Igor Tatarinov

Full Stack Web Developer, Business Development Manager

Skills

Javascript/ Typescript

React

NodeJs

Express

HTML/CSS

Firebase Cloud Messaging

MongoDB

MySQL

Linode

Python

Contact

🏠 Ho Chi Minh City, Vietnam

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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 mock-ups 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 NodeJs Developer Course