Oleg S.
Expert Delivery Director

SUMMARY

A seasoned leader and professional with over 20 years of experience in the technology industry. My passion for creativity and unique skillset allows me to provide clients with valuable insights and strategy. As a software and technology product strategy advisor, I have a proven track record of helping companies develop and implement strategies that drive growth and increase efficiency. My expertise in open finance, e-commerce & data governance, and B2B SaaS has also made me a trusted advisor to companies looking to stay ahead of the curve in these rapidly evolving fields. Throughout my career, I have built dozens of software development teams, successfully delivering complex projects across multiple industries globally. With my deep understanding of the technology landscape and strong leadership skills, I can guide organizations toward achieving their business objectives.

TECHNICAL SKILLS

Main Technical Skills	Delivery Management, Banking
Programming Languages	PHP
Cloud Platforms, Services & Computing	AWS, Hybrid clouds
Amazon Web Services	AWS Lambda
Industry Domain Experience	Banking
Methodologies, Paradigms and Patterns	Agile
Deployment, CI/CD & Administration	CI/CD
Message/Queue/Task Brokers	Kafka
Virtualization, Containers and Orchestration	Kubernetes
Soft Skills	Mentor Aptitude , Research Skills
SDK / API and Integrations	Payment Gateways
Project Management & Administration	Product Management, Product Strategy
UI/UX/Wireframing	UI/UX

Other Technical Skills	B2B/B2C marketplaces, Brand Positioning, Conversion Optimization, global fast-fashion, Lending, niche businesses, Open Banking, Open Finance, P&L Management, Privacy Compliance & Data Governance, Strategic Account Management & Partnerships, User Engagement

EXPERIENCE

Head of Product and Delivery, Reach Financial (20+ team members)

02.2021 – 03.2023

Description: Reach Financial is a lender which offers personal loans to consolidate debt or refinance credit cards. Reach helped customers to pay off over $1B in debt.

Reach.com is part of the same group of companies as nationaldebtrelief.com, having over 1k employees. The group of companies serves hundreds of thousands of retail consumers, managing several billion USD in debt relief services and having a large portfolio of personal loans.

Responsibilities: As a part of my role at Reach Financial, I was responsible for developing and implementing financial wellness tools that assist individuals in managing their spending habits, making timely payments on bills and credit, and increasing their credit scores. This approach has led to sustained engagement with our audience (with monthly active users exceeding 75%). It allowed for to reduction of delinquency and charge-offs and the creation of new revenue streams.

To ensure a superior user experience, we process vast amounts of transactional and credit score data, utilizing AI/ML techniques to make predictions. Our team has also designed and implemented a highly scalable infrastructure using AWS (Kubernetes, Apache Kafka, Sagemaker, Lambda functions, and more).

WeControl.io

Board Member (02.2021 – now)

Co-Founder, CEO (07.2018 – 02.2021)

Description: The comprehensive GDPR management & data governance solution streamlines the process of ensuring compliance both internally and with third parties, ultimately reducing the time and effort required.

Strategic Advisor, Xelon.ch

01.2021 – 01.2022

Description: Strategic vision and company transformation to allow 10x growth in a niche Hybrid/Private Cloud space, implementing a B2B Sales methodology.

General Manager, Provectus (50+ team members)

06.2014 – 07.2018

Description: As a part of my role at Provectus, a global consultancy and solutions provider, and an AWS Premier Partner headquartered in Palo Alto, USA, I have been responsible for developing an E-Commerce line of business from the ground up. This has resulted in the acquisition of dozens of clients globally.

The task was to build a business/delivery unit. It's a business within a business, including building a Delivery model for multiple clients and Account Management.

Responsibilities:

- P&L management resulted in revenue in the seven figures with a net margin of over 20%
- Accounts management, including the maintenance of existing relationships and the acquisition of new ones
- B2B sales of new accounts
- Providing strategic consultancy to clients & delivery management
- Forming and managing teams of business analysts, data scientists, developers, and QAs
- Overseeing daily operations to ensure the smooth running of the business.

Agile Project Manager, Big Ukrainian IT Service Company

08.2013 – 06.2014

Responsibilities:

- Agile project management;
- people management & motivation;
- process improvement;
- ensure high quality of delivery;

Web Development Manager / Project Manager, RedCats: Ellos & LaRedoute Scandinavia (Sweden, Boras)

02.2012 – 08.2013

Responsibilities:

- web development management;
- consultations on E-Commerce solutions/improvements;
- PIM, product information transformation pipelines;
- CRM and ERP systems integration;
- business processes analysis;
- mobile commerce;
- internal projects (e.g., Big Data, re-platforming projects);
- online marketing technical support;
- CI/CD transformation.

Redcats was a leader in fashion & home decoration on the web. 80% of products were designed in-house, with 26 million active customers. RedCats was part of the PPR group. In 2013 RedCats Nordic was sold to Nordic Capital Fund IIV. Currently, the company is called

Ellos Group.

WebSites:
Brand Ellos: www.ellos.se, www.ellos.fi, www.ellos.dk
Brand LaRedoute: www.laredoute.se, www.laredoute.no
Brand Jotex: www.jotex.se

My responsibilities covered all processes connected to the management of near-shore and, later on, on-shore teams of developers, QAs & UI/HTML producers:

- resources management: teams management using Agile / Scrum;
- management of off-shore & on-shore teams;
- consultations on E-Commerce solutions and improvements;
- coaching & mentoring.

General Manager / Engineering Manager, Capital Payment Solutions

06.2010 – 02.2012

Description: Capital Payment Solutions is an IPSP with a range of own E-Commerce projects (US and EU markets). My target was to manage existing E-Commerce business: increase the conversion rates of online stores, optimize business processes, manage resources, improve relationships with suppliers, and build an affiliate network system.

Responsibilities:

- E-Commerce business management
- projects development management
- affiliate network systems development & management

Project Manager, Senior PHP Developer / gsmExchange.com (Ireland, Dublin)

03.2009 – 06.2010

Description: gsmExchange.com is an international large-quantity GSM handset B2B trading platform.

Targets:

- gsmExchange.com B2B SaaS platform development and scale

Team Leader, Senior PHP Developer, Ukrainian International Currency & Stock Exchange

09.2007 – 12.08

Description: FTN Monitor is financial information provider covering markets and companies in Central & Eastern Europe and the Asian region. FTN Monitor terminal offers a range of financial data for market professionals - analysts, traders, and investors focusing on projects in dynamically growing economies. As an information aggregator, we provide up-to-date macroeconomic and pricing data by country, industrial research, rating reports, official corporate filings, live news feeds, and data processing functionality.

Web Department Manager, "Roscon" LT

08.2005 – 07.2008

Software developer, Nippon Technology

02.2005 – 12.2005

European Commission

09.2005 – 01.2006

Project Manager, Software Developer, EveryChild, TACIS Projects (contracts for software development).

10.2003 – 02.2004

Software Developer/System Administrator., National Department of Social Insurance of the Republic of Moldova, Department of Informational Technologies.

06.1999 – 02.2005

EDUCATION

Technical University of Moldova; Computers, Informatics and Microelectronics Department.

2000-2005

College of Informatics of Moldova; Informatics Department.

1998-2000

CERTIFICATES

Master Certificates in Relational Database Management System Concepts from Brainbench.com

October 2002