IGOR PAKIN

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PRODUCT MANAGER

MANAGERIAL EXPERTISE – 12 YEARS

Product Management

- Demand investigation. Analysis of markets, processes, existing solutions, interaction with users, and analysis of experience
- Financial modeling and cost analysis. Margins determination, revenue and cost management
- Team building and development, roles distribution and daily management
- Product planning, development strategy management (MVP definition, development and maintenance of roadmaps, hypotheses, maintenance of backlog, and prioritization)
- Participation in marketing and PR
- Legal support
- Documentation and information bases

Stream and department management, product owner

- Strategy management
- Organization of product projects management processes
- Product projects management control
- Collaboration environment creation and tool management
- Organization of interaction with the sales department, participation in sales and marketing
- Customer relationship development
- Development of company products and services
- Budgeting
- Resource allocation
- Interaction with owners and top managers
- Presentations
- Interaction with the HR Department. Recruitment and mentoring

EDUCATION

Moscow State University of Economics, Statistics and Informatics, Moscow *Institute of Computer Technologies, Department of Knowledge Management and Applied Informatics in Management, Corporate Management*	2009

- Graduated with honors, recommended for enrollment in the government-funded postgraduate training program

Moscow University for Industry and Finance "Synergy", Moscow *Faculty of Economics, Department of Valuation and Corporate Finance, Business Valuation*	2009

- Graduated with honors, class president

ADDITIONAL EDUCATION, ADVANCED STUDIES, COURSES

ScrumTrek, LeanDS Project and Product Management in Data Science, Certificate ID: 000001	2020
ALIBRA SCHOOL ALIBRA, English language, Council of Europe Level, B2	2013
TEGoVA Recognized European Valuer (REV) qualification exams, TEGoVA	2013
PJSC Sberbank	2011

Qualification exam for valuation company accreditation for providing
valuation services in the sphere of work with the large borrowers of PJSC
Sberbank (Result: 26 points out of 30)

PUBLICATIONS AND REPORTS

Report: [Financial Modeling and Economics of AI Products](#) (ML/DS) (Economics of Artificial Intelligence and Big Data Products).	**Product Camp,** June 20, 2020

FOREIGN LANGUAGES

- English — B1 — Intermediate

WORK EXPERIENCE – 17 YEARS

Product Manager	May 2020 to present

AI/DS products development projects
Development: Joint teams of Moscow Institute of Physics and Technology (MIPT) and international team with headquarters in Palo Alto.
Participation in a series of projects on AI/DS product development for industrial solutions as a part of the cross-functional teams.
Project role: Product Manager. Consulting on product development strategy, which includes solution architecture, MVP definition, product cost and finance – financial modeling, economic effect support from implementation to monetization.
The detailed information on the projects is confidential under NDA.

Results:

- solutions and products in the field of Logistics, Marketing and Merchandising, Energy Industry and Supervision of production processes at industrial facilities: 7 projects at the Proof of Concept stage
- Experience in international teams and projects

Product Project Manager /R&D Innovation Manager	August 2019 to present

2K Engineering Company: [ik2k.ru/](#)

Leading company of the 2K holding specializing in construction and engineering

- Creating a project pool on the development of the internal work system and external service offering of innovative products

Areas of work:

1. development of innovative service products for external clients based on competencies formed within the holding company: IT consulting, system integration and development:

- Interaction with external clients and customers, identification of opportunities for the external offering of innovative products and services
- Investigation of markets and existing solutions
- Building teams for project implementation

2. internal processes, processes and tools for interaction with customers, a unified information platform (system) for work, improvement of PMO and BPM processes and tools

- Engineering project management. Subject area study
- Interaction with the company's functional departments, requirements definition

Results:

- Defined and explored direction for developing the offering of innovative AI/DS products and services for technological solutions within the engineering projects
- Implemented tools of end-to-end management of engineering project stages. Increased process transparency and manageability. Reduced project cost on average by 15%
- Launch of two new projects and cooperation with one new customer under my guidance within the current engineering projects. Building two working groups

System Integration Team Lead/Product Owner   November 2015 —
                                                                        August 2019*

2K JSC – 2kaudit.ru/

Areas of work:

- development of solutions for the internal intranet and the company's work system;
- monetization of accumulated competencies and created products in external IT consulting and system integration projects.

Responsibilities:

- Interaction with the company's functional departments, requirements definition
- Comprehensive study of the IT environment and processes
- Interaction with external clients and customers, identification of opportunities for the external product and service offerings
- Development of company products and services
- Management of the department and project teams. Development and optimization of workflows
- Planning, implementation, development, and optimization of the company's hardware and software infrastructure. Development and optimization of work regulations
- Planning and control of access rights differentiation to resources and systems
- Management of finance, budget, and procurement
- Monitoring and support of IT services, ensuring their availability
- Organization of technical support. Organization of information support

Internal results:

- Development (formalized processes and created a general concept) and implementation of a unified adaptive environment for ensuring the company's activities. (Modules: ERP; CRM; BI, System of Analytical Support for Personnel Assessment; Document Management, Digital Signature; Unified File and Process Platform for Collaborative Project Work; Unified Template System; Information System; Resource Optimization, Production Planning and Management module)
- Assistance with the transformation of the IT culture of information collaboration. Improvement of the BPM and PMO tools and culture.

Significant external projects:

- Development of the concept of information support for the asset independent valuation process in the PJSC Rosneft Oil Company Group (process description, requirements formalization, architecture development).
- Information system for the collection, verification, and provision of documents and information on the valuation object required for assets valuation in the PJSC Rosneft Oil Company Group.
- Information system for support of the verification methodology for asset valuation reports in the PJSC Rosneft Oil Company Group.

