

CONTACT

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PERSONAL SKILLS

- Strong organisational skills
- Ability to multi-task
- Attention to detail
- Dependability
- Self motivation
- Problem solver
- Accountable
- Open minded

INTERESTS

- Traveling
- Cycling
- Music
- Books
- Cooking

LANGUAGES

- English
- Macedonian

BOJAN CHURLINOV

PRODUCT MANAGER / DEVELOPER

ABOUT ME

I am a dedicated and passionate individual who takes pride in my work and continually strives to excel in everything I do. My commitment to learning and growth drives me to seek new knowledge and skills, ensuring I stay at the forefront of my field. I eagerly embrace new challenges and opportunities for personal and professional development.

As a tech enthusiast, I find joy in exploring innovative solutions and advancements. My curiosity for technology fuels my drive to understand and leverage the latest trends and tools. This passion extends beyond my professional life, as I enjoy engaging in tech-related hobbies and projects.

In addition to my love for technology, I have a deep interest in marketing and sales. I often immerse myself in books and resources to broaden my understanding and enhance my strategic thinking. This quest for knowledge helps me stay informed and adaptable in a rapidly changing world.

I believe in the power of continuous improvement and bring this mindset to every aspect of my life. Whether through professional endeavors or personal interests, I strive to deliver exceptional value and results. My dedication, curiosity, and passion for learning define who I am and drive me to make a meaningful impact.

EDUCATION

EUROPEAN LAW

F.O.N. University
2005 - 2010

COMPUTER SCIENCE

F.O.N. University
2016 - Present

EXPERIENCE

PROJECT MANAGER / PRODUCT MANAGER

Worldwide

2013 - Present

- Led cross-functional teams to develop and launch over 20 successful products.
- Conducted market research and competitive analysis to identify customer needs and opportunities, guiding the product roadmap.
- Defined and prioritized product features and requirements based on user feedback, market trends, and business goals.
- Managed the product lifecycle from ideation to sunset, ensuring continuous improvement and alignment with customer expectations.
- Utilized data analytics and user testing to validate product hypotheses and make informed decisions.
- Developed and maintained product documentation, including specifications, user guides, and release notes.
- Facilitated stakeholder meetings and communicated product vision, progress, and updates effectively.
- Improved product adoption rates by implementing user onboarding processes and creating engaging tutorial content.
- Streamlined product development workflows by introducing agile methodologies.
- Led the redesign of a flagship product, enhancing user experience which increased customer retention.
- Established a feedback loop with customers to gather continuous input, ensuring the product evolves with market demands.
- Successfully managed multiple concurrent projects, maintaining a track record of on-time and within-budget deliveries.
- Coordinated cross-departmental efforts to align product goals with marketing, sales, and customer support strategies.
- Developed and executed A/B testing strategies to optimize product features and improve user engagement.
- Created and monitored key performance indicators (KPIs) to measure product success and inform strategic decisions.
- Implemented data-driven decision-making processes.
- Played a key role in securing additional funding by presenting compelling product vision and progress reports to investors.
- Enhanced product accessibility features, making the product more inclusive and compliant with industry standards.
- Partnered with UX/UI designers to create intuitive and visually appealing interfaces, boosting user satisfaction.
- Optimized the product's pricing strategy, balancing profitability with customer value and competitive positioning.
- Conducted post-launch product performance reviews, identifying areas for improvement and implementing necessary changes.

Additional skills:

- Proficient in project management tools such as JIRA, Trello, Asana etc.
- Strong analytical skills with the ability to interpret data and generate actionable insights.
- Expert in agile methodologies and practices, ensuring efficient and effective product development cycles.
- Skilled in conducting user interviews and surveys to gather in-depth customer insights.
- Adept at creating wireframes and prototypes to visualize product concepts and features.
- Proficient in coordinating with marketing teams to develop go-to-market strategies and product launches

FULL-STACK DEVELOPER

Worldwide

2013 - Present

- Managed end-to-end project lifecycles for diverse clients worldwide, from initial concept through to final deployment and maintenance.
- Designed and implemented robust architectural solutions, enhancing system scalability, reliability, and performance.
- Gained comprehensive experience in both front-end and back-end development, utilizing technologies such as HTML, CSS, JavaScript, React, Node.js, and Nest.js.
- Developed and deployed mobile applications, expanding technical expertise and providing versatile solutions to meet client needs.
- Designed intuitive and engaging user interfaces, integrating UX/UI best practices to ensure exceptional user experiences.
- Implemented and optimized databases, leveraging SQL and NoSQL solutions, and utilizing ORM tools to streamline data management.
- Collaborated closely with clients to gather requirements, provide regular updates, and ensure alignment with project goals and expectations.
- Embraced agile methodologies, participating in daily stand-ups, sprint planning, and retrospectives to foster effective team collaboration and project management.
- Conducted code reviews and testing to ensure high-quality, bug-free deliverables.
- Adapted to new technologies and frameworks quickly, demonstrating a commitment to continuous learning and professional growth.
- Successfully delivered projects across various industries, including e-commerce, healthcare, finance, and more, gaining valuable insights and experience.
- Coordinated with cross-functional teams, including designers, developers, and marketing professionals, to deliver cohesive and effective solutions.
- Managed version control using Git, ensuring smooth collaboration and code integrity throughout the development process.
- Provided post-launch support and maintenance, addressing issues promptly and implementing enhancements based on user feedback.
- Delivered projects across various domains, including e-commerce, healthcare, finance, and education, showcasing adaptability and a broad skill set.
- Excelled in problem-solving and troubleshooting, quickly addressing technical challenges and minimizing project disruption.
- Provided comprehensive documentation and training for end-users and team members, ensuring smooth handovers and ongoing support.
- Practiced agile development methodologies, participating in sprint planning, daily stand-ups, and retrospectives to ensure timely and efficient project progression.

