

## Contact

Kyiv  
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(LinkedIn)

## Top Skills

PHP  
Python (Programming Language)  
JavaScript

## Languages

English (Limited Working)  
Ukrainian (Native or Bilingual)

# Oleksii Zhmud

PHP Web Developer  
Kyiv, Kyiv City, Ukraine

## Summary

Programing is a one of the best choice, which give a lot of ways in our life. It's really amazing to understand how it working, and that everyone can made this world more better. I love computer science and everithing what connecting with it.

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## Experience

### Аграрна біржа/Agrarian Commodity Exchange

PHP Web Developer

September 2021 - Present (2 years)

Kyiv, Kyiv City, Ukraine

- Developing new trading system (Full Stack);
- Creation telegram bots (PHP/Python);
- Supporting and upgrading trading system and our internal website based on WordPress;
- Developing new features;

Back End (PHP, Python, Linux, Apache, MySQL)

Front End (HTML/CSS, JS, jQuery, BootStrap)

### Lagoon Media

Web Developer

September 2020 - May 2021 (9 months)

Київ, Україна

Full creating web pages from idea to completed aplication, setup API configuration (Keitaro), speed optimization, search engine optimization, collecting data via Google API.

- Back end (Linux, Apache, MySql, PHP);
- Basic knowledge of front end (HTML. CSS, JS/AJAX, Bootstrap);
- Git;
- Open Cart (MVC).

Selfemployed

Freelancer

December 2018 - September 2020 (1 year 10 months)

Remotely

- Creation and supporting websites;
- Website optimizing;
- Filling and editing content;
- Search engine optimization;
- Basic knowleges of PHP, MySQL, JS, HTML, CSS.

## London Walking Tours

Virtual Assistant

January 2016 - December 2018 (3 years)

London, United Kingdom

- Checking guide's reports;
- Update Customer Tracking files;
- Editing photos;
- Receiving/sending emails out (edited photos, communication with customers & guides..etc);
- Creating monthly reports;
- Creating and updating photo albums on social media;
- Communication with other team players.

## WEB Studio Klats

Sales and Project Manager

November 2014 - January 2016 (1 year 3 months)

Ukraine, Kiev

- Account Management:
  - Sales of services (SEO, Support, Developing web sites, pages etc.);
  - Contract agreement;
  - Price negotiation;
  - Payment control;
  - Customer support.
- New client research:
  - Hot and cold calls;
  - Internet research;
  - Introduction during advertising show;
  - New client analyzing and sales forecast.
- Project managing:

- Business meetings;
- Development of technical specifications;
- Planning stages of development;
- Production team (4 people) managing (task prioritizing, quality control, deadline managing);
- Quality control.

## МЧП Арника-2

Advertising and marketing manager (Outdoor\Indoor)

June 2006 - October 2014 (8 years 5 months)

Ukraine, Kiev

- Account management:

1. Sales of printed matter
2. Contract agreement
3. Price negotiation
4. Payment control
5. Mockup development
6. Quality control
7. Client management
8. Logistics support
9. Customer support
10. Overdue issue closing

- New client research

1. Hot and cold calls
2. Internet research
3. Introduction during advertising show
4. New client analyzing and sales forecast

- Market research

1. Competitors analyzing;
2. Price position management;
3. Diller price comparison and price negotiation;
4. CGS calculation and forecast, profit managing;
5. New materials research (internet, printing materials advertising show).

- Production managing:

1. Materials inventory managing and purchase;
2. Production team (16 people) managing (task prioritizing, quality control, deadline managing);

3. Logistics control.

- Business process optimization:

1. New orders managing system implementation (WEB platform);
2. Automate orders realize and direct send to customer;
3. Update balance managing process.

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## Education

NAU "Uman Agrarian University"

Specialist Management and Marketing, Management and  
Marketing · (2002 - 2009)