

ALEXEY KULIKOV

PROJECT MANAGER

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EXPERIENCE

FIRST BIT, Ltd.

Moscow, Russia

A global IT company with European roots that provides business automation and IT solutions worldwide with >100 branch offices in 9 countries.

Project Manager | Team leader

May 2021 - Present

- Led cross functional teams using Agile to develop enterprise portals, CRMs, Web applications, working with internal and external stakeholders and customers to incorporate feedback into product.
- Researched business needs of the internal HR department and launched the project to automate HR business processes by developing an enhanced digital signature integration module for users of the enterprise portal. Owned P&L and reached the goal 2 months before forecast.
- Prioritized Project Roadmap with developers, aligning the project vision with the customers needs and business strategy.
- Led intern training program that reduced training time by 80% and increased interns' performance by 60%. Mentored new PMs inside the company.
- Led developers team to implement a unique SaaS based applications and business processes that improved the customers ability to reduce their time spent on daily routine actions.
- Developed a data analysis dashboard for the internal sales department which helped the specialists to increase their sales by 40% while collaborating with cross-functional teams in Moscow and St. Petersburg.
- Took leadership inside the pre-sales technical advisory team to identify new potential clients which resulted in winning a portfolio of clients achieving 50% increase in average project profit.

EFFECTIVE SOLUTIONS, Ltd.

N. Novgorod, Russia

Project Manager

Aug 2020 - Apr 2021

- Planned and Led digital transformation project that increased the business efficiency by 45%, while managing cross-functional teams to automate internal Sales, Purchasing, Marketing, HR and Accounting business processes; worked with CEO to model, analyze and build an innovative set of metrics (KPIs) and evaluation categories.
- Launched Web enterprise portal for users, created forecasts and metrics reporting in MS PowerBI, defined Business strategy, Customer acquisition strategy and Go-to-Market
- Created and Led a new service application that provides sales department with repeated sales and increase brand loyalty and reduce customer loss by 35%

EDUCATION

Institute of Business and Politics

Moscow, Russia

Bachelor of Economics. Accounting, Analysis and Audit

2005 - 2010

ADDITIONAL INFORMATION

Certifications: Scrum Master Certification by LearnQuest, Project Management Professional Certificate by Google. PMP and PSM1 - in progress

Skills: Project planning, Team leadership/management, Problem solving, Customer oriented, Jira/Confluence, Agile (Scrum/Kanban), Mentoring and motivating, Python (basics)

Language: English B2, IELTS 6.0, Russian (native)