

Marija Kostova

CONTACT

Dun Anton Debone
Kurunell Court Block C, Flat 21
St. Julian
STJ 1471
Malta

Phone:

+356 77753905

Email:

gocevskamarija@gmail.com

ADDITIONAL SKILLS

Microsoft Office package:

Microsoft Word, Excel, Access,
Microsoft Project, Visio

Technical knowledge:

Basic SQL querying,
Basic Postman, API calls
Heroku

Tools:

Jira, Confluence, Dynamics CRM,
Power BI, Dynamics 365 ERP,
Firebase, Sentry.io, Trello,
ClickUp, Hubspot, Apple
Developer, Google Console

LANGUAGES

English – Fluent speaker
Serbian- Fluent speaker
Macedonian-Native speaker
Bulgarian – Average
Other Balkans languages-
average

PROFESSIONAL SUMMARY

Experienced IT product and project manager, 14+ years' experience in both: growing revenue products and growing revenue service-oriented business. Seeking to leverage leadership expertise as IT project, product, or program manager.

WORK EXPERIENCE

01/2021 –

Senior Product Solution Manager, Ixaris Systems (Malta) LTD, acquired by NIUM

Location: San Gwan, Malta

Responsibilities:

- Product management for Payment solution platform
- Sharing the product vision and strategy, reflecting this in delivery of the initiatives
- Proactively identify and suggest product enhancements based on researched analysis of competition within the same market field.
- Coordinating end to end delivery of prioritized product roadmap initiatives.
- Collaborate between the teams, technical and business-wise stakeholders.
- Advanced knowledge in Virtual cards and Issuing and Payments processing

05/2019 – 12/2020

Senior project manager, Web Factory LLC

Location: Skopje

Responsibilities:

- Product management for Healthcare platform, Time and material business model and Agile methodology
- Product management for Booking event platform, Time and material business model and Agile methodology
- Project manager for Entertainment platform, fix budget business model, waterfall project methodology
- Change management tracking.
- Production and operational processes adviser
- Agile coach and product manager trainer
- Coordinating the full product development lifecycle, including strategic planning, requirements analysis, feature validation and release management.

10/2018 -05/2019

**Division Manager, Banking and Finance Division, Seavus
DOOEL**

01/2018– 10/2018

**Division Manager, Online gaming casino, sportsbook and retail
platform, Seavus DOOEL**

Location: Skopje

Responsibilities:

- Leadership and assistance to project managers, sales, production, consulting, or another group of professionals.
- Assisting the recruiting process in the selection, interviewing, and hiring of new staff
- Establishment of division goals, including both team and individual progress and performance reviews.
- Budgeting and finance, implementing controls over spending and procurement to ensure adherence to the company budget.
- Banking and finance business domain closer experience
- Gaming and sportsbook business domain closer experience
- The leadership of the unit from 120+ employees

07/2017 – 10/2018

Head of production, Btobet

Location: Skopje Macedonia and Sliema Malta

Responsibilities:

- Actively participating in building product strategy, product targets and forecast quarterly, yearly, and bi-yearly growth
- Attending different fairs, establish good partnership relations into business domains.
- Keep the focus on production targets and make sure that is aligned with the company once.
- Presenting to clients and third parties product roadmaps, product goals and product features
- Actively participating in getting new clients onboard preparing offer materials, adjust product planning and ensure delivery.
- Expertise in product base organization, communication flows and processes optimization
- Budgeting, budget monitoring, cost tracking, KPIs and reporting to C management.
- Managing R&D development, implementation and third party's collaboration
- Client interfacing, assisting the sales process, the presales process responsible.
- Responsible for the product roadmaps, product-market compliance, and product implementation to various regulated markets, Latam, Africa, Italy, Malta, and non-regulated markets
- Customer relationship management, third party's relationship management

- Direct responsible for the unit of 70+ employees, including employment, employee's appraisal and taking promotion decision.

05/2017– 01/2018

Senior project manager, Seavus DOOEL

Location: Skopje

Responsibilities:

- Product management for Gaming and retail casino platform
- Integration management with third parties, game providers and payment providers
- Development procedures and processes implemented in the division.

05/2014-05/2017

Project manager, Seavus DOOEL

Location: Skopje

Responsibilities:

- Project Management in fix budget/ time and material and support projects
- Manage client expectations, risk management, project planning, manage team, problem-solving,
- Managing multiple projects in parallel -8+ projects at one point in time,
- Coaching and evaluating team
- Balancing the Triple Constraint: Scope, Time & Cost,
- Collaborating close with top management, leading and preparing presale cases

09/2013– 05/2014

Senior advisor to General Manager for IT, Agency for real estate cadaster

Location: Skopje

Responsibilities:

- Working directly with General Manager of the government institution, IT process optimization implementation, implementing product management procedures for ongoing projects, planning ongoing projects and supportive in project planning

04/2011– 09/2013

Project lead, Seavus DOOEL

Location: Skopje

Responsibilities:

- R&D product management various products, (platform as the market for application soc.io, the platform for news and media, multiple android applications)

- Internal stakeholder's management
- A product development team from 15-20 employees

06/2012– 12/2012

**Consultant for Effective Business process project coordinator,
Project “Capacity Building for the Implementation of the
Strategic Plan for AREC”- Swedesurvey, Sweden
Location: Skopje**

- Advising AREC for the activities in Efficient Business project component, with an emphasis of IT; Proactive participation in analysis, preparation of ToR and managing the process implementation for the activities related to Strategic Business process, strengthening AREC auditing, Help Desk and standardized IT process management introduction; Advising for the optimizing and effectiveness of the AREC business processes; Advising GM about activities in the Efficient Business component

11/2008– 03/2011

**Deputy head of IT sector, Agency for real estate cadaster
Location: Skopje**

- Project management for IT projects
- Leading the implementation of new Information systems,
- Lead and support ongoing Information systems (e-katastar),
- Coordination of the stakeholders
- Redesign of entire internal procedures which was related to the core business process and implementation of E-cadaster system.

05/2007– 11/2008

**IT advisor, Agency for real estate cadaster
Location: Skopje**

EDUCATION

2020-2022

EMBA- CORTUGLI Business School, COTRUGLI Executive MBA
Scholarship Winner

September 2015

Certified Scrum Master Training Contract, PSM certification by
Scrum. Org

May 2015- June 2016

Seavus Managerial Training Program

05/2011– 06/2011

PMP preparation program, SEDC Skopje

2001 – 2006

Bachelor of Science in Electrical Engineering, University of St. “Cyril
and Methodius”, Macedonia, Faculty of Electrical Engineering -
Department of Electronics and Telecommunication