angeles, CA

- Increased revenue by 15% MoM by reducing load time by over 90% for our 4 highest-traffic pages by redesigning RESTful endpoints to scale, adding cursor pagination, optimizing database models, and using asynchronous functions.
- Improved customer checkout process UI/UX which led to 15% increase in conversion rate and 25% engagement rate.
- Increased retention rate by 40% by Investigating and solving customers' problems.
- Developed and launched paid marketing campaigns (Google ads, Facebook ads, Pinterest ads and LinkedIn ads).

Product Manager

Don-Stroy Invest | Jun 2015 - Nov 2018

- Overhauled client onboarding processes which improved client engagement by 55%.
- Built deep relationships with clients to understand their specific needs and brought in \$1M in upsells to satisfy those needs.
- Grew to lead a team of 3 Product Managers.

Customer Success Manager

Don-Stroy Invest | May 2014 - Jun 2015

- Actively prospect for and develop customers.
- Cultivate relationships within all customer target markets.
- Give presentations to all clients to educate them.