

Oleksandr Skakalskyi

Product Manager

Valley Center, CA

-Email me on Indeed: <http://www.indeed.com/r/Oleksandr-Skakalskyi/7a0ecae94a75fc8e>

Data-driven Product Manager with expertise in product management, strategy development, and team leadership. An eager learner with strong analytical and quantitative skills and proven experience owning multiple, unrelated product areas, developing product strategy, roadmap, and requirements, and leading end-to-end product delivery. A hardworking product enthusiast with strong influential and people skills able to drive product development initiatives to completion.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Product Manager

Everstake Validation Services LLC - Kyiv

November 2021 to March 2022

- Led end-to-end product delivery from idea to release of MVP that satisfied the expectation of 70% of the blockchain industry retail market, and ensured business objectives were met. Managed product development processes to ensure timeliness, quality, and on-budget delivery.
- Collaborated with cross-functional teams including software engineers, product designers, UI/UX, and quality assurance to prioritize and execute initiatives based on business goals and customer feedback.
- Developed the product roadmap for a referral program (B2B) that helped users with zero knowledge of blockchain/staking install an app and stake for the first time.
- Discovered the immediate need for and innovated a security solution that would lead to a 15% growth in stake capital.
- Fostered inter-team collaboration and a culture of continuous improvement and accountability.
- Managed complex projects remotely, prioritized tasks, and set key performance indicators (KPI) for 12 Mid- to Senior-level developers and technical and non-technical teams.
- Collected detailed business requirements, created technical and non-technical user stories, and wrote acceptance criteria and performance metrics.
- Implemented Scrum/Agile methodology. Led sprint planning sessions, backlog refinement, daily scrums, sprint demos, and sprint retrospectives. Presented and prioritized products and roadmaps with executive leadership.

PRODUCT MANAGER

FREELANCE - Kyiv

October 2014 to October 2021

For 7 years I worked as an independent contractor leading cross-functional teams to develop 8 products in the spheres of e-commerce, non-profit, education, health-tech, and FMCG. Managed the reorganization of 4 established companies.

- Achieved success: 40% to goal net profit at 1-1/2 year mark of a 5-year plan; program participation increased from 5 to 60 members; increased profit 10 times for 5 established businesses.

- Founded 1 innovative startup from end-to-end. Articulated and implemented strategy, roadmap, and requirements to achieve company-wide objectives that led the company to become the leader in the industry after 1 year.
- Innovated a system that assessed employee data to help management implement data-driven decisions in the company regarding compensation and other benefits. Additionally, used data-driven decision making to adjust marketing strategies.
- Ordered and oversaw the implementation of a custom CRM app that enabled a start-up to quickly track revenue and expenses.
- Designed and implemented company-wide go-to-market plan, working with all departments to execute.
- Facilitated meetings with customers, potential customers, business owners, and internal stakeholders to capture and define product opportunities.
- Worked with product marketing department of a start-up to define the go-to-market strategy, including pricing strategies, helping the department understand the product positioning, its key benefits, and target audience.
- Demonstrated passion for meeting customer needs with innovative solutions. Proved problem-solving skills.
- Built trust across multiple business stakeholders and excelled in customer-facing roles.

Brand Manager

Secur (AJAX) - Kyiv

October 2012 to September 2014

- Secur is the №1 online security store in Ukraine and AJAX is the most award-winning wireless security system in Europe.
- Developed a consumer product (B2B and B2C) that predicted customer needs and guided the company to enter the market ahead of the competition securing the company's image as a lead innovator.
- Created an active system that analyzed B2B and B2C customer requests and prioritized them based on the request's complexity, cost of implementation, and impact on the company's income.
- Outlined and led a product go-to-market campaign. Within 6 months, the product was easily recognized and expanded to 20 stores. Later, successfully entered the global market (now 80 countries).
- Evaluated user research. Conducted competitive analysis. Built business cases and convinced stakeholders of product viability.
- Wrote an action plan to adapt the product to the market. Wrote sales script and trained sales force. Negotiated production and raised necessary investment funds.

Education

Bachelor's degree in Business Administration

Swiss Montreux Business School - Montreux, FL

August 2021 to May 2022

Bachelor's in Church Planting

The Ukrainian Baptist Theological Seminary - Lviv

September 2017 to May 2021

Online courses in Psychology

Specialist Institute CoramDeo - Kyiv, Ukraine

November 2012 to April 2016

Skills

- Business Analysis
- Requirements Gathering
- Business Process Modeling
- Business Requirements
- Scrum
- Waterfall
- Requirements Management
- Product development
- Software development
- Agile
- Russian
- Product management
- Negotiation
- Marketing
- Leadership
- Jira
- Confluence
- Fundraising
- SDLC
- Sales
- Ukrainian
- Email marketing
- Google Docs
- Google Suite
- Microsoft Project
- Business development
- Event planning
- Contracts
- Project implementation
- Research
- Customer service
- User Interface (UI)
- Test Cases
- Project management
- Figma
- UI design
- E-commerce
- Cryptocurrency

- Microsoft Powerpoint
- Presentation skills
- SQL
- Data analysis skills
- Data collection
- Program management
- Analytics
- Analysis skills

Languages

- Russian - Expert
- Ukrainian - Expert
- English - Fluent

Links

<https://www.facebook.com/24oles>

<https://www.linkedin.com/in/24oles/>

Certifications and Licenses

I am BA in lamPM, Kyiv

November 2021 to December 2021

The equivalent of 14 professional units

Requirements Management, Prototyping, Business Process Modeling Techniques, Technical Specifications Development

Course in Fundamentals of Corporate Finance - HSE

June 2021 to August 2021

Accounting, Asset Pricing, Probability Theory, Derivatives, Options, Stocks & Futures, Bull and Bear tactics, NPV

Brand manager in Kyiv National University

November 2012 to December 2012

Certified ScrumMaster (CSM)

February 2022 to February 2022

Certified Scrum Product Owner (CSPO)

November 2022 to November 2024