

Oliver Vincent Ledesma

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Summary

I am Project Manager for an IT company specializing in development of web applications. I also have extensive experience working as a mid level executive in sales which includes B2B, Retail, and Corporate sectors. I am a fast learner and more that willing to try different responsibilities.

Career history

Project Manager at Haraya Solutions

Nov 2023 - Present (2 years)

Front facing role, In charge of total customer acquisition communication gathering of requirements, estimation of costs, negotiation, to closing of sale. My job also includes breaking down the project into tasks, managing execution, maintaining customer and talent relationships, delivery of project, collecting payment, and reviewing of performance.

Project Manager at Dezyned IT

Oct 2018 - Nov 2023 (5 years 2 months)

I was in charge of manage a large web application that facilitated the collection of data from divorce lawyers in the USA.

My job included :

- * Making sure that Development targets were met, and that tasks were up to spec with what the customer wanted.
- * Negotiating with clients when it came to pricing and timelines, making sure that my department was profitable.
- * Hiring and terminating performing developers.
- * Reviewing code and managing repositories.

Developer at Freelance

Jan 2016 - Sep 2018 (2 years 9 months)

Developing software for various clients. My stack included PHP, Laravel, Javascript, and WP.

Editor at La Revolution FR

Mar 2014 - Dec 2015 (1 year 10 months)

Editor for a gaming and politics new website. My job was to make sure that new articles posted on our site was in adherence to the basic principles of new writing which included accuracy of facts.

Account Manager at Samsung Electronics

Apr 2009 - Dec 2012 (3 years 9 months)

Managing retail and operations in assigned area.

Sales Manager at Panasonic Avionics Corporation

Jun 2002 - Mar 2009 (6 years 10 months)

Manage sales and operations in assigned territory.

Skills

Project Management Software, Computer Literacy, Problem Solving, Time Management, Communication Skills, Leadership, Microsoft Office, Assistant

Languages

English

Education

Bachelor of Science (Mathematics) from Ateneo de Davao University
Finished 2002