

# DMITRY SEVRYUKOV

Entry-level Web Developer

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## CAREER OBJECTIVE

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Passionate about coding and problem-solving, I am a dedicated and adaptable professional seeking a junior/intern front-end developer role. With a diverse background in customer service, analytics, and leadership, I possess rapid learning abilities and adapt to ever-changing industry trends. Proficient in **HTML, CSS, JavaScript, React.js, and Vue.js**, I am eager to contribute to team success and apply my skills to excel in the dynamic tech industry.

## EDUCATION

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Moscow State University	Bachelor of Business Administration	Moscow, Russia	2004 - 2009
University of the People	Bachelor of Computer Science	Remote	2022 - current

## WORK EXPERIENCE

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Answer Financial Inc.	Insurance Agent	Remote	Apr. 2022 – Feb. 2023
<ul style="list-style-type: none"><li>Reduced quote processing time by 25% and increased cross-selling opportunities by 60% by streamlining workflows, optimizing software tools, and leveraging data showcasing strong problem-solving capabilities.</li></ul>			
Hansel Auto Group ( <a href="https://www.gohansel.com">gohansel.com</a> )	Client Advisor & Assistant Manager	Santa Rosa, CA	Sept. 2018 – Sept. 2021
<ul style="list-style-type: none"><li>Raised dealership's used car sales by 15% by implementing data-driven strategies, fostering a customer-centric approach, and gaining proficiency in dealer software highlighting strong analytical and interpersonal skills.</li><li>Boosted dealership's online presence, leading to a 25% increase in web-generated leads by integrating APIs, and optimizing digital marketing strategies, demonstrating expertise in both technical marketing domains.</li><li>Consistently achieved "Salesperson of the Month" by increasing lease portfolios and internet lead conversion rates by 25% through strong work ethic, effective collaboration, and exceptional problem-solving capabilities.</li></ul>			
Divers Motors	Used Car Operations Manager	Samara, Russia	Dec. 2013 – Mar. 2018
<ul style="list-style-type: none"><li>Drove used car operations revenue by 400% and customer satisfaction index by 20% by implementing best practices, innovative technologies, and data-driven strategies, demonstrating exceptional learning and strategic thinking skills.</li><li>Increased operational efficiency and customer experience through strategic development and integration of a CRM system and responsive website, leveraging API for seamless CRUD operations, and effectively leading and mentoring a team of six employees showcasing strong analytical, problem-solving, leadership, and collaboration skills.</li></ul>			

## PROJECTS

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### Personal Portfolio App ([www.sweettreat.live](https://www.sweettreat.live)):

- Created a Next.js and TypeScript portfolio app with search functionality and access content stores in markdown.

### Full-Stack Task Management Application:

- Developed a task manager app using TypeScript, React, Material UI, Tanstack Query, NodeJS, Express, TypeORM, and MySQL. Implemented real-time task counters and server synchronization for a seamless UX.

## ADDITIONAL INFORMATION

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**Stack:** HTML, CSS, JavaScript, API, Vue, React, Redux, Next.js, Node.js, Material UI, Tailwind CSS, Git, Adobe Suite.

**Skills:** Problem-solving, Adaptability, Quick Learning, Communication, Collaboration, Leadership, Analytical Thinking