

# VIKTOR STOIMENOVSKI

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## PROFESSIONAL SUMMARY

Frontend-leaning Full-Stack Engineer specializing in building SaaS and business applications using React, Next.js, and TypeScript. Experienced delivering end-to-end product features - from scalable frontend architecture to backend integrations, APIs, and database services. Built and implemented CRM-style platforms and internal business tools designed around real operational workflows. Implemented AI-driven capabilities including voice assistants, conversational interfaces, and workflow automations to streamline customer communication and business operations. Focused on building performant, maintainable systems that support scalable product growth.

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## WORK EXPERIENCE

### **Front-end engineer | Happierleads | Remote**

*Feb 2025 - Oct 2025*

- Developed and maintained core product features for Happierleads V2 and V3, a B2B SaaS platform, using Next.js, React, TypeScript, and Redux.
- Built reusable, modular UI components with Material UI, Ant Design, and SCSS, improving consistency and accelerating feature delivery.
- Integrated REST APIs and implemented client-side data handling for analytics dashboards and lead intelligence features.
- Improved application performance by refactoring state management and implementing lazy loading and optimized data fetching, reducing initial load times and improving responsiveness.
- Collaborated with backend engineers, product managers, and designers to refine product workflows, ensure reliable data integration, and deliver production-ready features.

### **Freelance Fullstack Web Developer | Venlyn | Remote**

*Aug 2025 - Nov 2025*

- Designed and developed a custom CRM-style Progressive Web Application for small service-based businesses in the U.S., focused on managing leads, client communication, and appointment scheduling.
- Built the application using React, Next.js, and TypeScript, implementing a modular frontend architecture optimized for mobile-first usage and real-world business workflows.
- Integrated backend services and database functionality using Supabase and PostgreSQL, enabling client data management, authentication, and scheduling features.
- Implemented real-time communication capabilities and workflow logic to support client interactions and appointment management.
- Developed and integrated an AI-powered voice assistant capable of handling inbound calls, booking appointments, and updating client records automatically.
- Designed automation flows to reduce manual administrative work and streamline customer communication for small business operations.

### **Co-owner and manager | Venezia Urban Bar | Skopje, on-site**

*Dec 2021 - Sept 2025*

- Managed end-to-end business operations for a high-volume hospitality venue, leading a 10+ person team across service, operations, and finance functions.
  - Planned and executed multiple operational improvement projects to streamline workflows and enhance customer satisfaction.
  - Directed budgeting, inventory management, and supplier negotiations, improving cost efficiency and operational continuity.
  - Developed and implemented targeted marketing and engagement initiatives, leading to a 30% increase in revenue.
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## SKILLS & CAPABILITIES

### **Frontend Engineering**

- React, Next.js, TypeScript, JavaScript (ES6+), Tailwind CSS, SCSS, Material UI, Ant Design
- Responsive Design, Component Architecture, Reusable UI Systems, State Management (Redux, Context API)
- Performance Optimization: Lazy Loading, Client-Side Caching, Modular Design

### **Backend & Data**

- REST APIs, Supabase, PostgreSQL, Redis, Authentication & Authorization Systems
- Multi-Tenant Application Design, Database Architecture, CRUD & Async Data Handling
- Integration of Open Source Software (MIT Licensed) into Custom Workflows

### **AI, Automation & LLM Integrations**

- AI-Powered Chatbots, Voice Assistants, Conversational Interfaces, Image Generation
- Business Workflow Automation, Administrative Task Automation
- OpenAI API, OpenRouter, LangChain, n8n, Custom Automation Scripts
- AI-assisted data processing & CRM automation

### **Cloud & DevOps**

- Git, GitHub, CI/CD, AWS, Containerized Deployments
- Testing & Debugging, Scrum, Performance Monitoring, Sentry

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## PROJECTS & IMPLEMENTATIONS

- SoundCheck (DJ Marketplace App) – Built a Progressive Web App and working on planned mobile versions for iOS/Android, connecting DJs and event organizers. Features include real-time messaging, booking workflows, and profile management. Automation for scheduling and notifications.
- NextSolution ERP (Web Interface) – Worked on the web frontend of a multi-module ERP system for businesses, building responsive interfaces for inventory, finance, and sales workflows. Integrated with backend APIs and database services to ensure reliable data presentation, real-time updates, and smooth cross-module functionality.
- Multi-Tenant Web Applications – Built scalable, multi-client web apps with role-based access, separate data workflows, and centralized administration. Focused on maintainable frontend architecture, responsive design, and smooth backend integration.
- E-Commerce Platforms & Websites – Designed and deployed responsive online stores with inventory management, payment gateways, and customer engagement tools. Implemented automation for order processing and reporting.
- AI Customer Service Chatbot – Developed an AI-powered chatbot for a vehicle battery retailer to automate customer support. Integrated WooCommerce store with Facebook Messenger using LLMs and n8n automation workflows.
- Workflow Automation Projects – Implemented administrative task automation for web applications, including CRM updates, scheduling, knowledge bases, and data importing, reducing manual work and improving operational efficiency.

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## EDUCATION

### ***B.Sc. Business & Information Technology, IU International University of Applied Sciences***

- Bachelor Thesis on the topic "A Lightweight CRM Application for Urban Bars: Supporting Digital Transformation, Customer Engagement, and Marketing Visibility".

### ***Semos Academy, .NET Developer & Microsoft Azure Associate***

- Final Project - Veterinary Management System

### ***International Baccalaureate (IB) Diploma Programme - SUGS Josip Broz Tito***

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## LANGUAGES

- Native: Macedonian and English.
- Proficient: Serbian, Croatian, and Slovenian.
- Intermediate: French.