

BORIS SOKOLOV
PRODUCT MANAGER
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KODIX AUTOMOTIVE
Product Manager

Moscow, Russia
May 2018 - March 2022

- Assembled an agile team to maintain a CI/CD pipeline and improve business architecture
- Transferred the major product (Zero coding platform) from the project to the product business model (B2B)
- Separated the product system into independent parts with their own P&L and UNIT economics
- Increased the platform's customer base (dealerships) from 0 to 600+
- As a project manager developed and launched Yamaha dealership online platform, allowing the launch and maintenance of 50+ dealerships websites
- As a product manager developed and launched application for car repair management, connecting mechanics, success managers, and customers, and providing remote cost estimates and damage assessments

CAROPERATOR
Project Manager

Moscow, Russia
Jun 2016 - Sep 2017

- Established an advertisement channel for automating across the top 10 automobile websites
- Rolled out the second Russian online dealership for Chery Russia

AUTO.RU
Lead of Listings Sale Department

Moscow, Russia
Jun 2013 - Apr 2016

- Established sales terms and policies
- Lead the integration of billing system to Yandex internal billing service, as a part of Yandex and auto.ru merger
- Formed a sales team, resulting in a 10% increase in value-added sales and income

AUTO.RU
Lead of Quality Department

Moscow, Russia
May 2007 - Jun 2015

- Developed quality assessment software version 2.0, improving SLA processes
- Created dealership advertisement publication standards for auto.ru
- Established quality division with standards and KPIs

EDUCATION

Moscow State Institute of Radio Engineering, Electronics, and Automation - Technical University

Moscow, Russia
Sep 2003 - Aug 2008

Masters of Electronics Nanotechnology Engineering

ADDITIONAL INFORMATION

- Completed Python courses and developed a recipe website using the Django framework, Docker, and automated pipelines
- Designed and implemented product education courses and quizzes to facilitate the onboarding process for new staff. Built different teams in sales, customer support and development fields
- Built and managed diverse teams in sales, customer support, and development fields.
- Established English courses to improve motivation and team building
- Pursued secondary education in psychology, completing a total of 4810 hours of coursework.