

GOCE MOJSOSKI

SENIOR PRODUCT AND DELIVERY LEADER

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PROFESSIONAL SUMMARY

I am a results-driven professional with extensive experience in strategic leadership, project/program management, and cross-functional collaboration. Throughout my career, I have consistently delivered high-impact projects across diverse industries while driving operational excellence. I excel in navigating complex challenges and leveraging my expertise to make a meaningful impact in dynamic environments. Also I have led **large-scale transformation programs**, including SAP/ERP rollouts, cloud modernization, and **post-M&A system integrations and application consolidations**, ensuring stable operations and business continuity. **Open to relocation, with no visa sponsorships needed (EU Citizen)**

EXPERIENCE

Intertec.io - Munich, Germany (Hybrid)

November 2025 - present

Senior Technical Product Manager

- Collaborating closely with clients to capture **product requirements, clarify expectations, and ensure alignment** on technical and business goals.
- **Defining, refining, and prioritizing** the product backlog to maximize value and enable predictable delivery across multiple product streams.
- Assessing and **ensuring the technical feasibility of proposed product solutions** with a focus on performance, security, and scalability.
- Serving as the **central liaison between clients and development teams**, enabling smooth communication and proactive issue resolution throughout the product lifecycle.
- Leading product delivery for **SimonsVoss (part of Allegion, a Fortune 500 company)**, managing complex technical requirements and stakeholder alignment.
- Translating business objectives into actionable product roadmaps, user stories, and technical specifications for cross-functional teams.
- Driving product decisions through data-driven analysis, user feedback, and technical constraints to deliver optimal solutions.

Arcadia - Washington DC, USA (Remote)

March 2023 - November 2025

Senior R&D Program Manager

- Coordinated efforts between Research & Development, Engineering, and SRE, collaborating with over **150 professionals across 25 different teams** specializing in Python, DevOps, PHP, and InfoSec.
- Responsible for lifecycle management of various services and applications across the company.
- Developed and executed strategic technology roadmaps to align with organizational objectives.
- **Led a team of 10 DevOps professionals**, contributing to sprint planning and execution, acting as a Product/Project Manager
- **Managed AWS cloud costs with a budget of \$3 million**, implementing effective cost-saving measures.
- **Oversaw SOC 2 compliance efforts**, ensuring adherence to security and regulatory standards.
- **Directed an internal R&D stream**, evaluating emerging technologies (AI, automation, cloud, DevOps) for business transformation. Drove **enterprise-wide transformation initiatives, overseeing application rationalization, cloud modernization, and vendor alignment during organizational restructuring**.
- Reported to the **Senior VP of Engineering and the Senior Director of Information Security**.

TSD Digital - Herefordshire, United Kingdom
Project/Program Management Consultant

July 2024 - present

- **Led product strategy and roadmap execution** for multiple client products, including e-commerce platforms and CMS solutions.
- Defined product requirements, user stories, and acceptance criteria for cross-functional product teams.
- **Managed product budgets and timelines** across parallel product initiatives, achieving ~10% cost savings.
- Owned product delivery for clients including Brightwells, Bond Jewellery, Joe Davies, and others.
- Partnered with the **Head of Engineering and CEO on product strategy**, prioritisation, and roadmap alignment.
- Led product delivery for Bond Jewellery, which **won MVP award at Umbraco Conference**, recognising excellence in Umbraco implementation and innovation.

