



Contacts

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[Telegram](#)

[Linkedin](#)

Kyiv

Hard skills

- Sales
- Risk management
- Budgeting
- Planning
- Negotiation

Soft skills

- Communicative
- Creativity
- Flexible
- Perceptive
- Versatile

Languages

- English- Intermediate
- Ukrainian-Native
- Russian-Native

Education

IT School GoIT (Kyiv)

2023-2023 IT Project Manager

Kyiv Slavonic University

2008-2013 Master's degree.

Foreign affairs.

Oleksandr Antoniuk

Project Manager

I am a junior project manager and graduated from project management full-cycle.

Highly motivated and determined to work to achieve the set goals.

Knowledgeable in project management methodologies and product life cycles.

I have practical experience working with teams.

Project Experience

Easy-going

Creation of an online store for placing goods and services.

- SOW to the project;
- Created customer roadmap;
- Mind map;
- Project backlog;
- Manage project risks;
- Project budgeting

Work Experience

2018 - 2023

LTD "Ukroptima" | Kyiv

Head of Project Department

- Searching for and establishing new contacts, as well as supporting existing customers;
- Planning and scheduling: develop detailed project plans and schedules, taking into account all necessary resources and timelines;
- Budgeting and cost control: tracking expenses, and ensuring that the project stays within its financial limits.;
- Risk management: identifying and mitigating risks associated with the project, such as delays, and cost overruns.

Achievements:

- Successful management led to increased revenue and profitability for the organization by 40% per 4 years;
- Strong team management: built successful managers team a high-performing team that delivers quality work and achieves project goals. Tough and improve the management skills

2017 - 2018

LTD "MTD Group" | Kyiv

Sales/Project manager

- Managed the full sales cycle
- Coordinated the process from sale to closing of the project;
- Collaborated with company executives on management and team development issues;
- Build strong relationships with customers;
- Implementation of the sales plan. Work with the existing customer base and expansion;

Achievements:

- Increased sales by 26% through the development and implementation of a new sales strategy;
- Proposed and implemented methodologies in sales that resulted in increased conversions.