

# Alexey Yushkin

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## Education

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| <b>Master of Science in Business Analytics (MsBA)</b><br>Hult International Business School   Cambridge, Massachusetts<br>• Diploma with Distinction, Overall GPA 3.87                                       | May 2021 |
| <b>Certificate of Professional Retraining in Artificial Intelligence</b><br>GeekBrains University   Skolkovo, Russia   | Nov 2020 |
| <b>Master of Business Administration (MBA)</b><br>Hult International Business School   Cambridge, Massachusetts<br>• Dean's List, Overall GPA 3.57   | Aug 2020 |
| <b>Diploma of Professional Retraining in Management</b><br>Academy of National Economy   Moscow, Russia<br>• Diploma with Distinction, Overall GPA 4.0   | Jul 2010 |
| <b>Master of Electronics and Communication Engineering (ECE)</b><br>Moscow Institute of Engineers of Civil Aviation   Moscow, Russia<br>• Diploma with Distinction, Overall GPA 3.98<br>• Deputy Team Leader | Mar 1993 |

## Experience

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**HOMEWORKS ENERGY, INC.** | Medford, Massachusetts Jul 2021 – Present  
*Mass Save® partner and the largest Home Performance Contractor in Massachusetts*

**Process & Insight Analyst.** Gather and analyze operations data for the organization, report and provide insight on operational KPIs, build, develop, and enhance business processes, and generally support management and leadership in making informed and objective business decisions.

- Collaborate with operations and business leaders to understand management objectives and to identify relevant data and metrics.
- Set parameters and requirements for data to be gathered; validate collected data through statistical testing and independent judgement.
- Model business concepts and determine assumptions to be tested.
- Analyze and report on business KPIs.
- Work with other departments to help roll out and test new initiatives.
- Select computational or data manipulation methods to be used in research and analysis.
- Apply validation and testing models to data.
- Based on data analysis create, develop, and implement business methods and procedures.
- Prepare reports that identify, explain, and evaluate problems and available solutions.
- Develop mathematical models and create simulation models of problems, applying expected constants and variables, restrictions, alternatives, numerical parameters and conflicting objectives.

**EFFECTIVE SYSTEMS LTD.** | Moscow, Russia | [www.softstarter.ru](http://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, Business Analyst.** Managed strategic business objectives. Headed, supported, and motivated electrical/electronic design, production, and sales teams of industrial electric products, including energy-saving equipment. Performed data analysis, derived actionable insights, optimized processes.

- 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*

**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

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**SENTYABR LLC, CEO** | Moscow, Russia

1994 – 1996

**TRANSAERO AIRLINES, Ground Control Dispatcher** | Sheremetyevo, Russia

1993 – 1994

## Skills and Certifications

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**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, 120+ 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, Text Mining with R Skill Track, Deep Learning in Python Skill Track, Data Engineer with Python Career Track, etc.

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