Ivan Kosmaczewski

Senior Technical Program Manager

kosmachevsky@gmail.com · https://www.linkedin.com/in/kosmachevsky/

SUMMARY

15+ years delivering business-critical fintech and SaaS platforms. Led CRM roadmap and a distributed vendor group of about 15, sustained predictable execution, and completed a six-month enterprise migration slightly ahead of plan. Converts TCO, risk and cross-functional demand into board-level decisions.

PROFESSIONAL EXPERIENCE

Independent Technical Product & Delivery Lead **Apr 2023 - Present**

Led independent product and automation initiatives, including deployed client reporting workflows; most recently conceived and now lead a private initiative for cross-service music discovery and playlist synchronization. Own strategy, requirements, architecture, roadmap and release acceptance; coordinate AI-agent-assisted engineering across native macOS, iOS, Windows and Android clients and a Dockerized Spring Boot/PostgreSQL backend on Debian.

Business Analyst | CRM Platform & Delivery Lead **Jul 2019 - Mar 2023**

Admiral Markets / Admirals | Fintech | Remote

- Platform ownership: Owned the roadmap and operational delivery of a business-critical SugarCRM ecosystem supporting Sales, Support, Compliance, Marketing, Risk and management; led a distributed vendor delivery group of about 15 across analysis, development, QA and DevOps.
- Delivery predictability: Sustained ~90% attainment of committed sprint goals within agreed timelines through rigorous upfront analysis, near-daily backlog refinement and explicit capacity allocation across strategic, tactical and operational work.
- Platform stability: Reduced daily user-reported CRM problems x10; from roughly 30–33 to no more than 3 within several months through root-cause stabilization, release controls and a Service Desk/triage model later adopted across IT.
- Commercial efficiency: Kept actual CRM spend approximately 30% below the approved budget over three years through vendor rate and capacity decisions, scope prioritization, licensing controls and invoice governance.
- Enterprise migration: Led a six-month Sugar 9 migration from requirements and infrastructure readiness through production rollout and stabilization, completing slightly ahead of plan with high quality.
- Executive decision support: Prepared and distributed five-year SugarCRM-versus-Salesforce scenarios and TCO analysis to board-level stakeholders, translating cross-functional needs, migration risks and vendor assumptions into a decision-ready comparison.

Business Analysis & Delivery Engagements **Feb 2018 - Apr 2019**

Godel Technologies | Sweetcode Lab | DZENSOFT

Recovered troubled client engagements through clearer scope control, decision ownership and communication; contributed to business analysis and pre-sales across software-delivery projects.

Project Manager / Lead Business Analyst **Sep 2010 - Feb 2018**

Dotcom-Monitor | SaaS monitoring and performance testing | Remote

Advanced from Technical Support Specialist to Support Lead, Business Analyst / Technical Writer and Project Manager, combining front-line operations, product discovery and delivery leadership.

- MetricsView Linux Monitoring: Led delivery of the Linux monitoring solution from inception to market, translating infrastructure monitoring needs into a customer-facing SaaS product.
- LoadView: Led BA/PM delivery and relaunch of the cloud load-testing platform, used by enterprise customers including Dell, Citrix, Volvo and Comcast.
- IndusTrack: Led BA/PM delivery of the Windows-to-web migration and new iOS and Android clients through App Store and Google Play launches.

Earlier: technical operations, systems administration and financial operations **2006 - 2010**

EDUCATION

MITSO University, Bachelor's degree in Economics, 2008.

LANGUAGES

Russian: Native, English: Full Professional.

SKILLS

Technical Program Management, Business Systems & CRM Platforms, Product Delivery, Roadmaps & Backlogs, Cross-functional Planning, Vendor & Budget Governance, Requirements, Risks & Dependencies, UAT & Go-live, Integrations & APIs, Data Workflows, AI-assisted Delivery, Docker & Linux.