

ARTUR KVADE

Growth Product Manager

[Why should you hire me?](#)

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Copenhagen, Denmark

SUMMARY

Growth Product Manager with **6+ years of experience in IT**, driving product growth through **data-driven decisions** and **user-centered discovery**.

Improved key product metrics, including increasing conversion rates by 12% and identifying critical funnel issues that led to +50 monthly transactions.

Experienced in **product discovery**, **hypothesis validation**, **roadmap prioritization**, and **cross-functional collaboration** to deliver impactful product improvements aligned with business goals.

EDUCATION

National Metallurgical
Academy of Ukraine
Mechanical Engineer
Graduated in 2015

COURSES / TRAININGS

- **Product metrics & analytics**
Corporate courses, 2025
- **Business analysis**
Genius, 2024
- **[Project Management](#)**
Hillel IT School, 2020
- **[Java programming](#)**
Hillel IT School, 2019

LANGUAGES

- **English** – fluent
- **Ukrainian** – native
- **Russian** – native
- **Danish** – beginner

HARD SKILLS

- **Product Management:** Product discovery & user research, Roadmapping, prioritization & backlog management
- **Data & Analytics:** Product metrics & data analysis, A/B testing & hypothesis validation
- **Frameworks & Methodologies:** AARRR, HEART, North Star, RFM, Agile (Scrum, Kanban)
- **AI & Automation:** Prompt engineering, AI-assisted product research & data analysis, rapid prototyping, workflow automation
- **Tools:** Jira, Confluence, Notion, Trello, Figma, GitHub
- **Delivery & Processes:** SDLC, Project planning (Gantt, WBS), User stories & use cases

SOFT SKILLS

- **Ownership mindset:** take full responsibility for product outcomes and proactively drive initiatives
- **Stakeholder communication:** align teams, clarify priorities, and ensure shared understanding
- **Problem-solving & analytical thinking:** identify root causes, validate hypotheses, and improve product metrics
- **Strategic thinking & prioritization:** focus on high-impact initiatives aligned with business goals
- **Decision-making:** balance user needs, business impact, and technical constraints
- **Team leadership:** align cross-functional teams around product goals and outcomes

EXPERIENCE

Danish Language Programme & DRC Office Internship, Copenhagen

05.2026- Present

- Attending Jobcenter integration courses focused on the **Danish language**, Danish society, and **adaptation to the local labour market**
- Completing an **internship** at the **Danish Refugee Council (DRC)** office in Copenhagen
- Supporting Danish colleagues with **Ukrainian/English translation** and communication with Ukrainian refugees
- Helping Ukrainian refugees with **job search**, CV/application basics, and practical **digital services** used in Denmark
- **Reference:** Randi Bang Rønning, Team Leader, Danish Refugee Council (DRC) | +45 2812 0530 | randi.bang@drc.ngo - available to provide feedback on my internship and work performance.

Project “X”, Irish market

- Improved overall conversion by identifying a high-performing section and initiating its prioritization and visibility, leading to a **12% increase in conversion rate**
- Improved cross-department task execution by taking ownership of ongoing initiatives and proactively following up, **reducing delivery timelines by approximately one-third**
- Conducted research and compiled structured data across multiple locations to support the launch of new lines in a specific category, **increasing user engagement and activity** in that segment
- Conducted competitor research (15+ competitors), translating insights into product improvements
- Generated and validated 110+ product ideas, building a strong backlog for future enhancements

Project “V”, Estonia & Finland market

- Identified and resolved a hidden critical funnel issue, **increasing successful transactions by ~50 per month**
- **Reduced operational workload by ~40 FTE hours/month** by driving resolution of a high-impact business issue
- Defined product priorities through research and analysis, aligning team focus with key business goals
- Built and structured product roadmap for 2026 with 73+ tasks

CRM system development for internal use

- Collected business requirements and user feedback, defined KPIs, and prioritized tasks, aligning with strategy and **raising company income** (operators process requests **18% faster**).
- Created structured project documentation from scratch, cutting redundant communication, improving team & stakeholder efficiency, and boosting **productivity by one-third**.

Project Manager, Yedynka (IT outsourcing)**11.2022 – 03.2024**

Team size: 12 people

- Delivered projects within scope, time, and budget, achieving **97% client satisfaction and generating 3 new contracts** through referrals
- Optimized team-client communication processes, **reducing requirement inconsistencies by one-third** and improving delivery quality
- **Reduced meeting time by 2 hours/week** and accelerated decision-making by 20% by restructuring team processes
- Increased team efficiency and delivery speed by 35% by implementing structured workflows and processes.
- Automated workflows using AI tools, **saving 3–4 hours per week**

Project Manager, OnPage (IT & marketing outsourcing)**01.2021 – 11.2022**

Team size: 8 people

- Managed multiple projects, achieving **90% client retention and increasing long-term contracts by 20%**
- Improved team efficiency by CI/CD, **saving ~12 team hours monthly**
- Increased project **profitability by 13%** through structured change request management
- Improved team efficiency and reduced response time to client requests by ~2x through process optimization
- Delivered marketing projects (Google Ads, SMM, SEO), driving a **22% increase in key business metrics**