



## Eleonora Gjorgjieva

*Lead project manager*

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in <https://www.linkedin.com/in/eleonora-todorovska-a2854148/> 🐙 <https://github.com/eleonora33>

### About me

Creative with an innate ability to identify areas in need of improvement with a vision to develop and implement successful action plans.

### Education

**Full-Stack Web Developer,** 2022 - present  
*Seavus Education and Development Centar* Skopje, North Macedonia

**Master of Business Administration (MBA),** 2017 - 2021 | Skopje, North Macedonia  
**Entrepreneurship,** „St Cyril and Methodius" University  
- Subject - "Building an effective and efficient team by using the Scrum framework".

**Bachelor Degree of insurance,** 2005 - 2009 | Ohrid, North Macedonia  
*University "St Clement of Ohrid"*

### Trainings, Workshops and other activities:

**Project Manager,** *Seavus Education and Development Center* 2021 | Skopje, North Macedonia

**SCRUM master,** *Seavus Education and Development Center* 2021 | Skopje, North Macedonia

**Tracking system Jira - Atlassian,** 2021 | Skopje, North Macedonia  
*Seavus Education and Development Center*

### Professional Experience

**KAM dooel, Lead project manager** 05/2023 | Skopje, North Macedonia  
- PM for development and novelties, implementation of HR software, ERP system, and Microsoft BI for the needs of the company  
- Creates, manages, and understands impacts to project scope, constraints, and schedule. Performs critical path analysis  
- Coordinates the creation of work schedules and maintains active work planning through the use of Gant charts and related work-tracking methods  
- Contribute to units' operational performance by providing accurate forecasts in finance Key Performance Indicators: Sales, Cash & Margin

- Responsible for tracking and reporting accurate project status and managing variances, developing and managing project issue escalation and resolution process
- Develop and implement plans to improve project results beyond established budgets and results

**Lambda Group, SCRUM Master(Volountery)** 2020 - 2021 | Skopje, North Macedonia

- Created the business requirement documents, data mapping, and business rules
- Gather business requirements for software solutions
- Manage the stakeholder engagement, communications, business objectives, and prioritization

## KAM dooel

*Product Project Manager* 2016 - 2023 | Skopje, North Macedonia

- Reports, budgeting, cost analysis, employee productivity, etc.
- Communication control with KAM customers
- Participation and realization of projects
- Written procedures creation (PowerPoint presentations) in the sales department

*Sales and logistics manager* 2019 - 2020 | Lipjan, Kosovo

Management of the logistics, purchasing, and sales departments. Management and control of the employees, training. Market surveillance and competition.

*Area Manager* 2009 - 2016 | Skopje, North Macedonia

- Team Management
- Team Leadership
- Process Improvement

## Skills

C# - JavaScript - Cascading Style Sheets(CSS) - HTML - ASP.NET Core	● ● ● ● ●	MS Power BI	● ● ● ● ●
MVC - MSSQL - Git - ASP.NET Web API		English language	● ● ● ● ●
- React.js - Unit Testing C#			

Jira, Confluence, Basecamp, Miro, Slack ● ● ● ● ●

Social skills and competences : ● ● ● ● ●

- Leadership
- Motivator
- Team player
- Self-driven
- Problem solver