Ivan Selyodkin

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Location: Toronto, Ontario Canada

**JOB HISTORY**

**01/03/2013 – 01/07/2019 ( 6 + years )**  Quickblox Ltd (BaaS / SaaS business model. ) [www.quickblox.com](http://www.quickblox.com)

**Position:** Lead Software analyst / Lead Sales manager / Lead Business Analyst

**Workforce:** 50 + employees.

**Number of subordinates**: varies

**Key Responsibilities**:

* Successfully launched over 50 mobile apps (native built for Android and iOS platforms / Magento-ecommerce / Xamarin / ) in social networking / e-commerce / finance / healthcare fields.
* Team management; ( from 3 to 15 persons ) / Team Leadership
* Planning and Defining the Scope / ETA
* Resource Planning
* Risk Analysis / Managing Risks
* Monitoring and Reporting Progress
* Shaped mobile & wearables offering and wrapped it into a marketing package
* Generated $2m in revenue, 50+ B2B leads, 10+ new strategic clients; set up sustainable lead generation source

**Key accounts**

Telco: Telenor Group / Veon digital BV

System Integrators: TATA / TechMahindra / LG Electronics group / Mail.Ru / Samsung Electronics Co./ QBurst

Medical-Healthcare: Advance Medical, Inc / Vitalxchange / Doctor-Online.co / etc...

Social Networks: Tumile 10 000 000 + downloads

E-commerce: <https://www.saily.co/> / Flynax

Finance: Gtdollar

01/05/2018 - present <https://mrbooster.ai/> MrBooster ( Shopify group )

AI-Engine analyzes the unique browsing and buying behavior of every visitor to your store building individual customer profiles to tailor the user experience.

**Position:** Partner

**Workforce:** 10 + employees.

**Number of subordinates**: varies

**Key Responsibilities**:

* Shopify plugin launch stages from idea and concept to physical installations on Shopify stores
* Two applications have been developed - for large corporate customers and a plugin for Shopify
* Formed the sales department
* Have been signed a contract with a marketing agency in the US and marketing campaign started
* For five months, there are revenues from connected clients in the amount
* of 7K to 12K USD / Month
* KPI developed system shows excellent results in increasing sales
* Received first investments -20K from Start Accelerator and 50K from a private American investor

**SKILLS**

Product Management (strategy, scope, stories, MVP, roadmap) Entrepreneurship

Technology team management (software and hardware teams) Customer Development (customer interviews, surveys, analytics) Marketing (research, funnel, growth, email, blogging)

Sales (lead generation, nurturing, closing)

Manufacturing and Supply Chain management (working with China / Ukraine)

Languages: Fluent in English, Ukrainian, Russian;