Vyacheslav Guch

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Diplomas

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EDUCATION

Bachelor in Computer Science, HSE University   2023-2027
*Applied Mathematics and Informatics | **State-funded Merit Scholarship***

- Mastering cutting-edge technologies in Deep Learning, Computer Vision, and NLP
- Core technical foundation: Advanced Mathematics, Algorithms & Data Structures, System Design, and Software Engineering practices

Google Project Management Professional Certificate   2025
Coursera x Google | Completed with Honors

- Mastered end-to-end project lifecycle management using Agile and Waterfall methodologies
- Developed expertise in strategic planning, risk management, and stakeholder communication
- Completed 6 hands-on projects including full-scale Agile transformation case study

Business Security Minor   2024-2026
HSE University
Specialized in enterprise risk management and cybersecurity governance, developed comprehensive security framework for fintech startup, recognized by faculty

EXPERIENCES

Product Lead   Aug 2024 – Present
NDA, Edtech & HRtech(10+ years on market), launching new product

- Led end-to-end product discovery and delivery for enterprise HR automation platform: orchestrated dual-track agile development, conducted extensive user research (30+ depth interviews, 5 focus groups), and defined north star metrics aligned with OKRs using HEART framework.
- Implemented Jobs-to-be-Done framework for enterprise HRDs (10k-300k employees): mapped 15+ key jobs, prioritized opportunities using Opportunity Solution Tree, resulting in 3 high-impact features validated through rapid prototyping.
- Drove pilot program success using Lean Startup methodology: achieved 40% reduction recruiters process time through iterative MVP releases, maintaining 92% stakeholder satisfaction (measured via CSAT).
- Spearheaded KPI decomposition module development using OKR framework: created scalable methodology validated across 3 enterprise clients, resulting in 85% adoption rate and 60% improvement in goal-setting clarity (measured via internal surveys).
- Revolutionized test-content generation through AI implementation: leveraged prompt engineering and RAG architecture to achieve 98% accuracy, reducing production time by 95% while maintaining quality standards validated by subject matter experts.

Co-founder / Technical Product Manager   Apr 2024 – May 2025
Shperling AI

- Orchestrated product-market fit discovery for enterprise RAG solutions: implemented AARRR framework for B2B SaaS, resulting in $22,000 pilot revenue and $5M valuation through strategic positioning and value proposition design.
- Delivered 3 enterprise-grade RAG implementations using product-led growth strategy: utilized RICE prioritization framework for feature development, achieving 95% accuracy and 90% relevance while reducing client support costs by 50% (measured via CAC/LTV analysis).

- Pioneered text2SQL solution using dual-track agile: led discovery track (opportunity solution tree, user story mapping) parallel to delivery track (2-week sprints), reducing analytics time by 87% and achieving 95% user satisfaction.
- Established data-driven growth engine: implemented ICE scoring for ABM campaigns (3,000+ monthly contacts, 5% conversion), conducted problem/solution interviews using "The Mom Test" methodology, resulting in 15% pilot conversion rate.
- Led cross-functional team using Shape Up methodology: ran 6-week cycles for RAG prototype development, managed technical debt through hill charts, resulting in successful commercial product launch with 98% uptime.
- Implemented OKR framework for strategic planning: aligned team goals with company vision, resulting in 20% faster feature development and successful pivot to Operation Co-Pilot strategy based on comprehensive market research.
- Secured "Future Unicorn" status at GSEA and keynote speaker at major CIS conferences (5,000+ attendees): delivered compelling product vision and PMF validation, generating 10+ enterprise pilot requests.

Head of Student Leadership Program   Dec 2023 – May 2024
Daily Challenge VC

- Architected scalable student engagement platform: implemented data-driven OKR system and automated workflows using no-code stack (Notion, Airtable, Make), resulting in 40% increase in student retention and 85% program completion rate.
- Scaled program reach from 100 to 80,000+ users through strategic partnerships: developed comprehensive growth strategy, resulting in key edtech partnership (40,000+ users) and 4x increase in organic user acquisition.
- Designed and implemented full-cycle talent acquisition funnel: achieved 90% offer acceptance rate and reduced time-to-productivity by 50% through structured onboarding and mentorship program.
- Led agile transformation of 10+ cross-functional teams: implemented Kanban methodology, established clear KPIs and OKRs, resulting in 30% increase in project delivery speed and 95% stakeholder satisfaction.

BigData Analyst, Beeline Kazakhstan   June 2023 – Nov 2023
Beeline is the largest Fintech company in Kazakhstan

- Interacted with production DB's based on HDFS, PySpark, Kafka, PostgreSQL to upload and send data.
- Developed and brought to production SQL triggers for MyBeeline App.
- Refactored Multisim Model, increased performance for 30 percents(F1 score)
- Communicated with customers, promptly and succesfully solved existing and new issues.

PROJECTS

Project+Product Management Cheatsheets   2025
- Created comprehensive project+product management cheatsheets (400+ pages) combining academic knowledge and practical experience from top-companies around the world and latest product management trends. link

DANO Olympiad Winner, HSE and Tinkoff   2022
Data Analysis National Olympiad

- Solved different analytical, data analysis tasks
- Led team of 5 people, which made research on dataset of movie ticket sales in 2020
- Organized team and tracked a progress in Miro, Notion
- Made EDA, Feature engineering, Data visualization using pandas/seaborn etc.