

Andrey Pafnutyev

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EDUCATION

Boston University , Boston, MA <i>Master of Science in Applied Business Analytics</i>	Summer 2026
Northeastern University , Boston, MA <i>Bachelor of Science in International Business, Minor in French</i> Presidential Global Scholars Awardee	May 2022
Computer Systems Institute , Charlestown, MA <i>Networking Career Program – Full-Stack Web Development</i> Academic Honor Society Member	June 2024

PROFESSIONAL EXPERIENCE

BenefitScape , Natick, MA <i>Implementation & Data Manager</i> <ul style="list-style-type: none">Led & Improved Affordable Care Act delivery, Compliance Packages through efficient utilization of updated data management toolsImplemented FME frameworks into the reporting processSuccessfully Co-managed Open Enrollment 2023 Project team of four people for Dayforce 60+ clients incl. w/over 100000 employees	August 2022 - May 2023
Great Hill Consulting , Burlington, MA <i>Sales Representative</i> <ul style="list-style-type: none">Increased sales by 30%, Conducted marketing and sales of Verizon services in the authorized B2B channelsImproved and extended relationships with 10+ small businesses in Greater Boston and MA areasIntroduced and implemented client-focused accounts updates through internal Verizon CRM system, streamlined documented expense reports and added better transparency to invoices	June 2022 - August 2022
Zeppelin , Moscow, Russia <i>Product Support Specialist</i> <ul style="list-style-type: none">Within 3-months promoted from an intern to a product specialistDesigned, implemented, and trained teams on a Visual Basic for Application (VBA) tool that automated and enhanced the speed and efficiency of data transfer between Excel databases and System Applications & Products (SAP)Analyzed & introduced additional core product metrics for the Warranty & Support department streamlined product supportImproved relationships with third party servicers by better aligning all data systems to the company's mission	September 2020 - May 2022
Linkfluence , Paris, France <i>Junior HR Officer</i> <ul style="list-style-type: none">Conducted prescreening, interviewing candidates, employer branding, anticipating in talent meet-up and talent fair in FrenchStreamlined and effectively managed HR data collection & analysis, KPI follow-up; handlined HR administrative tasks and support	January 2020 - July 2020
Rapid7 , Boston, MA <i>Total Rewards Intern</i> <ul style="list-style-type: none">Conducted new hire process from signed offer letter to onboardingAssisted with reviewing employment documents and controlled employment verification processCreated and implemented procedure for organizing policies	January 2019 – July 2019

EXTRACURRICULAR EXPERIENCE

Global Student Ambassador , Northeastern University, Boston, MA <ul style="list-style-type: none">Provided tours to visitors and 100+ new students with their parents, supported their acclimatization on campus, answered their questions, organized program activities, guided students	July 2017 - January 2019
IESEG School of Management , Lille, Ile-de-France <ul style="list-style-type: none">Exchange program in a partner university	September 2019 - December 2019

LANGUAGES, SKILLS & ACTIVITIES

Languages: Russian (Fluent), English (Fluent), French (Proficient Conversational)

Technical Skills: MS Office, VLOOKUP, Pivot Tables; Power BI, Tableau, Django, Docker, FME, SAP, SPSS, Citrix, Workday, Dayforce, Adobe Illustrator, Sketchup; Control Chart, Six Sigma, DMAIC

Programming Languages: VBA, HTML, CSS, JavaScript, Python (NumPy, pandas, matplotlib), SQL, R

Activities: Professional Swimming (4-Times Winner in Regional Swimming Competitions), Acoustic & Electric Guitar