



# Yulia Tokarchukova

## EXECUTIVE ROLES

Teacher

Sales Manager

Head of Sales

Project Manager

Web Developer

CTO

Product Owner

Account Manager

Business Analyst

CEO

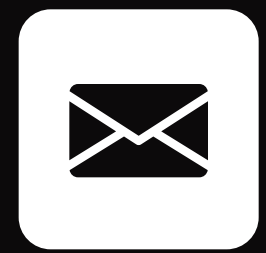
Business Consultant

## CONTACTS



PHONE

+380 (98) 872-99-03



E-MAIL

shturmanwoman@gmail.com



[Visit LinkedIn](#)

## ABOUT

Working in service companies for a long time gave me a deep understanding of clients' pains and ways to deal with them. Running a team as a CEO is a great management challenge. Solutions architecture brought me to a new level of complex abstarctions and possibility to plan and determine pros and cons on the way. Sales expertise is something that continues to develop is my nature. Educational background is a needed puzzle in my experience to perform needed level of communacation and present my skills in top-notch business circles.

## LANGUAGES

English



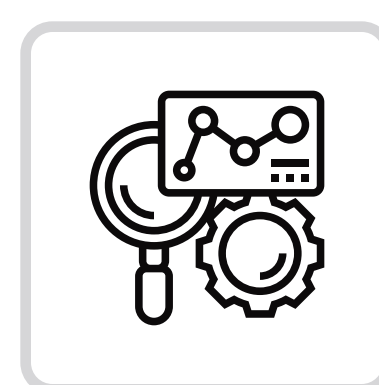
German



Russian/Ukrainian



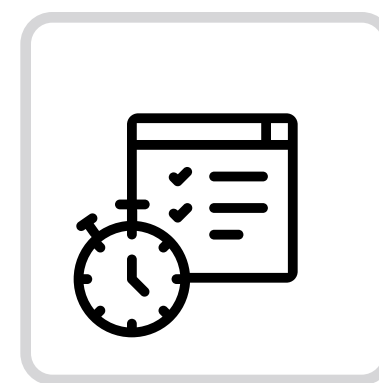
## SKILLS



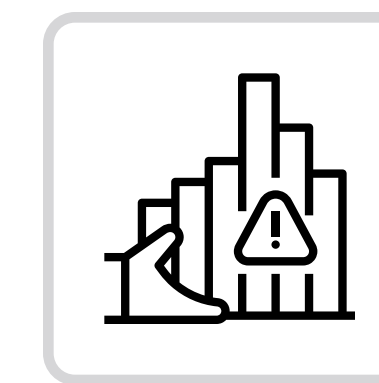
Technical Analysis



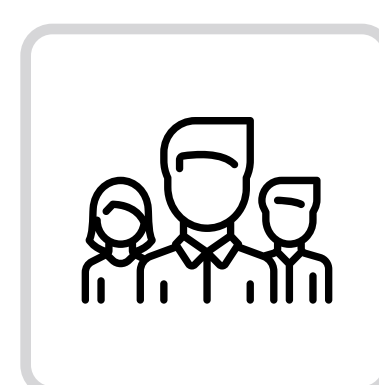
Business Planning



Process/  
Task Management



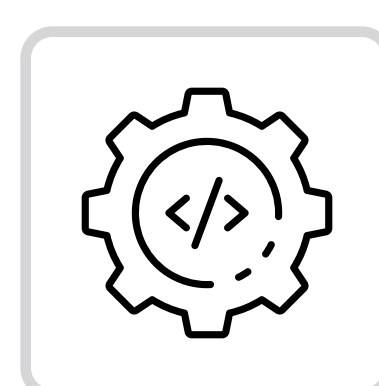
Risk Evaluation



Team/Company  
Management



Budget Estimation



Middle Web  
Development Level

## EDUCATION

2005  
2009

**Translation Specialist  
Bachelor Degree**

Zaporizhzhya State Technical University,  
Ukraine

2010  
2011

**Pedagogy Master Degree**

Zaporizhzhya State I University,  
Ukraine

2012  
2013

**Phylogy Master Degree**

Classic Private University,  
Ukraine

# WORK EXPERIENCE

2023  
PRESENT

## Kalyna Solutions

Co-Founder | Ukraine

- ✓ Started own company after leaving the corporate project
- ✓ Coordinate with the technical team
- ✓ Have more than 30 existing projects in the company
- ✓ Personally consult the founders of American and European business about their web presence
- ✓ Evaluate the scope of projects ( 1year+)

2018  
2023

## Academ Web Solutions

Chief Executive Officer | Ukraine

- ✓ Managed the team of 40 people
- ✓ Created strategy and tactical company's plans
- ✓ Ensured excellent customer service and appropriate project management
- ✓ Formed team structure with hierarchy and dependencies for more efficient work
- ✓ Succeeded in company's double growth per year
- ✓ Created internal methodologies for work of different departments

2018  
2020

## Nobel Coaching and Tutoring

Technical Lead, Product Owner, CTO | USA

- ✓ Created analysis of company's business needs
- ✓ Handled all technical support with the help of web development team
- ✓ Took part in taking core company's decisions
- ✓ Completed coordination of the technical team and marketing team
- ✓ Reviewed the state of all cloud solutions used and maintained them
- ✓ Prepared complex technical solutions to support business ideas
- ✓ Took part in meetings with investors and presented companies technical support

2015  
2018

## AvedSoft

Sales and Project Manager, Account Specialist, Head of Sales | Ukraine

- ✓ Built strong customer relationships and participated in growing product development opportunities.
- ✓ Developed a company's sales plan to support the overall marketing plan
- ✓ Created presentations for existing and potential customers
- ✓ Participated in sales meetings exhibited by the company; primarily as a relationship builder
- ✓ Created customer loyalty through excellent customer service, superior technical support
- ✓ Built sales department from scratch