

DENIS GRIGOREV

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Experience

Business Engineering Group

September 2020 – May 2023

Senior Project Manager

- Engaged in business transformation projects, implementing architectural solutions, and integrating various innovations into a unified business system at the level of management & governance. Executed by building its DTO model and utilizing company's own proprietary EAMT-class software, customized to address client challenges.
- Collaborated with a port company undergoing a significant cargo nature shift from coal handling to grain handling. Over a 10-month period, the project transformed the company's process system and partially its organizational structure. The company currently operates successfully in the port market.
- Led a project involving a construction site fire safety services provider's substantial business expansion - from servicing fire alarms to comprehensive fire safety solutions. Formed a business ecosystem by partnering with complementary companies, with our client's company driving this ecosystem and boosting revenue by 270%.
- Developed a successful digital transformation strategy for a confidential correspondence and hazardous cargo delivery company. Current execution of the strategy has led to a 20% reduction in hazardous cargo delivery time, improved security for confidential correspondence through advanced tracking, and a 15% increase in customer satisfaction.

RE Solutions (Contract)

February 2022 – September 2022

Requirements Engineer

- Led a project for a Mercedes IoT contractor, overseeing the integration of software aimed at automating the fleet management ecosystem. Resulted in a significant decrease in the average vehicle repair processing time from 40 minutes to 12 minutes.

Tesla Coil

April 2017 – July 2020

CEO & Co-Founder

The company focused on manufacturing and developing exhibits for science museums.

- Organized a full production cycle, ranging from printed circuit board manufacturing to software development for exhibit control and functionality.
- Increased production speed from a few units per month to hundreds, transitioning from garage-style manufacturing to industrial-scale production line, becoming a market leader for science-intensive exhibits in the CIS and Eastern Europe.
- Grew company profits from \$2000 to \$200,000 within 2 years.
- Conducted lectures at scientific exhibitions, including the Russian Academy of Sciences.

HighLoad Workshop

September 2015 – November 2017

Portfolio Manager

- Prepared the company for launch by identifying and onboarding external contractors and outsourcing partners for diverse projects, focusing on aligning their skills and expertise with project requirements. Compiled and maintained a comprehensive database of more than 200 contractors, enabling swift project staffing and resource allocation.
- Developed an internal system for managing outsourcing partners' resources to monitor work progress, assess quality, and meet deadlines. This optimization resulted in a reduction of project delays by 20% compared to industry averages.
- Conducted thorough risk assessments to identify potential bottlenecks and roadblocks in project execution. Formulated and executed mitigation strategies, resulting in a 15% reduction in project risks and a smoother project flow.
- Led the end-to-end management of a CRM system's development. Collaborated closely with design, engineering, and QA teams to define product specifications, facilitate seamless communication, and ensure consistent progress tracking. This cooperative approach resulted in a 30% faster development cycle and a highly polished final product.
- Implemented the successful integration of SAFe (Scaled Agile Framework) software into the company's internal workflows. This transformation streamlined collaboration, enhanced transparency, and improved overall project management efficiency, leading to a 25% reduction in time-to-market for new products.

Yes Coffee Thailand – Coffee Frax

June 2014 - August 2015

Process Optimization Specialist

- Conducted a thorough examination of operational processes within the coffee shop network and coffee factory. Detected critical bottlenecks, pinpointed areas of inefficiency, and preemptively identified potential challenges.
- Successfully implemented software solutions to overhaul production procedures. This initiative led to a notable reduction in manufacturing time, streamlined logistics operations, and strategic resource utilization, culminating in a substantial 12% decrease in operational costs.
- Devised a set of performance metrics aimed at closely monitoring and analyzing outcomes.

- Established processes: market analysis, designed and implemented advertising strategies, budgeting, execution, and effectiveness assessment.
- Enhanced online orders' share from 7% to 72% by conceptualizing and overseeing the development and launch of 2 websites. This included managing hired contractors, monitoring progress, and approving outcomes.
- Led brand restructuring efforts, dividing it into two branches, significantly improving advertising efficiency and resulting in a 26% increase in company profits.

Education

Far Eastern Federal University**2007 – 2012***Specialist degree in Japanese and English***Languages**

English: C1**Japanese:** N3**Russian:** native**Latin**