

Dmitriy Fourier

A product manager with a strong background in financial analysis.

Position

Looking for a job or an internship as a project manager, economy/balance game designer, associate producer

About me

6 years of remote work in the consulting industry, 2 years as a team leader, 1 year as a product manager

My addiction to video games is pulling me towards game development and I want to switch from B2B to B2C. I understand that I have to start from scratch, and I'm ready for it, I'll adapt quickly due to the accumulated soft skills, and I'll tighten up my hardware fast enough. I'll provide more details in my covering letter and in separate CV blocks.

Experience

Noboring Finance

Nov 2017 — Jan 2023 · 5 yr 3 mos × Moscow, Russia
Full-time × Remote

PRODUCT MANAGER

Jan 2022 — Jan 2023 · 1 yr

Responsibilities

- Shaped the product vision (project-based financial and management consulting service) with the business owners and stakeholders.
- Produced management and operational reports. Presented to owners and top management.
- Designed business unit development programmes and tracked backlog.
- Set objectives and achieved results.
- Team building, coaching and development.
- In relation to new functions, formed business processes, rules and instructions for the team.
- Worked with Sales and Marketing to develop marketing strategy.
- Organised with team members and sales team the pre-sales preparation of projects.

Achievements

- Built from the ground up a project work unit for financial advisory services.
- Development and implementation of a business process to support the customer from application to closing, involving the contractor in pre-sales preparation.
- Developed a financial and management analysis system.
- Established a team. For the year the team grew to 18 persons in the team.
- Built a system of communication with the team and implemented a task management system.
- Set the unit to grow ×2 per quarter.

Contact info

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Education

Perm State Technical University (PSTU)
Public Relations
2010 - 2012

Languages

Russian

Native or bilingual proficiency

English

Limited working proficiency

Skills

Team Leadership
Project Management
Product Management
Financial Analysis
Operational Planning
Agile Methodologies
Team Management
Process Improvement
Product Development
Product Launch
People Management
Financial Reporting
Financial Management
Marketing research

Tools

Google Spreadsheet
Trello

OUTSOURCED CFO

Nov 2017 — Aug 2022 · 4 yrs 10 mos

Worked as Finance Director in customer companies and was responsible for setting up management accounting and planning. Simultaneously worked with 4 clients remotely.

During his time in the project portfolio, industries included restaurants, food equipment production, educational platform production (hardware/edtech), travel agency and others.

Responsibilities

- ♦ Liaised with the business owners and the finance departments of the customers on a day to day basis to drive the project forward.
- ♦ Developed management accounting tool implementation project documentation and roadmaps.
- ♦ Implemented management reports (CF, Balance Sheet, PnL and other operational and financial reports). Identified trends and tendencies.
- ♦ Provision of feedback on results to customer's management team.
- ♦ Reviewed reports and summarised results to business owners and top management by the 5th of each month.
- ♦ Modify business processes within the client's business and financial services to ensure timeliness and relevance of reporting.
- ♦ Establish planning and budget systems. Adjustment of incentive systems, inventory accounting systems, etc.

Achievements:

- ♦ Installed a budgeting system in a chain of 9 catering restaurants. Planning accuracy was 89%.
- ♦ Transfer of 12 types of reports and tools to main production for use by other teams.
- ♦ Created 52 financial models.
- ♦ Average customer NPS of 9.4
- ♦ By changing the incentive system for the client's sales and technical support department, increased the customer's year-on-year margin from 28% to 35%.
- ♦ Ensured timely and monthly payment of dividends to the client with ROE
- ♦ Implemented a strategy to reduce the company's leverage and improve liquidity.

Skills

Financial Operations
Financial Management
Financial Reporting
Forecasting
Financial Analysis
Project Management
Balance Sheets
Financial Modeling
P&L
Cash Flow Management
Budgeting

Tools

Google Spreadsheet
Trello
Ic
IIKO
Tablo

TEAM LEADER

Feb 2020 — Jan 2022 · 2 year

Management of a remote team of 4-5 people in support of 16-20 customers on the CFO product.

Managed the work of the mentees, mentoring, coaching, assisting with client communications, support. Monitored compliance with standards and maintained roadmaps.

Responsibilities

- ♦ Liaised with HR to recruit and onboard new staff.
- ♦ Task definition, workload monitoring and organisation of team workload planning and client tool implementation.
- ♦ Motivated and supported the team to be proactive. Encouraged them to record webinars, write articles and share their expertise.
- ♦ Gathered feedback from customers. Implemented anti-crisis measures and quality assessments in conjunction with the QA department.
- ♦ Provided feedback to team members on what could be improved. Helped unlock strengths and manage fear of challenge.
- ♦ Carried out risk prevention in the team's work with customers.

