

Roman Gilfanov

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Key Skills & Competencies

- Strong leadership skills
- Confident decision maker in stressful and fast paced environments
- Experienced in responding rapidly to sudden changes in the business and regulatory environment
- Deep understanding of the IT industry and IT management
- Entrepreneurially minded with a strong commercial acumen
- A motivated team player
- Able to communicate clearly and concisely to both internal and external stakeholders
- Extensive experience in the identification of new commercial opportunities

Employment History

Oct. '22 – current;

Green Platform N.V. (Founder & Chief Enthusiast Officer)

Curacao

Online software gaming provider in the widest sense of the word, for clients established or residing outside of Curacao.

Key Highlights & Responsibilities:

- Business setup and development
- Key all around decisions in investing and holding funds.

Dec. '21 – current;

DearDeer SIA (Founder & Chief Enthusiast Officer)

Jurmala, Latvia

Financial holding.

Key Highlights & Responsibilities:

- Business setup and development
- Key all around decisions in investing and holding funds.

May '18 – April '21;

SIA 'Media Solutions' (Business development manager)

Riga, Latvia

Software development company building various software solutions: CRM systems, payment processing solutions, Business Intelligence systems, bespoke turn key platform solutions.

Key Highlights & Responsibilities:

- Searching for new clients and working closely on converting clients' requirements into tech assignments for the developers team.

Jun.' 17 – May '18;

SIA 'FA Advise' (Business development manager)

Riga, Latvia

Market research - research in the field of information technology, marketing and advertising

Key Highlights & Responsibilities:

- Business expansion and product development;

- Searching for new clients;
- Market research and analysis.

Apr. '19 – current;

BatSleep Limited (Founder & Chief Enthusiast Officer)

Sliema, Malta

Performance marketing agency with one dedicated client - Mobile Incorporated Limited (UKGC licensed, MGA pending license application).

Key Highlights & Responsibilities:

- Business setup
- Brand and advertising strategy for conquestador.com
- Business development: advertising contracts and advertising accounts setup at Google AdWords, Facebook etc.
- Responsible for hiring and development of the in-house marketing team.

Jun.' 19 – current;

DearDeer B.V. (Founder & Chief Enthusiast Officer)

Amsterdam, The Netherlands

Financial holding.

Key Highlights & Responsibilities:

- Business setup and development
- Key all around decisions in investing and holding funds.

Aug. '12 – May '17;

M.I.T. Company LTD (Business Development and Product Manager)

Kyiv, Ukraine

Software development company serving its customers tech needs: CRM systems, BI systems, sites building, turn key front- and back-end platform solutions.

Key Highlights & Responsibilities:

- Managing graphical design team, platform development and web site development teams
- Consulting raising two customer support call-centres, consisting of 40+ staff, dealing with customers across multiple different territories, including UK, Sweden and Finland for its clients.
- Tech tools research and development in inbound marketing and customer retention areas.

Education

Sept. '03 – Jun. '08

Moscow State University of Management

Higher degree diploma in Innovation Management

Languages

- Russian: Native
- English: Native
- Ukrainian: Advanced
- Latvian: Beginner (A2)