

# ALEX KALINOUSKI

## QA ENGINEER

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### LINKEDIN:

[HTTPS://WWW.LINKEDIN.COM/IN/ALIAKSEI-KALINOUSKI/](https://www.linkedin.com/in/aliaksei-kalinouski/)

### GITHUB

[HTTPS://GITHUB.COM/MYALEX007/PORTFOLIO](https://github.com/myalex007/portfolio)

**MINSK, BELARUS**

## KEY SKILLS

- testing of web applications
- creating different documentation: test strategy/test plan, test cases, check lists, mindmaps, bug reports, reports
- business requirements analysis
- different types of testing: smoke, functional, regression, etc.
- testing usability, localization, etc.
- communication with customers, BA team, dev team
- HTML, CSS, XML, JSON (basics)
- SQL (creating of simple requests)
- Jira, Confluence, TestRail, Trello
- Versioning control systems (GIT) (creating repositories, copying repositories on local server, addind and sync information)
- Postman, SoapUI (basics)
- Word, Excel
- Photoshop



## SOFT SKILLS

- well analytical skills
- quickly learnable with a stimulus and goals
- hardworking
- creative
- responsible
- punctual
- developed communication skills
- english (intermediate), russian (native)

## EDUCATION

### QA COURSES - QA DEMENTOR

08/2022 - 09/2022

### QA COURSES (ONLINE) - ARTSIOM RUSAU

05/2022 - 06/2022; 01/2023

### BRITANNIA SCHOOL - ENGLISH COURSES

05/2022 - 08/2022

### IT-ACADEMY

### ADOBE PHOTOSHOP IN WEB-DESIGN

02/2020 - 04/2020

### AIG (AMERICAN INTERNATIONAL GROUP), MOSCOW WORKSHOP. INSURANCE AND UNDERWRITING

12/2018

### BELARUSIAN STATE ECONOMIC UNIVERSITY SPECIALTY: FINANCE AND CREDIT SPECIALIZATION: STOCK MARKET

2006 - 2011

## PROFESSIONAL EXPERIENCE

**09.2022 – 11.2022**

### PROJECT "TESTING OF SUPPLIER DIGITAL SERVICE"

### QA ENGINEER (TRAINEE)

Project description: A niche in the coffee business that offers digital services focused on supplier relationship management, inventory tracking, and an improved system for tracking changes in prices and services in the market.

Responsibilities:

- business requirements analysis;
- different types of testing: smoke, functional, regression, etc.;
- creating test documentation (test strategy, check list, test cases, bug reports, reports);
- testing usability;
- communication with customers, dev team, BA team.

Tools & Technologies: Jira, Zoom, Salesforce, Trello, TestRail

## **PROFESSIONAL EXPERIENCE**

**04.2019 – NOW**

### **SALES MANAGER**

- working with counterparties (banks, suppliers, buyers, delivery companies);
- sales organization;
- development of marketing strategy and advertising creatives (CEO and targeted advertising);
- social networks maintaining;
- website creating and testing (orders, email notifications, dropdown testing, redirections);
- procurement planning.

**04.2016 – 02.2019**

### **LLC "KAPITAL BROKER"**

#### **HEAD OF FINANCIAL RISK UNDERWRITING DEPARTMENT**

Duties of leading economist + following:

- participation in the development of the Company's policy and strategy;
- development and analysis of potentially new products in the insurance market of the Republic of Belarus, taking into account international practice;
- developing insurance calculators and testing them;
- development of new directions of the Company's activities in order to diversify commercial risks;
- development of comprehensive insurance programs for various types of insurance in order to minimize the Company's costs, increase the volume of concluded contracts and reduce the cost of insurance products for customers;
- work with corporate clients to provide integrated services and protect their property interests;
- distribution of job duties to ensure production and labor discipline;
- coordination and management of the department (control over the performance of official duties of department employees);
- participation in the insurance committees;
- representation of our company on official meetings with potential customers and their counterparties

**07.2013 – 04.2016**

**LLC "KAPITAL BROKER"**

**LEADING ECONOMIST OF FINANCIAL RISK UNDERWRITING DEPARTMENT**

Duties of economist + following:

- maintaining the clients base;
- providing methodological and practical assistance to customers and partners of the Company in the areas of activity of the financial risks underwriting department;
- organization of meetings of clients and partners for the development and strengthening of partnerships.

**05.2011 – 07.2013**

**LLC "KAPITAL BROKER"**

**ECONOMIST OF FINANCIAL RISK UNDERWRITING DEPARTMENT**

- analysis of financial and economic activity of companies (balance sheet, transcripts to the balance sheet);
- analysis of loan agreements, pledge agreements, business plans of companies-borrowers;
- assessment of financial risks based on the current economic situation.

**07.2009 – 08.2009**

**CHIPOTLE MEXICAN GRILL, USA**

**STUDENT PROGRAM "WORK AND TRAVEL"**

**MEETING AND ACCOMMODATION OF GUESTS IN THE RESTAURANT**

Great positive experience of participation in this student program greatly contributed to the elimination of the language barrier, showed the rules and procedures for communication between the employer and the employee in the United States, made it possible to study the road rules and get a driving license of international standard.

## **PROFESSIONAL ACHIEVEMENTS (INSURANCE)**

We concluded over 400 insurance contracts in period of 2011-2019, which is 2 times higher than the planned volume in this period;

We reached the status of flawless broker, who was able to insure financial risks at a high professional level;

We have impeccable reputation and our own methods of analysis, which were at least 50% developed by me;

We helped companies (consumers of insurance policy) to get loans for billions of dollars by providing them security;

Our team has formed a profitable, almost break-even insurance portfolio (insurance portfolio losses were less than 1% and this is an outstanding result) ;

All major banks trusted us their most valuable borrowers.

## **HOBBY**

Crypto (participation in testnets of interchain bridges, launchpads, decentralized (centralized) exchanges, crypto wallets, marketplaces, reporting defects, participating in IDOs, NFT sales);

Sport (hockey, motorsport, skating);

Photoshop.