Maxim Vlasov, Project Manager

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9 years of experience with web and mobile products in B2B and B2C e-commerce: Marketplaces, EPS, E-shops, and SRM systems. 80% of my projects fell within the project triangle, while all projects met stakeholders' expectations. Passionate about building collaborative teams and transparent development process.

AGORA, B2B/B2C e-commerce (SaaS) *São Paulo* **Project Manager** *June 2019 – September 2022*

- Completed 7 projects on time and within budget, contributing 20% of the company's annual revenue.
- Implemented 3-points estimating, reducing the average deviation of estimates from 35% underestimation to 12% overestimation;
- Built trust relationship with clients and signed supplementary agreements, leading to a 20% increase in project margins;
- Shortened the release cycle from 1 month to 2 weeks, resulting in a 30% increase in customer satisfaction;
- Established and managed the System Analysis department, contributing to a 16% increase in annual revenue;
- Built a positive work environment, attracting and retaining specialists at lower-than-market salaries.

Yandex, Taxi aggregation app *Amsterdam* **Project Manager (Scrum Master)** *October 2018 – April 2019*

- Implemented the Scrum framework in 3 teams, reducing the time to market by 15%;
- Increased transparency in the development process, allowing stakeholders to preview new features a month ahead of release time;
- Implemented the definition of done (DoD), decreasing cross-review time by 20%.

B2B CASH, B2B Marketplace *Moscow* **Project Manager** *September 2017 – August 2018*

- Led a cross-functional team of 20 members focused on delivering product features and writing all essential guides and documents for marketplace patenting.

IEIT, Control rooms software development *Almaty* **UI/UX Designer** *August 2016 – September 2017*

- Designed more than 300 design layouts for control centers and web applications;
- Participated in 4 business-process researches, which allowed to develop 4 valuable products.

KazDesign, Web studio *Almaty* **Project Manager Assistant** *January 2015 – August 2016*

- Contributed to managing 4 end-to-end projects, all completed on time, which resulted in +30% of the company's annual revenue.

KZ Promotion, Digital agency *Almaty* **Contextual Advertising Manager** *September 2013 – January 2015*

- Managed 9 advertising companies, reducing CPC by 50%;
- Optimized 7 sites and landing pages, leading to a 5% increase in conversion rates.

EDUCATION
TVET, Programming, Almaty college economics and law, 2015

CO-PROFESSIONAL EXPERIENCE
- Certified Scrum Master (PSM I) and Product Owner (PSPO I) by Scrum.org;
- Completed course on "Digital Product Management: Modern Fundamentals" by Darden School of Business;
- Hosted network evenings for IT specialists;
- Enjoys bringing together friends and colleagues for tabletop games.