Alexey Yushkin

Boston, Massachusetts | 646-204-6968 | a.y.yushkin@gmail.com | alexyushkin.github.io | linkedin.com/in/alexey-yushkin

Education

Master of Business Analytics (MsBA)   May 2021
Hult International Business School | Cambridge, Massachusetts
- Dean's List, Overall GPA 3.83

Certificate of Professional Retraining in Artificial Intelligence   Nov 2020
GeekBrains | Skolkovo, Russia

Master of Business Administration (MBA)   Aug 2020
Hult International Business School | Cambridge, Massachusetts
- Dean's List, Overall GPA 3.57

Diploma of Professional Retraining in Management   Jul 2010
Academy of National Economy | Moscow, Russia
- Diploma with Distinction, Overall GPA 4.0

Master of Electronics and Communication Engineering (ECE)   Mar 1993
Moscow Institute of Engineers of Civil Aviation | Moscow, Russia
- Diploma with Distinction, Overall GPA 3.98
- Deputy Team Leader

Experience

EFFECTIVE SYSTEMS LTD. | Moscow, Russia | www.softstarter.ru   Dec 2002 – Aug 2019
Developer and manufacturer of industrial energy savings equipment for electric drive systems and solutions in the field of industrial automation.

CEO. Managed strategic business objectives. Headed, supported, and motivated electrical/electronic design, production and sales teams of industrial electric products, including energy saving equipment.

- Established and developed company from scratch – strategy development and execution.
- Initiated and directed design process of 17 product lines including competitive analysis and market entry strategy.
- Organized manufacture process of 260+ products including building partnerships and processes improvement.
- Recruited, trained, and orchestrated sales team attracted 2000+ customers including Gazprom, Rosneft, Lukoil and increased annual sales from zero to USD 1M+.
- Avoided any cash gaps in financial planning through utilization of strong forecasting and analytical skills.
- Increased profitability up to 15% due to improved supply chain and negotiated discounts.
- Designed, built, and administrated corporate database as well as devised queries using MySQL.
- Chartered algorithms and built scripts in Python to automate registration and accounting of supply chain operations, manufacturing processes, and inventory management.
- Implemented Machine Learning algorithms to analyze energy consumption data and predict opportunities for energy savings.
- Created software for remote control of equipment via Modbus protocol using C#.

GALION SERVICE & TRADING CO. | Moscow, Russia   Jun 1996 – Dec 2002
Legal, logistic, interpretation, translation service provider for American non-profit organizations

The Head of Moscow Office. Led service team. Oversaw day to day functions of company by connecting with other staff, assessing performance, and solving problems.

- Developed a database enabled clients to obtain real-time information on timing of preparation of various documents and preliminary activities using spreadsheets (Microsoft Excel).
- Liaised with key foreign customers – over a dozen of American non-profit organizations.

TPK LION LLC | Moscow, Russia   Jan 1996 – Jun 1996
Retail

Deputy Director. Performed financial planning, managed supply chain and inventory.

- Reorganized supply chain and implemented inventory tracking and planning system allowed reducing turnover time by 25% and cutting costs by decreasing product losses due to expiration by 80%.

Earlier Experience _____

SENTYABR LLC, CEO | Moscow, Russia   1994 – 1996
TRANSAERO AIRLINES, Ground Control Dispatcher | Sheremetyevo, Russia   1993 – 1994

Skills and Certifications_____

Certificates: U.S. - Russia Presidential Management Training Exchange Program, AWS Fundamentals Specialization, Google IT Automation Professional Certificate, Developing Applications with Google Cloud Platform Specialization, Data Engineering with Google Cloud Specialization, IBM Applied Data Science with Python, IBM Machine Learning with Python, 100+ Coursera and DataCamp Certificates including Python Programmer Career Track, Machine Learning Scientist with Python Career Track, Data Scientist with Python Career Track, Data Analyst with SQL Server Career Track, R Programming Skill Track, Deep Learning in Python Skill Track, etc.

Technologies: Python, R, SQL, C#, Tableau, Microsoft Office, Microsoft Word, Microsoft Excel, Microsoft PowerPoint

Additional Information _____

Languages: Russian (native), English (proficient)