GOCE MOJSOSKI

((/ˈɡɔ.t͡sɛ ˈmɔj.sɔski/ GO-tse MOY-so-ski))

• Vienna, Austria   • +43 665 67077094   • grmojsoski@gmail.com   • linkedin.com/in/gmojsoski

SENIOR PROGRAM & DELIVERY LEADER
Strategic R&D Ops | Cloud Programs | Agile Delivery | Technical Team Leadership

CORE COMPETENCIES

R&D Program Management (SaaS & Cloud) | Agile, Scrum, Lean, Kanban, Waterfall | Budget & Cost Optimization (AWS, Azure) | Team Scaling & Cross-functional Collaboration | Compliance & Security (SOC 2, InfoSec) | Cloud Ops, DevOps, CI/CD | Jira, Confluence, GitHub, Vanta | Stakeholder & Executive Reporting

CAREER 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)**

PROFESSIONAL EXPERIENCE

Arcadia - Washington DC, USA (Remote)   May 2023 - present
Chief of Staff / 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**.
- Piloted innovative solutions in data management and collaboration tools, influencing enterprise-wide adoption
- Advised senior leadership on digital strategy, balancing cost optimization with innovation delivery.
- Reported to the **Senior VP of Engineering and the Senior Director of Information Security**.

TSD Digital - Herefordshire, United Kingdom   July 2024 - present
Project/Program Management Consultant
- Improved the existing Jira system, leading to a 30% enhancement in team productivity and a 20% reduction in project tracking errors.
- Led the creation of an effective project management framework, achieving a boost in project efficiency and a decrease in delivery times.
- Efficiently managed resources and project budgets, achieving a 10% cost saving across all projects while maintaining high-quality standards.
- Collaborated with the Head of Engineering to align project goals with company objectives and provided regular progress reports to the CEO, ensuring strategic alignment and executive support.

VOX - Brussels, Belgium   Sep 2021 - Feb 2023
Managing Director (June 2022 - Feb 2023)
- Managed and l**ed 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 a**ll 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 – July 2020
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.

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 Karagjozov" - 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