Batyrzhan **Iusup-Akhunov**

DATA ANALYST · SOFTWARE ENGINEER · MATHEMATICIAN

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"Not to be clever, but to try to be."

Sum**mary**

Current Analytics Lead at Avito and PhD student at MIPT. 5+ years experience specializing in the software development for applied sciences and process automation. Also 3+ years experience as Control theory course instructor. Gigachad maths enjoyer who loves to interpret various processes in terms of mathematics. Interested in complex problems that require different approaches and interpretations when solving them. Willing to explore new existing methods and, if necessary, develop new approaches to solve the problems posed.

Wor**k Experience**

Avito, Avito.Goods
Moscow, Russia

FULLSTACK ANALYST, STRATEGY DEPARTMENT
June 2024 - PRESENT

- **Lead analyst, Strategy&Growth**
  - Created and defended analytical strategy for new analytics team
  - Hired 3 Analysts and created Individual Development Plans (IDP)
  - Created matrix framework which factors revenue funnel over internal platform instruments. This framework allows to develop hypotheses faster. Best ones gave +0.7% Revenue uplift incrementally
  - Created a tool for factor analysis of revenue in the near future and identification of factors contributing to budget shortfalls. Obtained insights prevented lowering promotion revenue from seller, showing that ARPPU was key factor of revenue loss.
  - Created custom python library for creating HTML Charts. Created dynamic tree charts with metrics to visualize funnels. Library integrated in local instance of Redash and used by BI developers and analysts for advance visualization
- **Senior Analyst, Strategy&Growth**
  - Developed end2end DWH backend SaaS service which allows creation of forecasting pipelines faster and load data to DWH. Service helped us to reduce infrastructure work on launching new models
  - Created new bottom-up funnel-based framework for Long Term Modeling + Forecasting. Analytical framework provided 3% mean error (MAPE) and freed up BizDev and Analytics resources to update model. Analytical framework implemented as internal Python library
  - Supported of developing and defending Long Term Model of Goods Vertical, e.g created analytical models for AIV and Delivery orders forecasting
  - Provided analytical support to strategy, creating traction models for product and business initiatives

Yandex, Yandex.Market
Moscow, Russia

DATA ANALYST, DEPARTMENT OF EFFICIENCY, DYNAMIC PRICING
June 2023 - June 2024

- Implemented classifier of «bad» parsed concurrent prices using linear ML models.
- Implemented classifier for finding fact that concurrent marketplaces give subsidies to offers.
- Worked with models which involves forecast and analysis of customer demand elasticity.
- Designed experiments in area of acquisition pricing, e.g. customer acquisition/retention with promotions/sales.
- Provided analytics and forecast for sellout of deadstock SKU.
- Create data pipelines and visualisations with YTsaurus, Nirvana, SQL, DataLens

Tinkoff
Moscow, Russia

BUSINESS ANALYST (BA/BI), CUSTOMER SERVICE DEPARTMENT
Mar. 2022 - June 2023

- Gathered business requirements for the customer service department and provide options for solutions. Manage the consensus solution process.
- Analyzed the needs of customers. Create and develop new business workflows for Customer service department.
- Improved the routing of customer requests between and within business units.
- Created interactive dashboards and reports.

Academical workground

Mathematician, Course instructor, Software Developer

Oct. 2020 - Oct. 2025

- **Federal Research Center, Computer Science and Control, Russian Academy of Sciences**
  - Developed open-source library ECOMOD for solving optimal control problems and support system for developing macro-economic models. Tech stack: SymPy, NumPy, SciPy
  - Provided advanced UI with high UX. Tech stack: LaTeX, ANTLR-4, HyperNetX/NetworkX, jinja2
- **Moscow Institute of Physics and Technology, Department of Control and Applied Mathematics**
  - Implemented interactive course and materials for students
  - Improvement of the course syllabus toward applied methods of control theory
  - Structured Optimal Control course information for easy use by students
- **Institute of System Programming, Russian Academy of Sciences**
  - Improved triplets extraction using language modeling with heuristics which lowered inference runtime by 10%
  - Implemented existing SOTA models for knowledge base population

Writing

Thesis, Optimal control in business-decision making

Avito Tech, Moscow

Author

July, 2025

Thesis, Multi-Agent Economic Modeling Automation Technologies with multiproduct description of the economy

CoDIT 2023, Italy

Co-Author

July 03-06, 2023

Symbolic Calculus for Optimal Control in Multi-Agent Economic Model with multiproduct description of the economy

5th International Conference "Computer Algebra", Moscow

Author

June 26-28, 2023

Thesis, Mathematical modeling support system with multiproduct description of the economy

MIPT, 64 Conference, p. 62-64

Co-Author

May 2023

Article, Support system for modeling socioeconomic processes based on an open source platform

MIPT proceedings

Author

Dec. 2022

- Open-source Python library to provide solution for optimal control problems.

Thesis, Modeling and Simulation of Financial Bubbles in Illiquid Market of Rational Agents

MACSPro'21

Co-Author

Dec. 2021

- Developed financial bubbles modeling system.

Education

MIPT (Moscow Institute of Science and Technology)

Moscow, Russia

PHD in Applied Mathematics and Physics

Sep. 2023 - PRESENT

- Area of study: Optimization, Optimal control theory, Process Automation, Agent modeling, Computational Mathematics, Software Engineering

MIPT (Moscow Institute of Science and Technology)

Moscow, Russia

Masters degree in Applied Mathematics and Physics

Sep. 2021 - Aug. 2023

- Area of study: Optimization, Optimal control theory, Process Automation

MIPT (Moscow Institute of Science and Technology)

Moscow, Russia

Bachelor degree in Applied Mathematics and Physics

Sep. 2017 - Aug. 2021

- Area of study: Software developing, ML Engineering, NLP (Natural language processing)