



Kardo Sharifi

Date of birth: 20/09/1996 | **Nationality:** Moldovan, Romanian | **Phone:** (+373) 79124160 (Mobile) | **Email:** kardosharifi1@gmail.com | **Address:** Chisinau, MD-2005, Chisinau, Moldova (Home)

● WORK EXPERIENCE

01/08/2023 – CURRENT Chisinau, Moldova

CO-FOUNDER & CEO MOONSHOT INTERNATIONAL

- Helping startups and SMEs build meaningful tech products and increase their chance to find the right product-market-fit
- Consulting companies as a fractional CTO/Product Manager
- Team Leadership: Built and led a high-performing team
- Market Expansion: Identified and pursued new market opportunities, partnerships, and business development initiatives to drive growth
- Strategic Planning: Developed and implemented long-term strategies to achieve company goals and enhance shareholder value
- Financial Management: Oversaw financial performance, budgeting, and resource allocation to ensure fiscal health and profitability
- Compliance and Governance: Ensured adherence to legal, regulatory, and ethical standards to maintain the company's integrity and reputation.
- Operational Oversight: Directed daily operations to ensure efficiency, quality, and continuous improvement across all departments.
- Building an in-house product (startup)

15/02/2020 – 30/07/2023

HEAD OF PROGRAMS DREAMUPS

- Helped to grow the organization from 2 to 10 full-time employees
- Increased the number of active projects from 2 to 12 with 2k+ participants
- Helped 100+ startups with product discovery and product-market fit
- Managed a team of project managers
- Represented the organization at international events
- Connected startup founders with investors
- Implemented two tech platforms as product manager

01/06/2020 – 30/06/2022 Chisinau, Moldova

RESIDENT STARTUP MENTOR UPCELERATOR

- Mentored 20+ early-stage startups from 10 different countries
- Helped founders with the customer development process
- Consulted startups on product development
- Assisted startups with pitch decks and pitching

02/07/2019 – 15/07/2020 Chisinau, Moldova

ACCOUNT MANAGER UNIFUN

- Follow up the work on project launches in mobile network operators
- Participate in the implementation of new sales strategies
- Coordinating projects implementation into Mobile Operator's
- Searching for new business opportunities to launch additional Unifun products in the assigned Operators
- Searching for potential partners and clients through web and social media
- Participation in the presentation of sales documentation: commercial proposals, revenue forecasts, contracts, etc.

01/07/2017 – 12/10/2017 Chisinau, Moldova

COMMUNICATION COORDINATOR THE PEOPLE BEHIND THE HEADLINES

- Writing articles
- Creating media plan

- Social media content
- Coordinating the communication team
- Monitoring the project progress

01/08/2019 – 31/08/2020 Chisinau , Moldova

NATIONAL DIRECTOR OF HUMAN RESOURCES AIESEC

- Creating HR strategy and developing the performance of the members
- Creating a Functional Induction Model for 6 departments
- Creating and managing Agendas with trainers
- Delivering sessions on Team Experience & Management, Self Assessment, Public Speaking, Organizational Development.

01/02/2018 – 30/01/2019 Chisinau, Moldova

COORDINATOR OF LOCAL TRAINERS TEAM AIESEC

- Organizing & Delivering trainings
- Task Management
- Organizing team buildings
- Managing a team of trainers
- Creating educational programs
- Recruiting members

● **EDUCATION AND TRAINING**

01/09/2016 – 06/2019 Chisinau, Moldova

BACHELOR DEGREE State University of Moldova

Website <https://usm.md/?lang=en>

01/07/2022 – 30/09/2022 Berkeley, United States

CERTIFIED PRODUCT MANAGER Haas School of Business, University of California Berkeley

Website <https://excedcertificates.berkeley.edu/f366174f-5d77-416e-be37-e5a24eb2850f#gs.e6axqh>

25/09/2023 – 30/10/2023 San Mateo, United States

ENTREPRENEURSHIP PROGRAM (STARTUP FOUNDER) Draper University

Website <https://draperuniversity.com/>

● **LANGUAGE SKILLS**

Mother tongue(s): **ROMANIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	C1
RUSSIAN	C1	C1	C1	C1	B1
KURDISH	B2	A1	B2	B2	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user

● **DIGITAL SKILLS**

Product Management. | Microsoft Office | Presentation and Sales Pitching