

## **IVAN KOCH**

Argentine. Age: 29.

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### **ABSTRACT**

Finance graduate. Entrepreneur, running my own software development company in Argentina. Focused on finding innovative, cost-effective solutions. Adept at using cutting-edge business strategies to increase client return on investment. Capable of thinking strategically and maintaining a solution-oriented approach. Enthusiastic, creative and self-starter. Excellent analytical abilities and communication skills.

### **OBJECTIVE**

Seeks a challenging, dynamic and motivational working position and multi-cultural environment, with opportunities for personal growth and professional accomplishments.

### **EDUCATION**

**Bachelorship in Finance.** UADE

**Dissertation:** YPF Valuation. Selected by UADE to be member of the team that participated in the 2016-2017 CFA Research Challenge organized by the CFA Institute.

The team won the local competition (Argentina & Uruguay) and will be competing in the regional stage in Seattle, WA, in April 2017.

**English.** Advanced.

2 years studying and working abroad in multicultural exchange programs in New Zealand (2010) and Ireland (2013)

### **Technology and skills.**

- Microsoft Office tools.
- Server side: PHP, C#
- DB: MySQL
- Client side: jS, Ajax and web (HTML5, CSS3)
- Design: Photoshop.
- Agile methodologies: Scrum.

### **WORKING EXPERIENCE**

**Spirit Consulting SRL (07/2014 – On going)**

Business Developer - Software factory startup

#### **Commercial and financial role**

Commercial manager. Business developer responsible for financial management of projects, recognizing business opportunities and putting together bids to win new business as well as negotiating and agreeing contracts. Continuously working to strategically expand, preserve and improve procedures and standards whilst sticking to regulatory guidelines.

## **Achievements**

- Increased sales by 600% during the first 12 months.
- Increased average sales on 50%.
- Decreased deviation from estimating product deployment deadline.

## **Tech role**

- Functional analysis and project management.
- Documentation for back and front end developers.
- HTML / CSS Designer for mocking front and back ends.
- Agile methodologies (Scrum)
- QA Tester
- Strong contact with clients during every stage of the development.

## **Portfolio**

- Web.
  - [www.spiritconsulting.com.ar](http://www.spiritconsulting.com.ar)
  - [www.mynameisvilla.com](http://www.mynameisvilla.com)
  - [www.esteticacasal.com](http://www.esteticacasal.com)
  - [www.lemonpoint.com](http://www.lemonpoint.com)
- Mobile
  - DolarYa (Cronista comercial)
  - UB Mobile (Universidad de Belgrano)
  - CetApp (Cetap S.A.)
  - Citric – Tienda Online (Android and iOS)
  - Botón de pánico (Private investor)
  - Lemonpoint (Private investor)

## **Exchange programs abroad**

### **Multicultural experience (Ireland: 12/2012 – 06/2014 || New Zealand: 12/2009 – 02-2011)**

Ireland's and New Zealand working agreements with other governments allow young people of both countries to fund an extended holiday through temporary work.

It was a great multicultural experience where I mastered my english communication skills and met people from all over the world.

## **Grupo Telecom S.A**

### **Sales Representative (07/2011 – 09/2012)**

#### **Responsabilities**

- Sell mobile device products to new and existing customers.
- Develop and implement tactical sales plans for growing new business and expanding current business within territory.
- Maintain complete ownership over designated accounts within the territory.
- Work with other sales and marketing employees to enhance technical visibility and company image within all accounts.