OROZMAT MIRZABEKOV

Founder of Uluksoft • CEO • IT Project Manager

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Entrepreneur and manager who builds a business and IT products at the same time. Since 2020 I have run Fashion Rynok, and since 2022 I have been growing my own IT company, Uluksoft, which builds websites, marketplaces, mobile apps and CRM systems for real businesses. I understand business processes from the inside, so I can turn a client's problem into clear requirements for developers and take the product through to a working result.

150	6+ years	~15	3 CRMs
employees at Fashion Rynok	running an operating business	IT projects delivered in 2024	built for different business models in 2026

WORK EXPERIENCE

Founder and CEO | Uluksoft

2022 — present

IT company building websites, marketplaces, mobile apps and CRM systems, and automating business processes. We also take on LMS and ERP development for client needs.

- **2026:** three separate CRM systems for different business models: for the cargo company NavCargo, for the buyer company Fashion Rynok (used by about 50 employees), and for suppliers and sellers at Dordoi Market (inventory, warehouse, sales, expenses and customer debts; project in active development).
- **2024:** about 15 commercial projects: websites and marketplaces for clients.
- **Launched websites:** fulfillment.kg, nelikvid.kg, dostavka-akb.kg. All are live and running.
- I take projects from idea to launch: analyzing the client's task, writing requirements, assigning tasks to the development team, and controlling deadlines and quality.
- I find clients, lead negotiations and promote the company through advertising.

General Director | Fashion Rynok

August 2020 — present

Buyer company that purchases goods at Dordoi Market and ships them to customers on request.

- Lead the company and a team of about 150 employees; manage purchasing, shipping, and work with customers and suppliers.
- Automated the company's operations by introducing our own CRM system built at Uluksoft, used by about 50 employees.
- Run contextual and targeted advertising to attract customers.
- Hands-on experience in a real business helps me build IT systems that solve real problems.

Production Operator / Sales Agent | Coffee production workshop "3/1"

September 2019 — July 2020

Operated the coffee production machine; when sales agents were short, worked in sales and sold the product.

Web Developer | XDEVS

March — May 2019

Built web page layouts in HTML and CSS at an IT company.

SKILLS

- **Management:** company and team management, task setting, negotiations with clients and partners, business analysis, IT project management, product development.
- **IT products:** designing CRMs, websites, marketplaces and mobile apps; HTML and CSS; working knowledge of PHP, MySQL, JavaScript, Python and Flutter, enough to work with a development team and evaluate technical decisions.
- **Marketing:** contextual and targeted advertising, SEO (basic level), analysis of customer acquisition channels.

OWN PROJECTS

Uluksoft — websites, mobile apps, CRM, LMS and ERP development for business: uluksoft.com

CRM for Dordoi Market — system for suppliers and sellers: products, warehouse, sales, profit, customer debts.

EDUCATION

KRAO College | **Kyrgyz-Russian Academy of Education** 2010 — 2017

Computer Equipment Maintenance; qualification: technician and programmer.

Courses (2013): PC repair and assembly; PHP and MySQL programming. Learned HTML and CSS on my own.

LANGUAGES

Kyrgyz — native • **Russian** — fluent • **English** — basic, can read technical documentation • **Chinese** — learning

GOALS

IT project management, growing Uluksoft and my own products, partnerships and investment in technology projects, digitalization and automation of business.