VOX - Brussels, Belgium

Sep 2021 - Feb 2023

Managing Director (June 2022 - Feb 2023)

- Managed and **led 35 professionals across 6 teams** (2 .NET, 2 PHP, 1 Front End, 1 Managed Services).
- Collaborated closely with Product and R&D to deliver products and features on strict deadlines.
- **Expanded the development team by 40%** from 25 to 35 professionals resulting in the successful completion of 17 projects for high-profile clients, such as Erasmus+, PEGI, and D'Ieteren, **grossing over 2 million euros**.
- **Oversaw application and platform consolidation efforts, including M&A-driven system integrations**, enabling scalable operations across multiple business units.
- Established and maintained strong client relationships, serving as the primary point of contact for key accounts and ensuring their needs were met.
- **Oversaw staffing, budgeting, forecasting, performance evaluations, and promotions.**

IT Project Manager (Sep 2021 - May 2022)

- **Oversaw 11 developers across 2 .NET teams**, successfully delivering 9 projects for diverse clients.
- Played a pivotal role in **all stages of the Product life-cycle**, ensuring seamless execution and delivery.
- Collaborated closely with stakeholders to identify project requirements and mitigate risks.
- Implemented advanced e-commerce and ad-tech solutions, including Gravity Forms workflows, membership systems, and digital advertising integrations.
- **Implemented project management best practices**, enhancing team efficiency and project delivery by 20%, leading to a **rapid promotion to Managing Director**.

Lidl - Sofia, Bulgaria

Aug 2020 – Aug 2021

Project Manager

- Maintained project budgets, optimizing vendor contracts and resource allocation across multiple supply chain and store rollout initiatives.
- Led cross-functional initiatives involving buying, logistics, and IT with a 90% stakeholder satisfaction rate based on post-project reviews.

Nike - Skopje, N. Macedonia

Aug 2015 – Aug 2021

Regional Manager / Nike Brand Manager

- Successfully opened 5 new stores generating an additional \$2M in annual revenue and increased the yearly growth of Sport Vision by 5% while managing 100 people across 7 different cities.
- Increased overall store performance by 15% by implementing a new training program for store managers and conducting regular performance appraisals.

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EDUCATION

Bachelor of Business Administration - University "Goce Delchev" - Macedonia 2021

Medical Doctor - Ss. Cyril and Methodius University in Skopje - Faculty of Medicine - 2014

Medical Laboratory Technician - Secondary Medical School "Panche Karagjov" - 2010

TECHNICAL SKILLS

Cloud: AWS, Azure, GCP

Dev & Ops: GitHub, Linux, Docker, Jira, Confluence

CMS / E-comm: WordPress, Magento, Pimcore, Shopify, Umbraco, Ucommerce

ERP/CRM: Dynamics 365, Odoo, SAP

Languages: Python, SQL, HTML, CSS, C#

Design: Figma, Canva, Adobe Suite

APIs & Integrations: REST, GraphQL, SOAP, Third-party API integrations (Stripe, PayPal)

Security/Compliance: AuditBoard, Vanta, Crowdstrike, Proofpoint

Automation: Zapier, n8n, Make/Integromat, custom API integrations

Monitoring: Datadog, PagerDuty

Data: Snowflake, Google Sheets/AppScripts, Excel

SOFT SKILLS/LEADERSHIP

Leadership & Team Management – Led 35+ professionals across 6 teams, achieving 17 successful projects.

Stakeholder Management – Managed multi-stakeholder programs across US, EU, and N. Macedonia, coordinating remote teams and external vendors.

Problem Solving / Critical Thinking – Resolved resource and delivery bottlenecks in multi-team R&D projects, improving efficiency by 20%.

Adaptability / Flexibility – Successfully transitioned from medical background to tech leadership, scaling projects across multiple industries.

Conflict Resolution / Negotiation – Mediated between client expectations and internal delivery teams to ensure alignment and on-time delivery.

Decision Making – Directed \$3M AWS budget allocation while maintaining cost optimization and service performance.

Time Management / Prioritization – Delivered 17 projects on time and within budget while leading multiple teams and international clients.

LANGUAGES

Macedonian – Native | Bulgarian - Native | English - C2 | Serbian - C1 | Spanish - B1

LICENSES/CERTIFICATIONS

Certified SQL Developer

Responsive Web Design using HTML/CSS

Scrum Product Owner Certified

Scrum Master Certified

Project Management Program Certificate - IBMI - Berlin, Germany