



Eleonora Gjorgjieva

Lead project manager



[in https://www.linkedin.com/in/eleonora-todorovska-a2854148/](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 Center 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
MVC - MSSQL - Git - ASP.NET Web API
- React.js - Unit Testing C#



MS Power BI



English language



Jira, Confluence, Basecamp, Miro, Slack



Social skills and competences :



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