Skills

Project Management
People Management
Team Leadership
Project Management
Financial Analysis
Operational Planning
Agile Methodologies

Tools


Google Spreadsheet
Trello

Achievements

- ♦ In two years, 16 people have been promoted in the team. One of them has become a production manager, 2 have become heads of department and 8 have become team leaders.
- ♦ Monthly planning accuracy for implementing tools at the customer was 92%.
- ♦ No people left the team by retiring. Only one person dismissed for breach of ethics in 2 years.
- ♦ Average customer NPS 9.4

Special Projects

 [Podcast: Noboring Finance](#) — A podcast about financial literacy for small business owners and entrepreneurs

 [Box of Financial report's templates](#) — Includes: Cash flow statement, PNL report, payment calendar, report of marketing department, report of sales department, balance sheet etc

[RDW-media \(Rabota.ru\)](#)

Oct 2016 — Oct 2017 · 1 yr 1 mo

Moscow, Russia · Full-time × Remote

ANALYST

Work on re-launch of one of the largest job search resources in Russia

Responsibilities

- ♦ Developing a classifier and filter for selecting jobs.
- ♦ Writing of documentation for the text CV parser.
- ♦ New rubricator development.
- ♦ Collection and compilation of narrow areas of specialisation for the professions.
- ♦ Writing of texts for a new e-mail newsletter model.
- ♦ Gathering speakers for the blog.
- ♦ Build a database with journalists and industry liaisons.
- ♦ Development of an editorial policy for the media component of the rabota.ru website.
- ♦ Development of a special project for job search in the game industry.
- ♦ Search for partners among event organisers.
- ♦ Researching how people look for jobs. What kind of queries they use.
- ♦ Collection of information and database of employers for the Leadership Index 2016.

Skills

Project Management
Task Management
Web Analytics
Content-managment

Tools

Yandex Metrica
Slack
Jira

Germelon

Apr 2015 — May 2016 · 1 yr 2 mos
Perm, Russia · Full-time · On-site

MARKETING MANAGER

Responsibilities

- The site was developed on WordPress using plug-ins, without any third party contractors.
- Implemented schema.org micro-markup on the site.
- Connected analytics counters and configured goals to track conversions
- Prepared images of products on the site using mocaps, banners for contextual advertising.
- Prepared printed materials such as catalogues, travel guides and printed matter.
- Introduced corporate identity.
- Configured contextual advertising AdWords, Yandex Direct, MyTarget, Key Collector.
- Implemented processes in Bitrix 24 CRM.

Achievements

- Independently launched 294 pages of the website.
- Corrected information in directories, maps and added information to new directories. Eliminated the problem of customers not calling or arriving at the wrong place.
- Increased the number of applications for timber house sealing by 15%.

Skills

Project Management
Task Management
Photoshop
Illustrator
CSS
HTML
Brand-Management
Social Media

Tools

Yandex Metrica
Yandex Direct
WordPress
Google analytics
Google Adwords
MyTarget

Task & Solution Marketing

Jan 2014 — Mar 2015 · 1 yr 3 mos
Perm, Russia × Full-time × On-site

JUNIOR PROJECT MANAGER

This was my first job in a marketing agency where I started to learn project management.

Responsibilities

- I managed graphic design projects — presentations, PoS, print, outdoor and indoor advertising.
- Agreed process, deadlines, deliverables and fees.
- Coordinated technical requirements with printers and contractors.
- Participated in the development of the agency's advertising strategy.
- Assisted in drafting the terms of reference for the development of the website.
- Assisted in the audit of the call centre of a major telecommunications operator.
- Assisted in gathering data on competitors and customers in the market.
- Assisted in writing instructions and algorithms for typical repetitive tasks.

Skills

Project Management
Task Management
Advertising
Technical Writing
Marketing
Brand Management
Brand Strategy

Tools

CRM
Terrasoft

Achievements

- Became familiar with outdoor advertising technology.
- Understood how advertising agencies work.
- Learned how to communicate with previously unfamiliar people.
- I was invited to become a member of the stakeholder community.

PET-projects

Projects I have started for different reasons, but which have generally turned out well

[Warcraft Hub Perm](#) — a local community in Perm

World of Warcraft, where they also created a local Guild, where I was the GM.

[Two poor people got together](#) — a podcast about financial literacy for teenagers who are graduating from school (closed)

[Neighbourliness 2.0](#) — a project about getting your house in order (closed). Website layout, article writing, smm and all that.

Gaming experience

I got my first computer in 2003 and my first game was Space Quest, which was on Fargus' Top 500.

A little later my grandfather gave me Syberia and I've been in love with the world of computer games ever since. Later, when I was in computer clubs with my friends, I got my hands on Warcraft 3, and ever since then I have loved everything Blizzard releases. Then I had a big break in gaming, because my computer was on the fritz, but not enough money for a new one.

Then came the multiplayer stuff.

Linage 2, World of Warcraft (at that time there was 1 pirate server in Perm). I still have a passion for Wow. However, due to the move, I had to hand over the Perm community to new admins and disband the guild.

As an adult, I discovered jrpg. Through it, I fell in love with FinalFantasy and Persona.

Now I'm exploring Genshin and discovering small indie projects, occasionally playing Binding of Isaac. I've enjoyed The Cat Lady trilogy, Dawnfall, Lorelai by Harvester Games. The unmentionable Lisa has left me with a lot of impressions from my playthrough. I admire It Takes Two and Disco Elysium from the latter. On my mobile, I'm currently playing PokemonGo and Donut Punks. I'm also waiting for Warcraft Arclight Rumble.

What can I give the company

As I mentioned above, I have good soft skills and a habit of putting my skills to good use. I can help your PR or marketing department with content production. I have strong presentation and public speaking skills. I've run nearly two dozen webinars, recorded podcasts and written articles for both internal and external media.

As a result, in addition to the results of my main role, I can also be useful to people in other departments in the achievement of common goals.