

DenysPotapov

Executive management

contact

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competencies

Partnership development

Market planning

Budget / Sales forecasting

Public and media relations

responsibilities

Management

Financial reporting

Tactical planing

other skills

Development

languages

bilingual Ukrainian/Russian

intermediate English

basic German

profile

Accomplished executive with strong technical background. I have experience in domestic and international operations, distribution and marketing. Result-oriented, with proven success in technological market.

education

2002—2008

M.Sc. degree in Computer Science

NTUU 'KPI'

Specialization in computer systems and robotics

experience

2018—present

freelancer

development

Making web and standalone solutions. Top Rated developer at Upwork.com. [Profile link](#)

2012—2018

Qport

CEO

Managing a team in b2b integrator of digital signage and queue management systems. Led contracts from bidding process to after-sales support. Responsible for financial planning and reporting, negotiations and contract signing. Key achievements:

- Signed exclusive distribution contract with leading Queue management systems vendor (Qmatic, Sweden)
- Managed the biggest digital signage project in Ukraine (Comfy, 8000 screens)
- Led the international contract in 4 countries of CIS region for Armani (Italy)

2012—2015

barzo.com.ua

CTO

Creating and launching a start-up company. Working with and managing team of freelancers. Bringing the product from concept to market. Supporting marketing and Internet advertisement.

2009—2012

Qport

developer

Developing interactive screens software. Developing an ERP system for retail stores.

2005—2007

Proling Office

developer

social projects

community

crowdsourcing book publishing

With a team run a crowdsourcing book publishing project.

- 1500 followers on facebook
- leded the development of distributed proofreading software
- engaged 70 volunteer for proofreading

[Project facebook page](#)

additional education

July 2016

Building technological company

Intensive school on building technological startup company form GrowthUP Business Accelerator

awards

June 2016

Ukraine Dev Challenge

JS Front-end developer

3rd place

November 2015

EU Web Challenge

Back end development

1st place

languages

native

Russian/Ukrainian

intermediate

English

conversationally fluent

basic

German

basic words and phrases only

interests

volunteer

Running a code club

Code-club in Kyiv is a part of network of volunteer-led after school coding clubs for children aged 9-11

blood donation

13 times donated blood