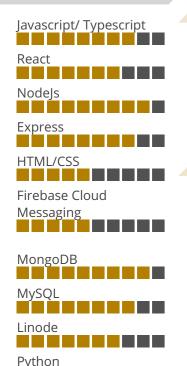


# **Igor Tatarinov**

Full Stack Web Developer, Business Development Manager

#### **Skills**



# Contact

- Ho Chi Minh City, Vietnam
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- igor.tanv@gmail.com

#### **Interests**

Martial Arts, History, Theoretical Physics, Languages, Competition

Description of the interest

#### **Profile**

Teamwork makes the dreamwork! As a fullstack web developer and sales manager, my skills are my tools and I am constantly looking to add new tools and sharpen old ones. I enjoy being on a team that's focused on creating products. I am most passionate about connecting with the client, gaining a deep understanding of their product and watching a team effort deliver the promised results.

## **Experience**

# Rival (rival-bjj.com)

Creator | December 2019 - Present

- ◆ Designed and developed a fully functional MERN stack web application to decentralize local grappling competitions.
- ◆ Communicated with users and applied user feedback as the backbone for product iteration.
- ♦ Deployed the application on Linode which included configuring NGNIX , Cloudflare and established an integration pipeline from Github.
- ◆ Collaborated with UI and Front End specialists to design and implement a mobile friendly UI.

#### WoodConcept (woodconcept.biz)

**Business Development Manager | October 2020 - February 2021** 

- ◆ Created and implemented a comprehensive, brand new sales process for a furniture export company.
- ♦ Brought in 4 new customers over a 5 month period for an annual aggregate buying volume of \$350,000.
- ◆ Performed diagnostics on company website and resolved common issues like CORS request errors.
- ◆ Collaborated with operations team to develop a sales pipeline and a process for filtering quality prospects.
- Collaborated with marketing team to develop new content to serve as a tool during prospecting.
- ♦ Wrote detailed documentation on new staff training, procedures and best practices to ensure a smooth transfer of work.

## Reclub (reclub.co)

Back-End Developer | July, 2019 - October, 2020

- ♦ Maintained and extended the backend API to ensure client compatibility which meant building new endpoints and modifying existing ones.
- ◆ Updated existing database structure based on new QA mock-ups by writing SQL scripts to perform CRUD operations with the DB.
- ◆ Designed and developed test cases for new features using the TDD approach to ensure a smooth user experience.
- ◆ Collaborated with Frontend Engineers and QA to address any gaps from the initial mockups and perform revisions if necessary.
- ♦ Designed and tested algorithms for team generation and competition brackets.

## **Experience**

## **♦ Business English Course**

## **Head Teacher | December 2015 - May 2019**

- ◆ Created a curriculum of 36 classes designed to improve professional communication.
- ◆ Performed IELTS Bandwidth placement tests for new students.
- ◆ Designed email, flyer and FB marketing campaigns (using FB Pixel).
- ♦ Established rudimentary accounting system to disburse teacher payments.

## **♦ VUS Language Center**

## **Language Instructor | September 2014 - October 2015**

- ◆ Taught elementary and intermediate language skills to primary and secondary students with a focus on speaking and listening.
- ◆ Performed placement tests for new students during registration and coordinated teacher training workshops for new staff.
- Assisted new teacher in creating and improving their lesson plan material. Won Teacher of the Year Award in 2015.

## **♦ Wells Fargo National Bank**

## **Securities Administration Services Analyst** | **December 2010 - August 2014**

- ◆ Managed a syndicated loan portfolio consisting of 30 separate lines of credit at a combined value of over \$1 billion USD.
- ◆ Cooperated with Relationship Team officers to establish lending regulations towards corporate customers.
- ◆ Facilitated daily borrowing activity and credit restructures on syndicated lines of credit. Moderated websites designed for accessing legal, financial and compliance documents.

## Edward Jones

## Financial Advisor | June 2009 - July 2010

- Established portfolio objectives for individual clients related to retirement planning and college funding. .
- ♦ Obtained licensing required to advise clients on equities, fixed income and other financial products. (Series 7 and Series 66).
- ◆ Prospected 35 quality contacts daily through face-to-face meetings.
- Collaborated with other firm brokers to create alternative marketing strategies.

## **Education**

#### University of North Carolina at Charlotte

#### Charlotte, USA | 2005 - 2009

- ◆ Bachelor Degree in Business Administration (International Business, Economics)
- ♦ GPA 3.4

#### Coursera

#### **Duke University | 2018**

Oil and Gas Industry Operations and Markets

#### **♦** Coursera

#### **University of Michigan | 2018 - Present**

Python Data Structures

#### Coursera

#### **University of Michigan | 2018 - Present**

Python for Everybody (Getting Started with Python)

#### Udemy

#### Udemy Academy | 2020

The Complete Nodels Developer Course