



KIRIL TASEVSKI

PROJECT LEAD

ABOUT ME

I am a team player. I am outgoing, dedicated, open-minded and learn new things quickly. I get across to people and adjust to changes with ease. I am always open to challenges and constructive feedback.

EDUCATION

Megunaroden Slavjanski Univerzitet
2018 - 2019/ Bachelor of LAW degree
(Criminal Law)

First private university – FON
2006 - 2011 | Bachelor of Law degree

High school for Economics "Jane Sandanski"
Bitola
2002 - 2006 | Economic technician

CONTACT

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Project lead, Project management,
Agile, Scrum, JIRA, Task management,
Lead

EXPERIENCE

2019

BENDISA LTD

Project Lead (Freelance)

- Communication with clients , pre-sales, requirements gathering
- Organization of work following Scrum and Agile methodologies
- Team work monitoring
- Offer preparation and documenting
- Estimations and planning collaboration

2017-2020

PIVARA SKOPJE

Business developer - HORECA Bitola

- Conducting daily activities to achieve the goals, promoting sales and the market.
- Daily communication and building long-term relationships with customers.
- Ensuring proper presence and exposure of products according to company standards.
- Customer support.
- Collecting and analyzing and updating data - Classification, Segmentation Mapping, Reporting
- Selling (B2B)

2019

Manager of Disciplinary committee of Table Tennis Federation

- Monitoring of member progress
- Resolving complaints
- Giving disciplinary measures
- Participation in disciplinary committee
- Collaboration with Team

SKILLS

Scrum Master	●●●●●
Time Management	●●●●●
Team Motivation	●●●●●
SAP CRM	●●●●●
Task Management	●●●●●
Conflict Management	●●●●●
JIRA	●●●●●
MSOffice	●●●●●

CERTIFICATIONS

2020	Scrum Master and Agile methodologies InterWorks
2018	HoReCa Academy HoReCa Agency and CocaCola
2018	Business Behaviour CocaCola
2017	Bottler Sensory - Taste Tasster CocaCola Degustator
2016	Grrek Language A2 Center of Greek Language

TRAINING RECORD

Code of Ethics
Spin Selling;
Speed Selling
Horeca Academy
Setting goals
Principles of Persuasion
Smart Goals
RGM
ROI - Pita tool, Combo tool, Cooler tool
Time Management

HOBBY & ACTIVITIES

Table Tennis
Cooking

EXPERIENCE

2013-2017	BIOMED AID Manager <ul style="list-style-type: none">Commercial presentation for STEM cells (sampling, application and cryopreservation) for the Cryomed Laboratory from Thessaloniki / Greece.Management and organization of dendritic cells treatments for the patients from all around the world through R.G.C.C. Laboratory from Zug / Switzerland and General Hospital Euromedica from Thessaloniki / Greece.
2016- 2017	MyCityWay Product Developer (Freelance) <ul style="list-style-type: none">Analyses of materials from A/B testing done by UX designerBrand planning and product definitionCollaboration with multiple development teams.Milestone and release planningProduct revision (in phases) and refinement
2015	Manager of organization Board of Table Tennis "Euro Spin" Bitola <ul style="list-style-type: none">Annual planning of activities and budgeting within the organizationDaily work plans and decision making over complaints, awards, etc.Generating new membersParticipation in club matchesGiving lectures and development guidelinesDecision making
2011-2014	MeMember of Managerial Board of Association of Hunters "SOKOL" Bitola; <ul style="list-style-type: none">Annual planning of activities and budgeting within the organizationFollow up and monitoring of execution of activities.Generating new membersDecision makingField reports