

Good afternoon,

I would like to submit my resume for the position of Product Owner / Product Manager at your company.

I have over 17 years of experience in project management and product development in the IT industry, including the last 9 years as a Product Owner at "Moy Profi." In this role, I successfully launched a mobile CRM system for beauty professionals, which became a profitable B2B2C business. During my tenure, I developed and implemented several iOS and Android applications, created a web portal, and attracted significant investments.

I would like to highlight the results of my work that I am proud of:

First and foremost, I am proud of my work with the team. I personally hired every member when I first joined the project. The team consists of eight people (backend, full-stack, iOS, Android, tester, marketer, support, and myself). Over the years, only three people have left, and the rest have been working on the project for about 8-9 years. Thanks to the processes, atmosphere, and culture established within the team, no one wants to leave.

Among the achievements I consider key is my work with related fields and partnership programs: I established partnerships with Avito and online cosmetics stores, conducted more than 70 negotiations, and as a result, achieved a partnership integration that increased our revenue tenfold in less than two years.

One of the latest achievements I would like to highlight is the implementation of a neural network (a new and complex area I had to explore and design the network architecture for on my own), which increased booking conversion by 10%, reduced the refusal rate by 20%, and raised customer satisfaction rating from 4 to 4.75 out of 5.

Overall, without wanting to sound immodest, most of the ideas and solutions that took the startup from zero to market leader came from me.

My experience and skills in Agile Project Management, product development and promotion, business process management, and a deep understanding of modern technologies, including neural networks, enable me to successfully lead projects from conception to market launch.

I would be delighted to discuss how my experience and skills can be beneficial to your team. Thank you for considering my resume, and I look forward to the opportunity for further discussion.

Best regards,

Mikhail Krivelskiy