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Vyacheslav Guch

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Diplomas

EDUCATION

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

Main courses: Linear Algebra, Python/C++ programming, Data Structures, Data Analysis, DL/ML/DS/AI

Google Project Management specialization **2025**
Coursera x Google

Key topics: Agile and Scrum fundamentals, project planning and execution, risk management, stakeholder communication, project documentation, team leadership, quality management, and use of project management tools.

Business Security **2024**
Minor, HSE university

Business intelligence, Protecting businesses from threats in the field of economics and finance, cybercrimes personnel, Ensuring the safety of assets and material resources of the business.

EXPERIENCES

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

- Actively developing an end-to-end HR process automation product for a large enterprise as Product Manager: professionally conducting customer development, defining full project scope, initiating and executing the project, and communicating with stakeholders according to best practices; currently running test pilots with the same client.
- Expertly conducted customer-development interviews with HRDs of companies with 10k–300k employees, identifying pain points, aligning requirements, and validating solution hypotheses.
- Executed pilot implementations with large enterprise customers within tight timelines, demonstrating rapid MVP deployment.
- Developed MVP of KPI decomposition module: delivered robust methodological framework leveraging decade-long expertise, validated efficacy, and advanced to full implementation with metric tracking.
- Created MVP for test-content generation module across general education and niche domains: achieved 98% accuracy validated by methodologists, reducing effort from three weeks (three methodologists) to one hour (one request).

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

- Led commercial development and client acquisition strategy: developed cold outreach scenarios and presented on-premise RAG solution, resulting in \$22,000 revenue from paid pilots and a \$5M startup valuation by private investors.
- Delivered three on-premise RAG solutions (for internal support to travel agency, a Swiss consulting firm, and two fintech companies with 1M+ clients): managed data collection, set up solution architecture (DVC, Docker, PostgreSQL), , achieving 95% accuracy on internal metrics and 90% relevance in client tests. Clients saved up to 50% on support costs.
- Initiated and supervised the creation of a text2SQL pipeline for a B2B retail startup: designed pipeline architecture, configured NLP modules and local SQL processing, reducing analytics turnaround time from 8 to 1 hour.
- Organized business and customer development processes: set up manual and automated ABM outreach via LinkedIn (3,000+ contacts/month, 5% conversion to conversations), conducted 50+ interviews with company representatives (\$50M–\$5B), forming a funnel where this leads converting to pilots.

- Headed the prototype team (5 junior ML developers) and designed 5 prototypes of custom RAG architectures using Scrum: organized sprints and daily standups, with one prototype becoming the core of the commercial product.
- Attracted an external AI industry advisor, accelerating feature development by 20%: negotiated terms and integrated expert consultations into the development process, increasing client trust.
- Pitched at key CIS conferences to audiences of 5,000+, generating 10+ pilot requests and expanding the partner network.
- Led the preparation of the "LLM in Business" research (60 slides), laying the foundation for the Operation Co-Pilot strategy: defined key topics, organized data collection, and personally validated findings, helping to approve the new 2025 roadmap.
- Winner of the CIS stage of GSEA ("Future Unicorn" status).

Head of Student Leadership Program

Dec 2023 – May 2024

Daily Challenge

- Organized a centralized tracking and communication system for 100 students: developed and implemented a knowledge base using Notion, Airtable, and Make, enabling automatic participant status tracking and Telegram notifications.
- Introduced a unified goal-setting framework and standardized reporting processes: merged scattered Telegram chats into a single ecosystem, which attracted an edtech project with a 40,000+ audience and ensured coverage of 80,000+ trained users.
- Built a full HR funnel for monthly recruitment of 30+ students: developed unified message templates, standardized funnel stages, and conducted onboarding calls, accelerating new member adaptation and reducing churn.
- Coordinated 10+ cross-functional teams (marketing, analytics, development, HR, etc.): held 8–12 online meetings per week, ensuring timely decision-making for both offline and online events and increasing participant engagement.

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 percent (F1 score)
- Communicated with customers, promptly and successfully 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 I've gained from my studies and work from this year. [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.