

Katerina Nestorova



Date of birth: 02/07/1989

Nationality: Macedonian

Gender: Female

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Address: Bul. Turistichka, 41-12 6000, Ohrid, Macedonia

Profession: Economist, future web developer

An energetic and goal - oriented personality, responsible, methodical with a strong academic background with the ability to input and manage data accurately with great speed in high volumes.

Focused, fast learner with practical experience in data analysis and interpretation, collaborations and independent work. Able to demonstrate effective communication and organizational skills.

An organized candidate, passionate about work, result-oriented, love to work with people and learning about their backgrounds, ability to organize my workload to achieve set goals and deadlines in the most efficient manner. Quick learner and adapt quickly to any new situation.

● WORK EXPERIENCE

12/2019 – 12/2022 – Ohrid, Macedonia

OPERATOR IN VISION MASTER – Nova Master Communications

- Surveillance and monitoring, writing reports with the events occurred during shift, prioritize the events according to their emergency level
- Assisted one month senior developer in researching, content and developing front-end design of Guard House software using latest modern web technologies such as HTML5, CSS, Bootstrap and JavaScript.
- Creating and updating databases in c-panel.
- Generating warm leads, verifying leads, categorizing them depending on their sales-readiness. Research, track, maintain and update leads
- Identified decision makers, timelines and specific qualifications and enter data accurately and consistently into the company's CRM.
- Obtained key information from targeted prospects to meet the qualified lead criteria.

Nova Master Communications, St Pitu Guli, no.132 , 6000 , Ohrid, Macedonia

06/2018 – 01/2019 – Ohrid, Macedonia

BANK ASSOCIATE – Sparkasse Bank Macedonia, Ohrid Branch

- Working as bank associate
- Gaining experience in banking, banking operations and contacts with clients, working in dynamic and variable surrounding
- Gaining knowledge about different areas of banking

Sparkasse Bank St. Macedonia, no. 34, 1000, Skopje, Macedonia, <https://sparkasse.mk/>

07 /2015 – 09/2017 – Ohrid, Macedonia

SALES MENAGER – Ju ka Tekst Ohrid

- Sales manager in own family business
- Generating sales, promoting long-term relations with clients, responsible for products for retail sale

04 /2012 – 05/2012 – Ohrid, Macedonia

ADMINISTRATIVE ASSISTANT – Municipality of Ohrid

- Gaining of basic principles of office working and organisation, making and updating of documentation and administrative work
- Administrative and support service activities

Municipality of Ohrid, Dimitar Vlahov, no.57, 6000, Ohrid, Macedonia <https://ohrid.gov.mk>

● **EDUCATION AND TRAINING**

09/2019 – 12/2020 – North Macedonia

Web Developer – Seavus Education and Development Center

- Programming Academy for web development using latest frameworks and programming languages
- Working on front-end using latest modern web technologies such as: Html5, CSS3 and JavaScript
- Developing front-end applications using latest frameworks such as Vue.js
- Develop modern and responsive websites and web applications
- Basic and advanced C# development

- Relational database development and design
- Working with MVC (Model View Controller)

Field(s) of study

- Information and Communication Technologies <https://www.sedc.mk/>

2015 – 2019

Master of Economics Sciences – South East European University (SEEU)

- Successfully finished Master of economics sciences, study program of Business and Economics

Field(s) of study

- Finance and Accounting
- Public finances

EQF level 7, 120 ECTS <https://www.seeu.edu.mk/>

2008 – 2015

Bachelor of Economics – Faculty of Economics, University “St. Kliment Ohridski” - Bitola

- Successfully finished Bachelor studies of Economics in field Financial Management

Field(s) of study

- Financial Management

EQF level 6, 180 ECTS, <https://www.eccfp.uklo.edu.mk/>

2004 – 2008 – North Macedonia

• **High School – Gymnasium “St. Clement of Ohrid”**

- High school education, department of natural sciences

LANGUAGE SKILLS

- Mother tongue(s): Macedonian
- Other languages: English language-advanced level

- **DIGITAL SKILLS**

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- Web frameworks, Database integration, Visual Studio Code, Web development, Bootstrap, jQuery, HTML, HTML 5, CSS, JavaScript, C#, Microsoft SQL Server, .NET, ASP, MVC, Microsoft Office, Adobe.

MANAGEMENT AND LEADERSHIP SKILLS

- Developed communication and analytical skills, capable of confronting with own advantages and disadvantages, ready to compromise, team worker, maximum dedication to the work and able to prove myself best for the success of the organization.

- **ORGANISATIONAL SKILLS**

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- Strong organizational skills, ready for collaboration with others, strong set of interpersonal skills, ability to plan being able to give priority to the tasks and developing problem-solving and analytical skills.

Great physical organization, well-organized workplace, disciplined time management and work-life balance.

COMMUNICATION AND INTERPERSONAL SKILLS

- Good communication skills and active listening skills, also in difficult situations, sociable in interpersonal situation, responsible, flexibility, ready for learning new things every day, good team player, professionalism, positive spirit.

- **DRIVING LICENCE**

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- Driving Licence: B