CONTACT ME

📍 Kyiv, Ukraine

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SKILLS SUMMARY

- Project Management
- Software Development
- Budget and Cost Analysis
- Process Improvement
- Polyglot

LANGUAGES

- English - C2 - Native
- Albanian - C2 - Native
- Italian - B2
- Spanish - B1
- Russian - A1

DEVELOPMENT

Front: Javascript, Typescript, ReactJS, React-Hooks, Redux, Redux-Sagas, NextJS, Gatsby, styled-components, TailwindCSS, TailwindCSS-JIT, Stripe

Back: NodeJS, Python, Django, Express, KoaJS, webpack, API Developement, Auth

DBs: MongoDB, mongoose, PostgreSQL, GraphQL, Apollo

TIESTI GOLEMI

SOFTWARE ENGINEER/PM

PERSONAL PROFILE

I am a CTO/PM with love for technology currently transitioning to a developer role to pursue my passion. However I am open to interesting offers and available for relocation.

WORK EXPERIENCE

Chief Technology Officer
NDA, Fintech/Marketing SaaS | Feb 2019 - Jan 2021 - Ukraine

- Managed company-level architecture, platform and data management processes.
- Changed the founding technology from outdated languages to current and performing technologies, decreasing server costs
- Moved more services to reliable 3rd party APIs, increasing main software development by 30%
- Changed hiring techniques and interviews, created a full inhouse development team instead of outsourcing development
- Attended different fintech expos and social events while representing the company and board of investors
- Switched company development cycle from Waterfall to AGILE with feature based bonuses, increasing efficiency and developer retention rate
- Organized and maintained monthly/yearly budgets while hitting the ROI quota set by the board of investors

Project Manager
Pro Capital Shpk - Fintech SaaS| Feb 2018 - Jan 2019 - Albania

- Served as the main liaison between the developer, marketing, sales and board of investors for our marketing oriented CRM SaaS
- Oversaw and assigned feature requests, development and design
- In charge of hiring new developers, raises, bonuses and building of new departments to handle the constant upwards scaling
- Taught myself the main CRM front/backend stack to further increase productivity while assigning tasks
- Organized different team building exercises and corporate events
- Added different benefits for developers that increased developer retention

Assistant Marketing/Project Manager
NDA - Marketing SaaS | Feb 2017 - Nov 2017 - Cyprus

- Co-implemented marketing strategies with offline and online media agencies
- Setup and managed different A/B testing funnels and landing pages for internal products and offers via Facebook/GoogleAds/DoubleClick/Taboola
- Planned and requested different features of internal products in response to A/B testing, feature requests and market volatility
- Head of marketing research and execution department
- Constantly kept up with changing trends via social media, news websites and deep web scraping
- Represented the company in international meetings while presenting new features and offers
- Organized and maintained monthly marketing budgets set with the marketing and project manager

Regional Sales Manager
Smart Solutions Shpk | Apr 2016 - Jan 2017 - Albania/Cyprus

- Oversaw and lead the sales teams in Albania and Cyprus
- Co-create and implemented multiple different pitching scripts for sales according to sales research results
- Calculated and set monthly, by-yearly and yearly office goals, quotas and bonuses
- Changed company hiring method of potential sales representatives
- Organized different in house sales and marketing courses to keep the teams up to date, increasing efficiency and lead to client ratios
- Worked closely with the CTO/CMO of the company to represent the sales team concerns and ideas for the product
- Prepared sales bonus budget on a month to month basis
- Organized multiple team building parties and activities for the sales teams and managers

Sales Agent
Smart Solutions Shpk | Aug 2015 - Apr 2016 - Albania/Cyprus

- Maintained monthly quota of sales set by the sales manager
- Increased client retention rate while increasing lead to client ratio on a monthly basis
- Suggested and helped implement new and different sales methods for the entire team
- Kept all the sales and client information up to date via our proprietary CRM platform

During this time I also started learning to code for a personal side project, that was put to pause because of the promotion to Regional Sales Manager, however my love for the fintech industry was never put to a pause and I kept up to date while still maintaining my new position at the company.

L2 Support and Sys Admin
PlugPayPlay ENS LTD UK | Jun 2012 - Nov 2012 - Remote UK

- Solved high priority tickets regarding game, website and VPS servers
- Setup dedicated servers with virtualization services like, cPanel, Plesk, TCAdmin
- System administration and website features for VIP clients
- Setting up plugins and basic wordpress changes for VIP Clients
- On call duty for critical level tickets by VIP Clients

L1 Support
PlugPayPlay ENS LTD UK | Jun 2012 - Nov 2012 - Remote UK

- Solved L1 tickets and emails for basic technical support
- Basic administration support for users
- Basic wordpress support for users
- Configuring clients cPanel and game servers settings as requested
- On call duty for day to day client support

EDUCATIONAL HISTORY

Business Administration & Computer Science (minor)
Marin Marleti University of Albania