Mikhail Pchelintsev

+7 (909) 650-6727 | Michael.Pchelintsev@gmail.com
Sr. Data Scientist / Data Science Team Lead

OVERVIEW

Applied data science has been an area of passion and the main focus in recent years, while several DS projects have been fully implemented into commercial operation.
Additionally, there is a successful experience in IT product and project management obtained in the big-4 consulting for industry-leading companies.

PROFESSIONAL EXPERIENCE

ID Finance, Asia (idfinance.com)

Sr. data scientist, June 2022 - Present
- Implementing financial models for debt management

Sberbank PJSC, Moscow, Russia (https://sber.ru/)

RND lead / Sr. data scientist, Mar. 2021 – May 2022
- The task was to improve mortgage issuance support:
  - extracting the call center employee skills (NLP based);
  - optimal distribution of tasks to reduce labor costs and increase sales of services;
- The solution was to launch an Agile research process with rapid AB-experimenting; a team of 3 DS and 1 DE was managed. A product backlog was built and prioritized;
- Several DS models were created, such as forecasting task complexity and time, task prioritization, and task to employee recommendation;

Results: cross-sales increased by up to 30% (depending on the product); labor intensity reduced by 25%; comprehensive monitoring for the task distribution system was designed.

Data scientist, Jul. 2019 – Mar. 2021
- The main task was to introduce NLP analysis of the corporate sale process;
- UI pricing tool was designed according to business demands. To provide its functionality, realty pricing, sales forecast, and realty look-alike models were implemented;
- NLP analysis was based on text classification and named entity recognition models;

Results: mortgage approval was automated; the pricing accuracy was increased by 5% compared to the former process; the NLP approach allowed to define reasons for client refusals to take credits.

Business analyst, Jan. 2019 – Mar. 2019
- The goal of our consulting team (Strategy Partners Group) was to develop the city strategy till 2050 for a CIS country capital;

Results: the analytical research was performed by defining the cities for benchmarking.

Ernst & Young, Moscow, Russia (https://www.ey.com/)

Senior consultant, Sep. 2017 – Jan. 2019
- Automating and designing operational processes for the major retailer in Kazakhstan (> 150 shops) to improve service level at shops and increase shelf presence of goods;
- The project stream of 3 analysts was managed; new processes were designed and piloted in client shops providing training for linear personnel; AB-test analytics was made;
- Additionally, several innovative solutions were implemented, such as a stock inventory planning model and a monitoring tool for quality control;

Results: the employee personal motivation system was introduced based on new quality control and stock inventory management processes.

Staff consultant, Sep. 2016 – Sep. 2017
- Automating and designing operational processes for major industrial companies to reduce costs and increase profits;
- The business processes analytics and solution visualization were the core responsibilities; as well as leading project streams of 3-4 people, communicating and presenting results to clients;

Results: the production planning model was created for a big mining company; the cloud platform was designed for a big agriculture company (supporting transport monitoring and quality control).

Danfoss A/S, Russia, China, Denmark (https://www.danfoss.com/)

Business analyst, Sep. 2015 – Sep. 2016
- Supply and demand forecasting; focusing on supply chain management to reduce lead times and increase stock availability;
- Predictive models were created for sales and safety stock forecasting; the management reporting meetings were started;

Results: stock availability was increased by 5% (item on stock when a client wanted to buy).

Production optimization intern, Sep. 2014 – Sep. 2015
- Practicing and implementing lean manufacturing principles on international shop floors; developing technical solutions and models to optimize production processes;

Results: VBA tool for equipment efficiency monitoring was introduced (Moscow Region); the model for equipment changeover planning was created by implementing the article on ant colony algorithm (Tianjin, China).

Profi.ru, Moscow, Russia (https://profi.ru/profile/PchelintsevMA/)

Private math tutor, Sep. 2010 – Sep. 2014
- Tutoring students for math state and university exams (around 40 students from schools and the first years of universities);
- The client satisfaction rating was 4.9.

EDUCATION

Bauman Moscow State Technical University, 2007-2014
- Power engineering; low-temperature physics; diploma project to design movable system for natural gas liquefaction;
- GPA: 4.9 out of 5.

ADDITIONAL EDUCATION AND CERTIFICATIONS

- **Kaggle competition expert**, 2019-2022, https://www.kaggle.com/mishanyap ;
- **KarpovCourses,** HardML, 2021

  Ranking and matching; Uplift-modeling; Dynamic pricing with multi-armed bandits; AB-testing;
- **Stepik.org,** 2019-2020

  Neural nets and computer vision; Programming algorithms: theory and practice; Advanced statistics;
- **Coursera.org**, 2018, Major data science specialization from Yandex and MIPT;
- **ENSAM University of Lille, France**, 2013, future transportation workshops.

ADDITIONAL SKILLS

- Professional use of Atlassian JIRA, Confluence, MS Office (PowerPoint, Excel, Project), Miro;
- DS domain experience in Classical ML, Pricing, Recommendations, NLP, Deep Learning, Uplift-modeling, Reinforcement learning (multi-armed bandits), AB-tests;
- Practical use of Python, Pycharm, LightGBM, CatBoost, Pytorch, Keras, Scikit-learn, Pandas, Numpy, Scipy, Matplotlib, Optuna;
- Practical use of SQL, Hive, Spark, Postgres, MySQL, DataGrip;
- Experience in Git, Docker, REST API, ELK, Linux, Visual Basic for Applications (VBA), AutoCAD;
- Structuring and presentation designing, interviewing skills.