Valuator/Project Manager   February 2011 —
                                                                      November 2015

2K JSC – 2kaudit.ru/

Business Valuator: from March 2013 to November 2015
Projects on the valuation of various financial assets, business.
Financial modeling, financial analysis.
Project implementation, project management.
Professional achievements: passed Recognized European Valuer (REV) qualification exams, TEGoVA.

Property Valuer: from 2011 to March 2013
Performed and participated in property valuation projects in various regions of the country.
Valuation of movable and immovable property, property complexes of enterprises, factories.
Professional achievements: passed qualification exam for valuation company accreditation for providing valuation services in the sphere of work with the large borrowers of PJSC Sberbank.

Expert   April 2010 —
                                                                      February 2011

Chamber of Commerce and Industry of the Russian Federation – tpprf.ru/

Participation in the events related to the development of the valuation legislation in the Russian Federation in the spheres of property taxation, property valuation, cadastral value appraisal for tax purposes:
- examination of regulatory legal acts, conducting experiments, analyzing and summarizing the results, developing recommendations;
- ensuring the interaction of government agencies, regional authorities, and business in the related issues;
- participation in conferences, round tables, and discussions.
Experience of work in government agencies.

Project Manager. Senior Engineer, Chief Engineer's Office.	May 2003 — April 2010

Total Telecom. Construction Telecommunication Company – total-telecom.ru/

Project and construction team management. Coordination of activities and organization of interaction between: project, engineering, budget and cost departments, and order and supply group.
Significant projects:
- Radio Frequency Center of the Russian Federation (system of monitoring the air and frequency plot of Russia);
- Moscow Metro: cellular communication system in the metro; emergency communications system.

Indoor communication systems projects in large multifunctional centers:
- Moscow-City, Federation Tower (Mirax), Tower B;
- Office building, PJSC Sberbank, 12 2-nd Yuzhnoportovy proezd;
- Main office building, PJSC Sberbank, 19 Vavilova street;
- Concord Business Centre, 10 Shabolovka street;
- Multifunctional business complex, 30 Sakharova avenue;
- Administrative office building, 8 Preobrazhenskaya square.

ABOUT ME

Developed artistic creativity, aesthetic sense, empathy, and personalization skills.

Cross-industry communication skills. Ability to quickly understand the essence of the tasks of the subject area, combine solutions from different areas, and achieve the best result.
Practical expertise in various areas: telecommunication construction, government agencies, financial consulting, information technology: development and integration, building and engineering
Deep product and value creation mindset based on an understanding of various businesses operation and practical skills in the process and financial modeling, market and demand analysis

High level of independence and personal responsibility. End-to-end guidance of most of the projects and streams during the career

Multitasking. Skills of effective work under uncertainty
Ability to set priorities in a variety of tasks to achieve the required result

High level of communication and networking skills
Leader, visionary, and negotiator. Team player

Extreme tolerance for stress due to constant interaction with customers, owners, many diverse employees, and contractors, and due to mountaineering and sailing in the open ocean

High flexibility and adaptability to changes

Latest achievements significant for the product community: presenting a report on the topic of Financial Modeling and Economics of AI Products (Economics of Artificial Intelligence and Big Data Products) at the recently held Product Camp –
https://www.facebook.com/PakinIgor/posts/3140612309338125,
participation in the creation of an optimal framework for AI/DS (Big Data) project and product management.

See the information on my competencies and biography here: https://linktr.ee/pakinigor_j

- Experience in design, building, and implementation of distributed systems.
- Experience in database design and data management. Experience in building analytics.

Experience with technologies, tools, and environments.
- Python, SQL, HTML
- Jupyter Notebook, Yandex DataSphere
- PyCharm, Visual Studio Code, GitHub Desktop, Git Bash, Command Prompt
- Google Analytics, Yandex.Metrica, call-tracking
- Google Ads, Yandex.Direct
- Google Sheets, Google Data Studio, MS Excel, Power BI, Yandex DataLens
- MS Access, ClickHouse
- 1C Platform and Technology, SharePoint
- CryptoPro Certification Authority
- Yandex.Cloud, Azure, Microsoft 365 (Office 365)

- GitHub, TFS (Azure DevOps)
- MS Visio, Lucidchart.com, Visual Paradigm, Enterprise Architect
- miro.com, mural.co, jamboard
- Yandex.Tracker, Jira, TickTick, kaiten.io, Trello, Slack
- MS OneNote, Confluence, notion.so
- Waterfall, Agile (Scrum, Kanban), RUP, RAD
- MS Excel, MS Project

Certificates:
- [Stepik, Python Programming](#)
- [SoloLearn, HTML Fundamentals course](#)
- [SoloLearn, Java Tutorial course](#)
- [SoloLearn, Python 3 Tutorial course](#)
- [SoloLearn, SQL Fundamentals course](#)

REFERENCES

ScrumTrek Founder, Agile Coach, LeanDS Founder
Askhat Urazbaev (https://www.facebook.com/askhat.urazbaev, better to contact via Telegram: @askhatu)

Internet initiatives development fund
Vadim Malych (Deputy Director of Educational Projects, https://www.facebook.com/v.malych)

2K
Anatoly Rybalko (Director of the Information Technology Department)

2K
Valery Beloglazov (Director of the Department of Evaluation of Experts Findings and Cost Consulting)

2K
Svetlana Shevchenko (Head of HR Department)