

# Kirill Shurshev

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## EDUCATION

### UNIVERSITY OF APPLIED SCIENCE JENA

M.A. IN BUSINESS  
ADMINISTRATION  
2019 - 2021 | Jena, Thüringen  
Major: Business  
Administration, Finance and  
Informatics  
Note: B+

### STATE UNIVERSITY ASTRAKHAN

M.A. IN INTERNATIONAL  
BUSINESS  
June 2018 | Astrakhan, Russia  
Note: A

### STATE UNIVERSITY ASTRAKHAN

B.A. IN LINGUISTICS  
June 2017 | Astrakhan, Russia  
Semester abroad in China  
Note: B

## COURSEWORK

Python for Data Analytics  
Machine Learning  
Classification Methods  
Traditional Time Series  
Methods  
Data Bases  
Statistics  
Data Mining  
Data Visualization  
Artificial Neuronal Nets  
Project Management

## CERTIFICATES

Python Core • Data Science  
Machine Learning • Business  
Architect • English • Spanish  
German • Mandarin

## INTERESTS

Tame Impala (Indie Rock)  
Triathlon • Programming  
Asian Food

## SOFT SKILLS

Flexible • Passionate  
Responsible • Communicative  
Stress-resistant

## SKILLS

### LANGUAGES & APTITUDES

Python • SQL • JavaScript • SPSS • SAP • VBA • Excel • Git • Power BI • Tableau • Docker

### TECHNICAL SKILLS

Regression (Univariate, Multivariate, Logistic, Lasso, Prophet, SVR, Random Forest, ARIMA, SARIMA, (G)ARCH) • Classification (K-NN, SVM, Decision Tree, Bayes Classifier, Fuzzy Logic, Fuzzy-Decision Tree, Genetic Algorithms) • Clustering (K-Means, Hierarchical) • Deep Learning (RNN, LSTM, GRU) • NLP • Data Cleaning & Interpretation.

## WORK EXPERIENCE

### PEGASYSTEMS | DATA ANALYST/SCIENTIST INTERN

Software Industry

Feb. 2021 - Sept. 2021, | Munich, Germany

- Independently visualized and automated the data with Excel, Python and Tableau for senior Enterprise Client Success Managers assigned to world companies (Roche, Mondale, Siemens) that increased the applications efficiency transparency.
- With the Engineers and Product Managers Team integrated Power BI in the Reporting Platform.
- Prepared, cleaned, predicted and visualised the data of Annual Contract Values for Pega DACH Sector assisting Senior Director Client Success Manager.
- Solemnly developed and implemented the cloud system that automatically analyse (trends and seasonality) and predict the company's metrics.
- Became a Certified Pega Data Science and Certified Pega Business Architect.

### CREDO | DATA ANALYST

Language School

Apr. 2018 - 2021 | Astrakhan, Russia

- Classified customers based on fuzzy logic and decision tree methods with ABC and RFRM models.
- Reporting financial key parameters to the CEO.
- Interacted with stakeholders and clients.

## PROJECTS

### SALES FORECASTING | TIME SERIES FORECASTING WITH TRADITIONAL METHODS AND ANN

The forecasts were made based on the Google and Apple sales data. For the project were used the following models: linear regression, moving average, exponential smoothing, ARMA, ARIMA, SARIMA, ANN (LSTM, Vanilla RNN).

### CONTRACT VOLUME FORECASTING | DATA MINING, ANALYSIS, FORECASTING, VISUALIZATION

Detected Anomalies in the data and created ML-Models with CSMs for forecasting simultaneously multiple time series of Siemens contracts indicators for the next 9 months.

### DEEP LEARNING | NLP, IMAGE CLASSIFICATION, CHAT-BOTS

Using PyTorch created a translator with an interface. Using MLP-Classifer trained NN to distinguish images of digits Using Tensorflow and NLTK libraries created a chat-bot.