

# Peter Boldyrev

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## Software projects

### Personal website

Link: [peterbold.me](https://peterbold.me)

Personal info and details on the projects

### Corona virus tracker

Link: <http://covidnstuff.herokuapp.com/>

Portal to support Redmond local businesses and provide COVID-19 stats

- Collaborated on a web application to dynamically provide latest stats from JHU (Papa parse, Got), info on open local businesses (Cheerio), option to post thoughts and prayers as a social support element(MySQL / Jaws DB).
- Designed RESTful backend server enabling data to be parsed from 3<sup>rd</sup> party csv, web scraping data from another website and stored dynamically in the MySQL.
- Utilized: JavaScript(Node), Express, Papa Parse, Cheerio, Got, MySQL, Sequelize, HTML5, CSS (MD Bootstrap)

### Champions League

Link: [TBD](#)

Web app to stay up to date with stats and videos from Champions league

- Designed a web app to provide based on user's choice data about Champions league season stats and videos of highlights from YouTube
- Integrated Football API and YouTube API to dynamically display data on the page
- Utilized HTML5, CSS (Materialize CSS), jQuery, Football API, YouTube API

## Education

### University of Washington

Full – stack coding bootcamp

Nov 2019 – May 2020

- Certificate: Full Stack Development
- Programming coursework: Algorithms & Data structure, UI/UX Design, Backend Logic, Data Modeling
- Methodologies: OOP, ORM, MVC / MTV Architecture, RESTful Architecture, CRUD

### University of Washington

Masters Degree

Sept 2013 – June 2015

- The Henry M. Jackson School of International Studies. Master of Arts in International Studies.
- Major focus: IT systems implementation in public administration

## Employment

### Microsoft

#### Global Program Manager – Cloud Solution Provider Incentives

Jan 2020 - current

- Own Partner Incentives program end to end: lead a virtual team and influence the design of the program to maximize its impact in the channel.

#### FastTrack Manager (Microsoft cloud)

Aug 2018 – Jan 2020

- Program management of top enterprise customers migration to Microsoft Cloud: engaged with Microsoft teams (ATU/STU/CSU) and product groups, raised active cloud usage by 10% across customer portfolio of 60 customers. Expected revenue >400\$/year.
- Technical account management: customer technical environment assessment & feedback gathering - identified new product technical blockers for 4 customers from portfolio, documented and provided to the product group. Expected product opportunity >30k net new users total.
- Delivered end-to-end pilot program: was selected among 25 colleagues to collaborate with product and engineering groups in piloting new top-enterprise customers engagement scenario; defined KPIs partnering with other groups, set up ROB meetings and overall time line; Pilot achieved required KPIs and was set to production for the whole team; Created the workload capacity model for the team during the pilot expansion;
- Onboarded new team members: created an internal onboarding team guide; implemented a process and BoM to assist new hires in certain steps of account teams engagement – decreased “time-to-internal-meeting” to 1 business day.
- Identified internal tools data discrepancy internal data discrepancy gap identified and documented - 6 accounts under influence, cloud active usage expected raise by 20% per account.

### Yandex

#### Program manager (Machine-learning cloud-based solutions)

Sept 2016 – Aug 2018

- Managed a full program cycle to deliver cloud-based machine-learning solutions: engaged net new 30 strategic manufacturing customers at CXO level from 5 regions (US, Europe, India, UAE, LatAm); Presented solution capabilities through industry demos at key customer executive briefings; Resulted in 4 commercial offers >100k\$ each and five confirmed-interest-projects with a same-year ROI for customers.
- Orchestrated 4 end-to-end pilot projects: collaborated with multiple internal stakeholders (incl IT/dev team), defined timeline, provided regular project updates and performance vs KPIs.
- Introduced industry-specific education quarterly webinars with more than 200 unique attendees.
- Coordinated new product lifecycle: created beta-customers demo scenario, engaged with beta – testers for feedback & feature requests gathering. Prioritized features to product improvements roadmap and orchestrated an internal dev team on new features introduction. Provided output summaries to the management team.
- Developed post-project reports with overview of KPIs used and business goals achieved.
- Led an experiment of how weather influences search ad-targeting: used internal SQL-based database to obtain data and structure it for further analysis by analytics dept. Identified two weather-influenced product categories among 10 customers in pilot. Click Through Rate increased by 15% per customer.

## Skills

UI / UX: HTML5, CSS3, SCSS, jQuery, ReactJS, Redux, Angular

Programming languages: JavaScript, TypeScript

Frameworks: Node, Express, Cheerio, Papa parse

Database: MongoDB, MySQL

Deployment: Heroku, AWS EC2, Azure

Version Control: Git