



## Yordan Ivanov

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### WORK EXPERIENCE

02/03/2020 – 31/08/2022 – London, United Kingdom

**DATA ANALYST – LIBERTYSPECIALITYMARKETS.COM**

- Time series analysis.
- Risk adjusted returns analysis.
- Pricing, liquidity and volatility measurement.
- Generating data based reports for equity and blockchain markets.
- Working with several departments for risk assessment and improvement of return on portfolio.

10/12/2019 – 19/02/2021 – London, United Kingdom

**DATA MODELING – WEFARM.CO**

- Data mining and data modeling.
- Generate insights from online visitor data.
- Make recommendations to improve visitor engagement and revenue.
- Direct data strategy, producing a data roadmap that sets out how data is collected and leveraged.
- Oversee the tracking of visitor behavior and lifetime value, identifying opportunities that help achieve strategic objectives (growth, engagement, revenue, satisfaction).

21/09/2018 – 22/12/2019 – London, United Kingdom

**DATA ENGINEER – CHARGEOLT.CO.UK**

- Data analysis and data modeling.
- Implementation of segmentation models and other frameworks from online visitor data.
- Generate understanding of how to engage with visitors.
- Direct data strategy and data driven decision making.

22/10/2016 – 01/08/2018 – London, United Kingdom

**DATA ENTRY SUPERVISOR – LYST-TECH.COM**

- Data analysis and data supervision.
- Taking ownership of the process of managing the availability, usability and security of the data.
- Taking care of effective data governance.
- Prepare reports in the form of visualisations.

12/05/2014 – 19/10/2016 – Dublin, Ireland

**STATISTICAL ANALYSIS – HUBSPOT.COM**

- Data analysis and data visualization.
- Lead the analysis and interpretation of online visitor data.

- Providing insights to inform marketing, commercial and operational decisions.
- Working with several departments including to monitor customer acquisition, retention and engagement.

19/02/2011 – 07/04/2014 – Madrid, Spain

## MARKETING DATA ANALYST – TARIC.ES

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- Data analyst and generation of data reports for revenue improvement
- Monitor customer online acquisition, retention and engagement.
- Ensure strategic metrics such as visitor attendance.
- Taking care of digital growth and customers' online engagement.

## ● EDUCATION AND TRAINING

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15/09/1995 – 30/05/1998 – Varna, Bulgaria

### HIGH SCHOOL GRADUATE – Navy Academy of Varna

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**Address** Kv. Asparuhovo, Bulevard Narodni Buditeli 4, Varna, Bulgaria | **Website** <https://www.vmg.bg/>

02/10/2017 – 09/06/2021 – London, United Kingdom

### BSC BUSINESS PSYCHOLOGY – Birkbeck University

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**Address** 4 Gower Street, Bloomsbury, London, United Kingdom | **Website** <https://www.bbk.ac.uk/>

03/10/2021 – 12/09/2022 – London, United Kingdom

### MSC DATA SCIENCE – University of London

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**Address** Senate House Malet Street , London, United Kingdom |

**Website** <https://www.london.ac.uk/courses/data-science-msc>

## ● LANGUAGE SKILLS

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Mother tongue(s): **BULGARIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C2	C2	C2	C2	C2
<b>SPANISH</b>	C2	C2	C2	C2	C2

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## ● DIGITAL SKILLS

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### My Digital Skills

Python | R - Programming | SQL | BackEnd | Data Lineage