

Nikola Ivanovski

Professional Resume

Role: Technical Business Analyst

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Date of birth: 23.11.1981

Nationality: Macedonian



Profile Summary

An experienced business analyst with more than 15 years experience in the IT industry, worked in varied environments and domains in the public and private sector.

Nikola's professional experience includes activities in the definition of business and system requirement specifications, business optimization and process re-engineering through planning the defined scope of work for the successful planning, execution, monitoring, control, and closure of a project.

The specific domains in which Nikola has worked are insurance, media and marketing.

Endava employee since: December 1st, 2021.

Areas of Experience

Business analyst

Nikola has 5+ experience in co-founded company and 2+ experience in Endava performing the following responsibilities:

- Gathering, validating and documenting business requirements.
- Analysing commercial data such as budgets, sales results, and forecasts.
- Identifying issues, risks and benefits of existing and proposed solutions and outlining business impacts.
- Experience in the planning, implementation, support, and management of middleware solutions.
- Creating functional specifications for solutions.
- Estimating costs and identifying business savings.
- Simplifying information and deciphering technical jargon so it is easily understood by the whole team.
- Implementing and testing of solutions.
- Supporting business transition and helping to establish change.

Project Management

Nikola has been performing the project manager role, by which he had the following main responsibilities:

- Defining the client's needs they want to achieve with the implementation of the solution;
- Planning the timescales, costs and resources needed;
- Formulating detailed plan and schedule for each stage of the project;
- Prompt communication and coordinating with the project team, for delivering the solution according to the project plan;
- Preparation of reports for the finished tasks, as well and ongoing evaluation of the rest stages, to make sure that each stage is progressing on time, on budget and to the right quality standards;
- Managing risks to avoid delays;
- Deliver the project and sign the acceptance.

Sales & Marketing

His basic activities and responsibilities were:

- Research and analysis of markets potential for developing prospective customers and to determine their potential;
- Establishing, developing and maintaining business relationships with current customers and prospective customers to generate new business;
- Development of written proposals for current and prospective customers;
- Coordinating sales efforts with the technical team, for delivering on-time and quality solutions;
- Preparing written reports on the status of the projects, customer needs, problems, interests, competitive activities, and potential for new products and services;
- Preparation of promotional materials, brochures, company profile.

Java Developer

Career starts at 2006 in InterWorks as an off shore Java integration developer for Perficient, inc. Throughout the career as a java coder, Nikola has been part of several large software and integration projects. His main responsibilities were:

- Developing a services on WebSphere Integration Developer
- Working with Service Component Architecture (SCA)
- Establishing and maintaining an excellent and professional relationship with clients;

Recent Projects:

Client: Endava - Beazley Solutions Limited

Period: 2021 – Recent

Projects: Digital insurance product

Role: Business Analyst

- Integration of various software solutions that access and exchange information with Beazley, including RPA and API -led integration.
- Discovering business needs in coordination various teams.

- Requirements documentation and technical writing, definition of features and functional and non-functional requirements, definition of change requests.
- Product envisioning, definition of MVP, building up product increments.
- Product backlog management, participating in product planning and roadmap definition.

Organization: Together Macedonia

Period: 2007 - present

Projects: Regional and international

Position: President

Company: DOO Spajsi

Period: 2018 – 2021

Projects: Social Network Platform

Role: Co-Founder and Business Analyst

- Software design, product development, developer team management, sales team management, development of marketing strategy.
- The team goal was to add value to the application by solving business problems.. Working methodologies are based on adaptive planning, swiftness to changes, early delivery, and continuous improvement, working in 3 weeks Sprints using Agile methodology.

Company: PE Pazari Bitola

Period: 2015 – 2021

Projects: Software upgrade and maintenance

Role: Software maintenance, IT administrator

- Process client accounts, including opening and closing accounts and managing billing information, web support.

Company: Niskogadba Bitola

Period: 2014 – 2016

Position: President and member of the management board

Company: Interworks Bitola

Period: 2006 – 2010

Projects: Integration java developer

Role: WebSphere Integration Developer

Company: Ultra Plus Bitola

Period: 2002 – 2006

Projects: Owner of Cyber cafe

Role: Owner and manager

Core Technical Skills

- Business process analysis, modeling, and re-engineering;
- Large scale project coordinator;

- Business consultant;
- Defining, validating and structuring business rules;
- Facilitator of requirements gathering and solution design workshops with both internal and external stakeholders;
- Team-oriented;
- Excellent soft skills.

Applicable Certifications

- Certified PSM I (The Professional Scrum Master™ I certification)
- Certified PSPO I (Professional Scrum Product Owner certification)
- Certified TEAS (Endava Team to Enterprise Agile Scaling)

Techniques & Methods: Waterfall, Agile SCRUM

Education

Master's degree 2015 – 2019	Faculty of Administration and Information Systems Management University 'St.Kliment Ohridski', Bitola
Bachelor's degree 2002 – 2006	Faculty of Technical Sciences University 'St.Kliment Ohridski', Bitola
High school 1996 – 2000	Gymnasium Josip Broz Tito Bitola

Certificates and training

2022 PSPO I - Scrum Product Owner Certification 2022
2022 PSM I - Professional Scrum Master Certification 2022
2019 Convention topic: Build Business Relationship through Communication, Istanbul
2018 Convention topic: Affecting employee morale and productivity, Prague
2014 Convention topic: Networking Vilnius, Lithuania
2010 – Websphere Process Server & Websphere ESB – Perficient Training - Washington, USA
2009 – Websphere DataPower and Websphere Integration Developer Training - Washington, USA
2008 – Websphere Message Broker – Perficient Training - Washington, USA
2008– "Team Management" training - Skopje, Macedonia
2008 - Perficient Team Achievement Award for 2007
2006 – Cisco Networking Academy (Cisco Certified Network Associate) CCNA1 Certificate of network technologies - Bitola

