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

2012—Present — **Qport** — CEO

Managing a team of 8 people 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)
- Get to the planned revenue 400k USD

2012—2015 — **barzo.com.ua** — CTO

Creating and launching a start-up company. Working with and managing team of 3 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.

2008—2009 — **Physics-technological institute** — Leading engineer

Development and integration of process modeling system for perspective developments department institute of metals and alloys of the National academy of science of Ukraine

2005—2007 — **Proling Office** — developer

Development of machine translation system ProlingOffice and it's online version

additional education

July 2016	**Building technologiocal company**
	Intensive school on building technological startup company form GrowthUP Business Accelerator

awards

June 2016	**Ukraine Dev Challenge**	3rd place
	JS Front-end developer	
November 2015	**EU Web Challenge**	1st place
	Back end development	

languages

native	**Russian/Ukrainian**	
intermediate	**English**	conversationally fluent
basic	**German**	basic words and phrases only

interests

community	**crowdsourcing book publishing**
	With a team of 2 people run a crowdsourcing book publishing project with 1200 followers on facebook and 70 volunteers.
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
running	