FRONT-END DEVELOPER

Prospective Media Services PMS AG (Switzerland)

2022 - Present

- Developed and maintained complex, enterprise-level applications for major clients across Switzerland using React and custom solutions
- Engineered responsive, high-performance web interfaces that ensure optimal user experience across various devices and browsers.
- Collaborated with backend developers to integrate APIs and ensure seamless data flow and functionality in the application
- Implemented best practices for code quality, maintainability, and performance optimization.
- Managed and executed deployment processes, including creating and maintaining GitHub scripts for automated builds and deployments.
- Utilized version control systems (Git, GitHub) to track code changes, collaborate with team members, and manage project versions effectively.
- Conducted user research and usability testing to gather insights and feedback, driving design decisions and enhancements.
- Created wireframes, prototypes, and high-fidelity mockups to visualize and iterate on design concepts.

Additional skills:

- Proficient in front-end technologies including HTML, CSS, JavaScript, TypeScript, and modern frameworks like React.
- Strong understanding of version control systems, CI/CD pipelines, and deployment processes.
- Excellent problem-solving skills and ability to troubleshoot and resolve complex technical issues.

FULL-STACK DEVELOPER

DPC - Department of the Premier and Cabinet at Western Australia

2020 - 2022

- Designed and implemented sophisticated web applications for the Department of the Premier and Cabinet in WA, focusing on both front-end and back-end development.
- Created dynamic, user-friendly interfaces with Next.js ensuring cross-device compatibility and high performance.
- Managed and optimized databases, developing efficient schemas and queries to maintain data integrity and improve application speed.
- Developed secure and scalable backend services using Nest.js, adhering to best practices and industry standards.
- Deployed, monitored, and maintained applications using AWS services, ensuring high availability and scalability.
- Automated build and deployment processes, maintaining CI/CD pipelines for streamlined development and deployment cycles.
- Integrated multiple APIs to enhance functionality and support seamless data exchange within the applications.
- Ensured robust security measures were in place, given the sensitive nature of government applications, to protect against data breaches and unauthorized access.
- Collaborated with cross-functional teams to deliver projects on time, meeting the stringent security and compliance requirements of government standards.

FOUNDER AND MANAGING DIRECTOR

Bold Development (Ohrid, North Macedonia)

2017 - 2020

- Established and led a dynamic company specializing in villa rentals across luxury locations in Europe, serving high-profile clients from the UK.
- Grew the company to a team of 20 professionals, including developers, designers, marketing experts, and customer care representatives.
- Oversaw all aspects of business operations, ensuring efficient workflow, high-quality deliverables, and client satisfaction.
- Recruited, trained, and managed a diverse team, fostering a collaborative and productive work environment.
- Set strategic goals and objectives, aligning team efforts to achieve business targets and drive growth.
- Coordinated and delegated tasks across various departments, ensuring timely project completion and adherence to client requirements.
- Implemented effective marketing strategies, enhancing brand visibility and attracting new clients in the competitive villa rental market.
- Maintained strong client relationships, addressing their needs and ensuring exceptional service and support.
- Managed financial aspects of the business, including budgeting, forecasting, and financial planning to ensure sustainability and profitability.
- Ensured compliance with industry regulations and standards, maintaining the highest level of professionalism and integrity in all business dealings.

FRONT-END DEVELOPER

Dreams (Ohrid, North Macedonia)

2013 - 2017

- Gained hands-on experience by working on a variety of projects, including developing and customizing WordPress websites.
- Learned and applied HTML, CSS, and JavaScript to create responsive and interactive web pages.
- Designed and edited graphics using Photoshop, developing a foundational understanding of UI/UX principles.
- Collaborated with a supportive management team, which provided mentorship and guidance, enhancing my skills and knowledge in web development.
- Assisted in troubleshooting and debugging issues, ensuring smooth and efficient project execution.
- Worked on cross-functional teams, gaining insights into different aspects of the web development lifecycle.
- Contributed to the improvement of existing websites by implementing new features and enhancing design elements.
- Developed a strong understanding of web standards and best practices, laying the groundwork for future growth in the field.
- Embraced continuous learning and stayed updated with the latest trends and technologies in front-end development.