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# ELENA PAVLOVSKAYA

## SENIOR PRODUCT MANAGER

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Chisinau, Moldova (open for relocation) ♦ +37379384688 ♦ epavlovscaia@gmail.com

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### PROFESSIONAL SUMMARY

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Senior Product Manager with 18 years in Tech with experience in product development and release process. Proven track record of successfully managing and releasing multiple product versions, with experience in both B2B and B2C products. Strong understanding of Jira and Agile methodologies.

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### SKILLS

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- Product Enhancement Strategy
- Product Team Leadership
- Product Roadmaps
- Product Positioning
- Feedback Incorporation
- Product LifeCycle Management
- Customer Feedback maintenance
- Product Strategies

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### WORK HISTORY

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**Founder**, 10/2023 - Current

**techdoor.md**, First media platform for IT specialists from Moldova

**Co-founder Product Management Community Moldova**, 05/2022 - Current

**Senior Product Manager**, 04/2022 - Current

**Portside**, Staffing Marketplace

- Communicating with end-users and stakeholders to gather feedback and insights
- Prioritizing features and bugs to ensure successful product development and launch
- Consulting with product development teams to enhance product based on customer interest data

**Product Manager**, 04/2020 - 02/2022

**Heally**, Telehealth platform

- Led release readiness process of new products and product release versions
- Combined customers requests into product features
- Transformed customer requests into Jira stories with the acceptance criteria
- Coordinated project planning and execution with team members and team leads.

**Product Manager**, 12/2015 - 06/2019

**Model N**, CPQ Revvy - Suite aiming to help sales people manage their quotes and orders with configurable products and services

- Have released 10 product versions of CPQ, CLM, Flex CM and Rebates products
- Collaborated with sales, marketing and support teams to launch products on time and within budget and came up with the combined list of problems and requests
- Have built up business knowledge of engineering teams in business areas
- Documented user stories, specifications and product features into detailed work order to communicate across teams and build mandatory requirements.

**Product Manager**, 02/2012 - 12/2015

**Determine**

Managed 2 products:

- Determine CLM is an enterprise solution to streamline contract processes.
- Selectica GS for Salesforce was an automated solution for the quote-to-cash process.

## Achievements:

- Released 4 versions of the CLM product with the help of distributed engineering team (the US, Ukraine) and engaged several big companies
- Led Selectica Guided Selling product to being recognized as one of the best product in the industry and it got Bronze Stevie Award

## **Middle QA**, 10/2011 - 02/2012

**Determine**, Contract Lifecycle Management is an enterprise solution to streamline contract processes for B2B customers.

- Managed test-cases for the features, performed regression
- Quickly learned new skills and applied them to daily tasks, improving efficiency and productivity.

## **Product Manager**, 07/2009 - 08/2011

**Unisim-soft LTD**, Una.md - ERP system which automates quote-to-cash, human resources, contract processes

- Have launched Cash Desk automation system for the cashiers and their managers of Moldova telecom company MOLDTELECOM
- Have conducted about 10 training sessions for more than 130 users

## **Junior QA**, 02/2007 - 07/2009

**Ellipse Solutions**, Trade & Logistics/Microsoft Dynamics AX

- Evaluated data sets from multiple test implementations to determine and account for standard variance in test results.
- Tailored testing procedures to obtain data most relevant to understanding underlying causes of production limitations.

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## EDUCATION

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**GoPractice**: Growth Product Manager, 2020

**Coursera**: AI For Everyone, 2019

**Scrum Alliance**: Scrum Master, 2014 - Odessa, Ukraine

**Pragmatic Product Marketing Training**: Product Management, 2013 - San Francisco, USA

**MBA**: Economics, 2011

**Academy of Economics From Moldova** - Chisinau, Moldova

**Bachelor's Degree**: Math and Computer Science, 2009

**Moldova State University** - Chisinau, Moldova

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## VOLUNTEERING

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**Co-Founder of Product Management Community Moldova** (Chisinau, Moldova), May' 2022 - present

- Organizing offline meet-ups and the 1st product management conference in Moldova
- Working with the speakers on their presentations, hosting events

**Product Tank Odessa Co-organizer at Mind the Product** (Odessa, Ukraine), Oct' 2017 - March' 2020

- Helped with the organization of 14 meetups for product managers
- Worked with the speakers on their presentations, hosted meetups

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## LANGUAGES

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**Russian**: Native language

**Romanian**: B2 Upper intermediate

**English**: B2 Upper intermediate

**Ukrainian**: B1 Intermediate

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## LEGAL INFORMATION

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**Citizenship:** Republic of Moldova, Romania | **Permanent residence permit** in Ukraine |  
**Allowed to work in** EU countries