

## Kozhushkin Artem Sergeevich

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### Project-manager

#### Professional skills

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- More than 2 years of project management experience, experience in the IT field
- Team management up to 7 people in one project, up to 28 people in different projects at the same time
- English at upper-intermediate level
- Knowledge of Internet marketing, experience with Google/Facebook/Instagram advertising accounts
- Sales Experience
- Communication skills, including English-speaking communication with clients and team members
- Time management and multitasking skills

#### Work experience

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##### **Project-Manager, marketer, «Sol\_mark agency» company**

**september 2021-august 2022**

- Preparation of project documentation for the company
- Working with marketing and analytical tools
- Formation of a team of specialists for each of the services: (development of sites and mobile applications on a turnkey basis; SMM promotion of instagram/Facebook/Telegram profiles; Setting up and maintaining targeted advertising in Meta; Setting up and maintaining contextual advertising Google ads; SEO promotion of websites; Creation of animated rollers).
- Negotiating with potential clients, "closing" a deal, signing contracts
- Gathering data for compiling a project backlog
- Creation of technical specifications for specialists.
- Distribution of work among team members
- Working with the Scrum team
- Testing completed projects before handing over to the client

##### **Project-manager, head of digital marketing department, SmartProvide company**

**june 2020-september 2021**

- Collection and processing of information from clients on projects
- Creation of terms of reference for the team
- Distribution of tasks between employees, control over deadlines
- Working with a team on Scrum/Kanban projects
- Creation of project documentation
- Search and selection of job candidates

## **Project-manager, marketer, Freelance**

**september 2019- june 2020**

- Sale of SMM promotion services and targeted Facebook/Instagram advertising
- Signing contracts with new clients
- Maintenance and promotion of Instagram/Facebook profiles
- Analysis of statistics and results of advertising campaigns
- Preparation of technical specifications for designers
- Development of promotion strategies for Instagram accounts
- Development of strategies for launching advertising campaigns
- Setting up, maintaining, optimizing, scaling and analytics of Facebook/Instagram advertising campaigns
- Preparation of estimates and reports on the work done.

## **Education**

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### **Dnepropetrovsk National University of Railway Transport (DIIT)**

Faculty of road transport. master

## **Professional courses**

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### **Targeted advertising:**

- Course of John Bilchik
- Course of Denis Valerievich
- Vlad Yasko course
- Facebook 0-100 1/6 threads from Vlad Lymanyuk

### **SMM promotion of profiles:**

- Instabrand by Vlad Lymanyuk.
- Instatop by Maryan Alekseev.
- Instamoney by Maryan Alekseev.

### **Sale of services:**

- Sales 0-100 by Vlad Lymanyuk.
- Breakthrough sales from Neuron Academy

### **IT:**

- Web Development (HTML/CSS/JavaScript) by GeekBrains
- QA (Java)

## **Language skills**

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Russian - native

Ukrainian - fluent

English - upper-intermediate, spoken and written

**Personal qualities**

Purposefulness, sociability, discipline, creativity, diligence, responsibility, focus on results.