Anna Pirogova

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Phone: +7 981 710 - 93 - 96	Location: St. Petersburg, Russia

Aspiring data scientist with strong background in economics, statistical modeling, and business analytics. Experienced in Python, SQL, R and machine learning. Published researcher with project portfolio and interactive dashboards.

SKILLS

| Technical Skills | **Programming & Data Analysis**
Python: pandas, NumPy, scikit-learn, Matplotlib, Seaborn, Plotly, Streamlit, SQLite, API integration
R: tidyverse, dplyr, caret, RPart, shiny, shinydashboard, DBI, randomForest
SQL: complex joins, window functions, schema design
STATA: panel & time series models, linear regression, margins, hypothesis testing
Excel: Power Query, pivot tables, regressions, lookup functions, charts | **Machine Learning & Statistical Modeling**
Random Forests, K-Means Clustering, Linear & Regularized Models (Ridge, Lasso), XGBoost, Recommender Systems, Ensemble Models, Double Machine Learning (DML). Feature Engineering & Model Evaluation (cross-validation, hyperparameter tuning, model selection). Causal Inference & A/B Testing

Data Visualization & Reporting
Python (Seaborn, Plotly), R (ggplot2, Shiny), Excel dashboards
Streamlit apps for interactive insights
Zoho Analytics (dashboards) |
| Languages | Russian – Native; English – C1; Turkish – B1, German – B1 | |

PORTFOLIO

Selected Projects	**Full portfolio: https://anna-pirogova.github.io/portfolio.html** **Interactive dashboard: Employee Churn in R&D.** Logistic Regression, Model Metrics, Changes Simulation. **Link** **Recommender System: Comics.** UBCF, Content-Based Recommendation, Sentiment-Analysis**. Link** **Personal Health-Tracking Dashboard for Recovery:** streamlit, API, plotly**. Link**

EMPLOYMENT EXPERIENCE

05/2021 - Present	**PASV Programming Academy in Silicon Valley** (Ed-Tech Startup, USA, California), **Data & CRM Analytics Specialist** *Business Data & Dashboards (Zoho Analytics)* - Built **15+ SQL -based interactive dashboards** to track KPIs across sales, marketing, and customer success - Forecasted revenue trends, team performance, and funnel velocity - Delivered monthly BI reports (lead sources, ad ROI, team KPIs) for **strategic decisions** - Created targeted customer subsets for marketing department *CRM Automation (Zoho CRM + Custom Functions)* - Developed lead distribution system that reduced manual processing time **(~10 minutes→ <20 seconds),** boosting efficiency by **95%** - Implemented automated task scheduling for sales teams reducing oversight and increasing conversion touchpoints - Co-developed AI-powered transcription integration using Whisper + GPT to auto-transcribe and log sales calls *Transactions & Payment Systems* - Conducted financial data reconciliation, analyzing **10K+** transactions, ensuring accurate financial records - Won **40+** chargeback disputes **(~$60K saved)** via structured evidence preparation - Integrated multiple installment payments into CRM + Zoho Books successfully passing complex approval processes
09/2020 – 06/2021	**National Research University Higher School of Economics,** **Teaching Assistant** - conducted seminars for Microeconomics, Macroeconomics, Mathematics, Economic Statistics - prepared video and other teaching materials for courses

EDUCATION

09/2023 – 08/2025	**Istanbul Technical University** (Istanbul, Türkiye):	*Master's of Arts in Economics*; GPA: 3.75/4
02/2022 – 02/2023	**Bogazici University, Faculty of Business Administration and Management** (Istanbul, Türkiye):	*Exchange program;* GPA: 3.42/4.0
09/2019 – 07/2023	**National Research University Higher School of Economics**, BA Program "International Business and Management" (Saint-Petersburg, Russia):	*Bachelor's degree with honors;* GPA: 8.86/10.0 State Budget Scholarship (50 awards for 836 applicants)

CERTIFICATION

2025	**"Associate Data Scientist in Python"** track, 90 hours	DataCamp
2025	**"Associate Data Analyst in SQL"** track, 39 hours	DataCamp
2025	**"Interactive SQL Trainer",** course, 24 hours	Stepik
2023	**"Introduction to Data Science in Python"** course**,** 30 hours	Coursera, University of Michigan
2023	**"Data Processing and Analysis"** advanced training program, 760 hours	Higher School of Economics
2022	**"SQL for Business Analysts"** track, 20 hours	DataCamp
2021	**"SQL Fundamentals"** track, 21 hours	DataCamp
2021	**"Modeling with tidymodels in R"** course**,** 4 hours	DataCamp
2021	**"Unsupervised Learning in R"** course, 4 hours	DataCamp

PUBLICATIONS & ACHIEVEMENTS

2025	Pirogova A., (2025). **The Roles of Preventive and Curative Health Care in Economic Development**. In M. Tatoğlu (Ed.), 7th International Black Sea Modern Scientific Research Congress: Full Texts Book (pp. 334–365). Artvin, Türkiye. ISBN 979-8-89695-114-8
2022	Pirogova A., Taraskina E. V., Zazdravnykh E.A. (2022). **Access to Healthcare and Digitalization** // GSOM emerging markets conference 2022: CONFERENCE BOOK, Saint-Petersburg, 05–08 October 2022. – Saint-Petersburg: St. Petersburg State University Graduate School of Management, 2022. – P. 240-246. – EDN MORNEB
2022	Laureate of the **Student Research Paper Competition** held by HSE University