

Andrey Krylov

Akrylov1@yahoo.com | (415) 535-8294 | San Francisco, CA 94122

Summary

Project and Product Manager with a robust background in project management, content management systems, and cross-functional team leadership. Proven ability to lead the development of front-end UI and back-end tools, manage product lifecycles, and optimize user experiences.

Professional Experience

Tour Manager | *World Ballet Company* | February 2024 – Present

- Successfully oversee the operational and logistical aspects of the company's tour, managing both front-of-house activities and coordinating with orchestras, contractors, and venues.
- Lead a diverse team of over 50 cast and tech crew members, ensuring seamless communication and coordination for daily operations.
- Responsible for the development and optimization of merchandise products, including crafting specifications, negotiating with suppliers, and ensuring product quality.
- Proactively identify and resolve issues related to logistics, communication, and emergency situations, ensuring the smooth execution of tour schedules.
- Maintain clear and effective communication with stakeholders, providing regular updates and facilitating knowledge transfer for ongoing management.

Operations Manager | *WEEDAR* | May 2023 – August 2023

- Spearheaded data-driven decision-making processes, enhancing the effectiveness of marketing strategies.
- Collaborated with cross-functional teams to analyze and refine business requirements for marketing initiatives.
- Managed CRM systems, ensuring accurate data collection for analysis and reporting.

Business Development Manager | *RACS* | September 2022 – May 2023

- Conducted data analysis to identify growth opportunities within specific demographics, aligning strategies with organizational goals.
- Led initiatives to optimize the organization's website, enhancing user experience and accessibility.
- Established and nurtured partnerships, contributing to a 15% growth in event attendance.

Fundraiser Project Manager | *Solomon.help* | April 2020 – August 2022

- Developed and executed fundraising strategies, analyzing data to enhance campaigns' effectiveness.

- Provided training in data-driven decision-making, emphasizing analytics in fundraising efforts.
- Enhanced client relations by ensuring communication materials align with organizational values.

Additional Experience

Project Manager | *Chameet* | *May 2018 – November 2018*

- Assisted a tech event start-up with project management and business strategy development.
- Collaborated closely with the Founder on marketing, event planning, and tech solutions.
- Managed sales and marketing strategy development, guest invitations, and reservations.

Branch Manager | *Sixt* | *November 2017 – May 2018*

- Managed business operations, exceeding fleet growth goals by 21%.
- Supervised a team of 10, focusing on team-building and employee development.
- Utilized metric-driven strategy and competitive analysis to maximize revenue.

Education

- **Diploma in Workforce Development and Training** | MMIBA | 2021
- **Diploma of Soft Skills Coach** | UROM | 2017
- **Bachelor of Business Administration (BBA)** | OSU | 2004 – 2008

Skills

- **Content Management Systems (CMS):** Experience with various CMS platforms
- **Project Management:** Adept at managing projects from initiation to completion.
- **Data Analysis:** Proven ability to analyze and interpret complex data sets.
- **Strategic Planning:** Experience in developing and executing strategic plans.
- **Business Process Optimization:** Identifying and implementing process improvements.
- **CRM Management:** Expertise in managing Customer Relationship Management systems.
- **Communication:** Exceptional verbal and written communication skills.
- **Technology Integration:** Applied technology solutions to enhance business processes.
- **Market Analysis:** Conducted competitive analysis to maximize revenue and market growth.
- **Stakeholder Communication:** Fostered strong relationships with clients, donors, and team members.