

ANDREY KRYLOV

Product Manager

(415)535-8294

@ Akrylov1@yahoo.com

San Francisco, CA 94122

EXPERIENCE

Product Manager

World Ballet Company

02/2024 San Francisco, CA

- Brand Development:** Launched 20+ innovative products, increasing product range and market appeal. Boosted online shop engagement by 150% through strategic marketing
- Supplier Management:** Grew active supplier base by 230%, ensuring a reliable supply chain. Initiated two first-ever collaborations, expanding market reach
- CRM Implementation:** Integrated a new CRM system and improved customer communication procedures

Founder

Zero Stress Senior Placement

08/2023 - 02/2024 Indianapolis, IN

- Startup Development:** Established a senior placement advisory service, gaining initial traction before ceasing operations

Operations Manager

Weedar

05/2023 - 08/2023 Los Angeles, CA

- Sales Material Development:** Created all sales materials, including pitch decks, one-pagers, and video explainers. Conducted 10+ sales presentations weekly
- Brand Launch:** Launched the first-ever brand, expanding from 0 to 25+ products, and initiated sales

Business Development Manager

RACS 501c(3) Non-Profit

09/2022 - 05/2023 San Francisco, CA

- Communication Channels:** Developed three new communication channels, increasing year-over-year donations by 230%
- Fundraising:** Organized three fundraisers, raising record funds 170% higher than the previous year and attracting 35% more attendees

Fundraiser Project Manager

Solomon.help Non-Profit

04/2020 - 08/2022 Moscow

- Data Capabilities:** Introduced new data collection and analysis capabilities, increasing donor response and average donations by 40%
- Team Training:** Conducted weekly training sessions for fundraising managers, growing the team from 2 to 7 members and increasing the monthly fundraising plan per manager by 20%

EDUCATION

Bachelor of Business Administration (BBA)

Osu

09/2004 - 08/2008

SUMMARY

Results-driven Project and Product Manager with 8+ years of experience in leading projects, managing content management systems, and spearheading cross-functional teams. Successfully launched 20+ products, increased supplier base by 230%, and boosted online engagement by 150%. Proven track record of optimizing user experiences, implementing CRM systems, and driving strategic initiatives to achieve 170% fundraising growth.

SKILLS

Business Development Cms Crm

Front-end Market analysis

Product Lifecycle Management

Project Management Data Analysis

Sales presentations

Strategic Planning Team Leadership

Business Process Optimization

Technology Integration

Stakeholder Communication

Cross-Functional Team Leadership

Supplier Management

Product Lifecycle Management

Marketing Strategy

Team Training & Development

Sales Presentations