

# Fedotiuk Dmytro

## Project/Sales manager

As an diligent professional pursuing excellence, I excel at driving projects to fruition. Skilled in fostering business relationships, I ease task execution and find innovative productivity solutions. Leveraging my experience, I proficiently guide and manage teams.



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## WORK EXPERIENCE

### Project/Sales manager Webcapitan

2020 - Present

#### Achievements/Tasks

- Directed sales engagements with potential customers.
- Managed projects in a team of developers and designers.
- Formulated minimum viable products (MVPs), technical specifications (TS/TOR), and user stories for project evaluations with the team.
- Conducted financial reporting for enhancing goal setting and focus direction.
- Selected Agile or Scrum methodologies depending on the specific needs of projects.
- Handled approximately 15 projects simultaneously while communicating with potential customers.
- Managed a team of about 25 people.
- Conducted interviews and recruited new developers to the team.
- Performed preliminary testing on projects prior to submitting them for a more detailed evaluation by the client.

### Project manager "AKW UKRAINIAN KAOLIN COMPANY"

01/2019 - 08/2020

#### Achievements/Tasks

- Optimized kaolin mining processes, performed detailed process studies, and facilitated the integration of new ideas to improve productivity and reduce unnecessary workload for employees.
- Liaised with the development team, formulating technical specifications or user stories from employees across different workshops for task evaluation.
- Developed a user-friendly mobile application from scratch for managing KPIs.
- Managed the budgeting process.

## EDUCATION

### Information Technology Akademia Ekonomiczno-Humanistyczna w Warszawie

2016 - 2018

### Bachelor of Automotive and Computer Systems Engineering

MILITARY ACADEMY OF ODESA

2011 - 2016

## SKILLS / TECH STUCK

Project management Sales manager

Agile Scrum Trello Jira

worksection freelance QA

Budgeting Team lead

web/mobile

## PERSONAL PROJECTS

I have successfully managed over 100 projects and approximately ~100500 various tasks. I have assisted in elevating the company's ratings to a top level on some freelance platforms.

## ACHIEVEMENTS

Increased re-hiring of new customers

Created an effective development policy

Received many great reviews.

## LANGUAGES

English - intermediate  
*Professional Working Proficiency*

Polish  
*Limited Working Proficiency*

Ukraine/Russian  
*Native or Bilingual Proficiency*

## INTERESTS

Sport Coding Linux HODL