



# / Kirill Vasiliev

Project manager, Team leader &  
People manager

+7 991 006 30 10

Kiravasiliev@gmail.com

Telegram @therapir

More details here: [Kvasiliev.ru](http://Kvasiliev.ru)

## / PROFESSIONAL PROFILE

Multi-skilled manager and team leader with experience negotiating, communicating, team building, coaching, and in business development. Confident using Jira, and other Atlassian services. Hard-working and team and client orientated, completing a lot of projects with different stacks of technologies. Worked with various projects including Social Networks, Fintech, Medtech, E-commerce. Successfully released several UK and Russian projects. I am easy-learning and ready to migrate.

## / KEY SKILLS

- Project management
- Team management
- Business development
- Critical thinking
- Data analysis
- Communication
- Scrum/Agile management
- Coaching
- Negotiation
- Proactivity
- Empathy
- Google G Suite

## **/ EXPERIENCE**

### **Senior Project Manager / Business Development Manager**

Aug 2019 - Present · 2 years 3 months

4xxi

My role included the elaboration of a business strategy for startups of partners and the formation of a workload to fulfill business goals. Conducting complex negotiations and the launch of new areas of development within the client's business. Formation of mutually beneficial and effective relationships with stakeholders and control of the project budget and deadlines. Formation of a real Development Team for effective work on projects and maintaining development plans for team members whilst maintaining the resource state of employees.

- From scratch, I implemented the project in the MedTech area — automation of business processes between medical service suppliers and insurance companies. This was completed on time and the goals of the business partner were reached.
- Implemented a startup, Challenge Social. A mobile application on the iOS and Android platforms for creating challenges. A complex project was launched, the expectations from the work were exceeded for the partner. We continue to work on the project and develop and fulfill new business goals.
- Launched an internal tool for the efficiency of project execution. The tool is now used on almost all projects.
- Formulated the process of Individual Development Plans for employees

### **Business Development Manager**

Apr 2019 - Jul 2019 · 4 months

Touch Instinct

During my time here, my role included the formation of a scope of work together with the customer to fulfill business goals. Conducting complex negotiations. The search of and formation of proposals, and launch of new areas of development within the client's business. Development team management.

Presentation of intermediate and final results to the chief officers. Scrum / agile development and team management.

- Created a feature for collecting feedback from users of a mobile application on a fintech project. I presented and agreed on this feature with the chief officer. Planned further implementation.
- Presented and agreed on the implementation of the function for arranging insurance for another fintech project, that will increase the profit from the application.
- Managed Customer Development. Prepared a presentation on the results of the research, successfully defended it to the customer. As a result, we abandoned dubious features, and did not spend design resources on their development.

## **Project Manager**

Jul 2017 - Mar 2019 · 1 year 9 months

RealWeb

Here my duty was to work with project management tools and manage development teams using scrum / agile methodology. Sale of projects and development of projects from scratch. Development of technical documentation. Conclusion of contracts, keeping the documents of turnover, and achieving the financial plan of the company. Fulfillment of tight development deadlines.

- Made a deal and supported the project that had the biggest revenue for the company for over two years.
- Improved the revenue of support on an e-commerce project. The client is a certificated Apple premium reseller.
- Successfully re-initiated relationships with a company in the construction area.
- Released a startup in the MedTech area, that doesn't have analogs in Russia.

## **Project manager**

May 2015 - Jun 2017 · 2 years 2 months

Nivamart

Undertook Scrum/Agile project management with the team and contractor. Development of events to increase website conversion. Working with search engines to promote sites (Yandex, Google). Analysis of data from search engines, preparation of performance reports. Managing the development of two company websites. Preparation of technical specifications in the field of design and software.

- Formed a team of 6 people to develop projects
- Released an e-commerce website of auto parts
- Released a web project for a car constructor
- Implemented a smooth transition from the old e-commerce website to the new one with the parallel operation of two sites.

## / EDUCATION

**Jira software course** **2019**

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**Emotional intelligence course** **2018**

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**SMART goals course** **2018**

RealWeb

**Communication training** **2017**

RealWeb

**Performance management training** **2016**

Saint-Petersburg's Management Courses

**MBTI training** **2016**

Saint-Petersburg's Management Courses

**Time management** **2015**

AmRest

**Feedback course** **2015**

AmRest

## / INTERESTS

Formula 1, Astronomy, Horses, Karaoke, Volvo Cars

## / LANGUAGES

**Russian** — Native

**English** — C1 level

For more information about me, please visit website [kvasliev.ru](http://kvasliev.ru)