Pavel Diakov

**Personal info**

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**Email**

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**Location**

Lancaster, UK

available to relocate nationwide

**Programming skills**

**Frontend** AngularJS, Native JS (ES6),

jQuery, HTML5, CSS3

**Backend**

Express.js (Node.js), Flask, Django (python), ASP.NET (C#)

REST API, WebSockets

**Databases**

MongoDB

SQL Server, PostgreSQL

**Data Analytics**

Pandas, Matplotlib, NumPy SQL

**Achievements**

**MLH Top 50 Hackers of 2020**: award by the official hackathon league Major League hacking as a recognition of my impact on the Russian hackathon community.

**"Silver Nestling" Nominee:** award to the HSE students for outstanding achievements in studies, research and self-development.

**Languages**

Russian - Native English - Advanced

Product Manager

# Summary

Aspiring product manager with 3+ years of experience of building products from scratch as an entrepreneur with great project and team management skills resulting from leading 20+ consulting and event-focused commercial projects. Searching for a place to proceed with professional development and contribute to the rise of new great products.

# Work Experience

## 2017 - 2020 FOUNDER – RUSSIAN HACKERS LLC

(3 years) russianhackers.org – aid companies to achieve business goals with a help of hackathons

### Product manager: developed platform for organizing hackathons which reduced our project execution time by up to 30%; through the period of 9 months turned it into the profitable B2B SaaS product for other hackathon organizers (generated >$35.000 in additional revenue). The market entry strategy I developed (showcases + wide adaptation among participants + access to community and expertise) made it possible to attract major players as our regular customers and became a market leader.

* developed business opportunity into a new stream of income
* researching existing and potential customers and users to build a feature backlog
* providing functional and technical planning and managing the full-cycle product delivery process
* building and enchasing sales funnel
* gathering requirements from clients and delivering customizations
* establishing a process of aggregating feedback from clients and users
* recruiting and managing development team: full-stack dev, front-end dev, UX/UI designer
* taking part as a part-time full-stack developer to speed up testing and delivery of new features

### Project manager: organized and consulted more than 20 hackathons that helped clients to find and test new product ideas, recruit talents and teams, develop employer brand and spread their technologies.

* developed a framework for organizing hackathons that maximizes the value of an event for clients
* leading sales and negotiations processes with clients
* working with stakeholders inside the client to make event work (CIO, CTO, CPO, Head of HR)
* transforming business problems into hackathon challenges
* planning and supervising projects’ execution
* coordinating project team (promotion, communication, design and production, mentoring, logistics)

Clients I was working with: 1C, Avast, HERE, Huawei, Microsoft, MTS, Lenta, NVIDIA, Philips, Raiffeisen Bank, Rosbank, Sibur, SberCloud, WorldQuant, Unilever, Yellow.Rockets, Federal Taxation Service, Moscow Agency of Innovations.

## 2019 METHODIST, MENTOR – MIPT INNOVATION LAB

(5 months) Educational course for 3rd year students at Moscow Institute of Physics and Technology

### Developed and delivered education program upon modern approaches of startup development: 53 students in 9 teams with support from 7 mentors were pushing projects through innovation funnel during the 5-month period; 3 teams continued to work on their projects after in the university’s accelerator.

* developed a suitable course program and assessment criteria
* managed collaboration between teams and mentors
* mentored teams though the course
* gathered data to improve the course (the course was successfully conducted again the following year)

## 2017 - 2018 FOUNDER – YASTREAM

(7 months) yastream.win - P2P donation platform for streamers with enhanced connection with viewers

### Developed the idea and managed the project to the stage of actual MVP; gained proof of concept. Was able to get partnership contract from Yandex.Money and receive an investment proposal from QIWI PLC. Collapsed due to the loss of interest by keys member as a result of long negotiation processes.

* developed idea to the actual business case
* recruited and managed team: front-end, back-end, android dev, designer, product manager
* led negotiations with partners and investors
* took part as a part-time full-stack developer (ASP.NET, SQL Server)

# Education

**Lancaster University 2020-2021**

E-Business and Innovation, M.Sc.

**National Research University “Higher School of Economics” 2015-2019**

Business Informatics, B.Sc. (Honours) GPA 8.75/10

**London School of Economics and Political Science 2018**

Open Innovation, Summer School A-

# Hackathons

3rd place Junction, Helsinki: “Making Spaces Brighter with Radar Technology”, 2019 1st place HEX, Eindhoven: “E-commerce”, 2018

1st place Digital Aviation Hackathon, Moscow: track “Travel planning”, 2018 2nd place HackUPC, Barcelona: “SmartLocation to save lives”, 2017

1st place HackUPC, Barcelona: “#HackHarassment”, 2017 2nd place NASA Space Apps Challenge, Moscow, 2017

1st place Yandex.Money Hackathon, 2017 1st place QIWI API Contest, Moscow, 2017