

Yulia Grigorieva

Senior Product Manager

London, United Kingdom / Tel.: +7(915)4240965 / E-mail: yulia.grigorieva.uk@gmail.com / [LinkedIn](#)

Summary: Exceptional Global Talent Visa (UK) holder. Result-oriented Product Manager with +10 years of experience in the IT, telecom and e-commerce industries. Delivered high-quality B2B and B2C products in an Agile/Scrum environment, reduced release time and improved key metrics. As an inspiring leader, efficiently managed distributed teams of 20+ members. Possess an in-depth understanding of the product life cycle and a proven 'can-do' attitude.

Skills: Lean Product Development | CJM | JTBD | User/Job Story | HADI | RICE | Usability Testing | Customer Development | Research Skills | Team Leadership | Product Development | Analytical Thinking | Project Management | Negotiation | Business Process Optimization | New Product Launch | Complex Problem-Solving | Data-Driven | Decision-Making | Design Thinking | SSO | KPIs and Metrics | Proactivity | Figma | SQL | Miro | Mural | Confluence | Jira | Notion | Agile | Scrum | A/B Testing

PROFESSIONAL EXPERIENCE

Sber (Aug 2021 – Present) Moscow, Russia
Top Russian financial ecosystem in Russia and Eastern Europe. 288 000 employees

Senior Product Manager

- Launched the mobile app for CRM from scratch by introducing a product roadmap and managing a CRM team of 7 people; a customer rating of 4.6 in the AppStore
- Organised team work as a Scrum Master, ensuring the team's agile maturity reached 92% according to an internal assessment
- Conducted user research and usability tests, including hypotheses generation and verification, selection of respondents, customer feedback analysis, presentation of results, resulting in a 3x improvement in stickiness (DAU/MAU) and a 31% increase in session time
- Boosted retention rate by 65% through product backlog prioritisation, key metrics analysis, hypotheses generation and testing

Mobile TeleSystems (MTS), (April 2019 – Aug 2021) Moscow, Russia
Russia's largest mobile operator and a leading provider of media and digital services. 63 000 employees

Product Manager

- Built a team of 15 members and launched an international EdTech mobile app in 5 months by conducting market research, defining the product vision and strategy, generating hypotheses and collaborating with development teams and stakeholders
- Implemented Agile to replace Waterfall, resolving complex issues and conflicts and reducing release time of the MVP product from 7 to 3 months
- Launched 2 pilots of field personnel management products (Mobile App iOS & Android for each pilot) by managing distributed teams of 20+ employees

Elit (Dec 2014 – March 2016) Moscow, Russia
Online retail store (e-commerce), 100 employees

Project Manager

- Successfully built a team by creating guidelines and training conducting
- Supervised website development, performed usability and user behaviour analysis, resulting in a 23% in sales conversion rate

CO-PROFESSIONAL LEADERSHIP

Mentor for product and project management courses at major Russian IT online schools Netology and ProductStar (July 2021 – Present). Author of an expert [blog on product development in IT](#) with 3,8k followers.

EDUCATION

Moscow State Technical University named after Bauman Moscow, Russia
Master in Computer systems, complexes and networks, Engineer (2007 – 2013), GPA = 4.6

Moscow State University of Economics Moscow, Russia
Master in Marketing and Commerce, Marketing specialist (2009 – 2014), GPA = 4.8

CERTIFICATION/COURSES/LICENSES

Product Manager in IT, Netology Group, 2020 (9 months)

LANGUAGES

Russian (native), English (C1)