JULIJA MARTINKUTE

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EXPERIENCE

Product Manager
MyPrivacy GmbH

08/2022 - Present
Vienna, Austria

MyPrivacy offers encrypted and anonymous data-sharing products for enhanced online privacy and security.

Tools: *Jira, Confluence, Figma, Draw.io, Visual Studio etc.*
- Owned and prioritized product backlog.
- Managed implementation of new features by outlining plans and specifications such as how, where, and when each component would work.
- Coordinated with software developers to create custom applications and trackers to achieve potential clients goals.
- Used wireframes, mock-ups and prototypes to establish user interface design and architecture.
- Used Agile planning principles to deliver tailored solutions that met new features requirements.
- Conducted market research to identify new opportunities and target markets.
- Performing in-depth analysis of user requirements and behavior patterns.

Product Designer
Freelance

09/2022 - 09/2023
Remote/Half Time

Providing UI/UX design consulting and support for businesses and individuals.

Tools: *Figma, Sketch, Concepts, Miro, Lucidchart, SQL, HTML, CSS, Canva etc.*
- Analyzing and interpreting data to understand user needs, motivations, and behaviors.
- Identifying user pain points and opportunities for product improvement.
- Developed wireframes for websites and applications.
- Crafted UI prototypes for concept validation.
- Executed aesthetic elements like fonts and color themes.
- Conducted usability tests to refine designs.
- Adapted designs based on insights and trends.

Product Manager
SignD Identity GmbH

09/2021 - 08/2022
Vienna, Austria

SignD: Simplifying business processes with digital signatures and robust KYC/KYB identity verification.

Tools: *Jira, Confluence, Monday.com, SQL, Swagger, Figma, Miro, Draw.io, Tableau, Google Analytics etc.*
- Prioritized roadmap in order to achieve product goals and KPIs.
- Documented user stories, specifications, and product features into detailed work order to communicate across teams.
- Analyzed user feedback and implemented changes to product design.
- Compiled product and customer data to generate informed profit projections.
- Monitored market trends and competitor performance to update promotional strategies.
- Communicated project updates to stakeholders at all levels.
- Created prototypes and mockups for products and new features.

Project Officer
Raiffeisen Bank International

02/2019 - 09/2021
Vienna, Austria

RBI's Enterprise Data Warehouse centralizes data for efficient analysis and decision-making.

Tools: *MC Office, MySQL, Jira, Confluence, Python, Miro etc.*
- Developed and monitored project schedules, budgets and objectives for successful completion.
- Kept senior management well-informed by preparing and presenting project status reports.
- Adjusted project plans to account for dynamic targets, staffing changes, and operational specifications.
- Updated customers and senior leaders on progress and roadblocks.
- Allocated project resources to drive productivity and maximize efficiency.
- Identified and resolved project issues and mitigated risks, reducing challenges and improving project results.
- Verified quality of deliverables and conformance to specifications before submitting to clients.

INTERNSHIPS

Project Manager Intern
Atlantic Softwear

06/2016 - 02/2016
USA, Maine

- Assisted with project planning, scheduling, and document preparation.
- Monitoring project timelines, milestones, and providing updates to stakeholders.
- Facilitating effective communication across project teams and departments.
- Contributing to the identification and management of potential project risks.

Key Account Manager
FCR Media International

06/2014 - 09/2014
Kaunas, Lithuania

- Assisting with key account management and client communications.
- Coordinating meetings and maintaining relationships with important clients.
- Handling administrative tasks and client inquiries.
- Supporting the management team in strategic account planning.

VOLUNTEERING

Team Leader
AISEC Lithuania

07/2013 - 09/2014
Kaunas, Lithuania

- Recruitment, training, and team leadership.
- Build strategic customer relationships.
- Marketing, sales strategy, and new customer acquisition.
- Negotiation, deal closure, and complaint handling

Team Member
AISEC Lithuania

01/2013 - 07/2013
Kaunas, Lithuania

EDUCATION

The Interaction Design Specialization
University of California San Diego

MBA
FH Wien der WKW

Bachelor in Economic and Finances
Vytautas Magnus University

Bachelor in History
Vytautas Magnus University

CERTIFICATES/TRAININGS

Complete Web & Mobile Designer: UI/UX, Figma, +more
UDEMY

- Master Mobile and Web Design, User Interface + User Experience (UI/UX Design), HTML, and CSS

Figma UI UX Design Essentials
UDEMY

- UI Design, User Interface, User Experience design, UX Design & Web Design

CSPO Certificate
Scrum Alliance

- Certified Scrum Product Owner®

Google UX Design

- Foundations of User Experience Design
- Start the UX Design Process: Empathize, Define, and Ideate
- Build Wireframes and Low-Fidelity Prototypes

Project Management and Programming
Vilnius Coding School

- Agile Framework
- Digital Marketing
- Python
- Java
- JavaScript

Data Analytics
Vilnius Coding School

- SQL
- Python
- Tableau

EXPERTISE

- UX/UI Design
- KYC / KYB/ AML / PEP
- Cybersecurity / Cryptography
- FinTech
- Market Research
- Data Analysis