

Anna Pirogova		
Personal website: <a href="https://anna-pirogova.github.io/anna-pirogova-english/">https://anna-pirogova.github.io/anna-pirogova-english/</a>		LinkedIn: <a href="https://www.linkedin.com/in/anna-pirogova/">https://www.linkedin.com/in/anna-pirogova/</a>
Email: <a href="mailto:anna.i.pirogova@gmail.com">anna.i.pirogova@gmail.com</a>		Github: <a href="#">anna-pirogova</a>
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	<b>Programming &amp; Data Analysis</b> <b>Python:</b> pandas, NumPy, scikit-learn, Matplotlib, Seaborn, Plotly, Streamlit, SQLite, API integration <b>R:</b> tidyverse, dplyr, caret, RPart, shiny, shinydashboard, DBI, randomForest <b>SQL:</b> complex joins, window functions, schema design <b>STATA:</b> panel & time series models, linear regression, margins, hypothesis testing <b>Excel:</b> Power Query, pivot tables, regressions, lookup functions, charts	<b>Machine Learning &amp; Statistical Modeling</b> 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  <b>Data Visualization &amp; Reporting</b> Python (Seaborn, Plotly), R (ggplot2, Shiny), Excel dashboards Streamlit apps for interactive insights Zoho Analytics (dashboards)
	<b>Languages</b> Russian – Native; English – C1; Turkish – B1, German – B1	
PORTFOLIO		
Selected Projects	<b>Full portfolio:</b> <a href="https://anna-pirogova.github.io/anna-pirogova-english/portfolio.html">https://anna-pirogova.github.io/anna-pirogova-english/portfolio.html</a> <b>Interactive dashboard: Employee Churn in R&amp;D.</b> Logistic Regression, Model Metrics, Changes Simulation. <a href="#">Link</a> <b>Recommender System: Comics.</b> UBCF, Content-Based Recommendation, Sentiment-Analysis. <a href="#">Link</a> <b>Personal Health-Tracking Dashboard for Recovery:</b> streamlit, API, plotly. <a href="#">Link</a>	
EMPLOYMENT EXPERIENCE		
05/2021 - Present	<b>PASV Programming Academy in Silicon Valley</b> (Ed-Tech Startup, USA, California), <b>Data &amp; CRM Analytics Specialist</b> <i>Business Data &amp; Dashboards (Zoho Analytics)</i> <ul style="list-style-type: none"><li>Built <b>15+ SQL -based interactive dashboards</b> to track KPIs across sales, marketing, and customer success</li><li>Forecasted revenue trends, team performance, and funnel velocity</li><li>Delivered monthly BI reports (lead sources, ad ROI, team KPIs) for <b>strategic decisions</b></li><li>Created targeted customer subsets for marketing department</li></ul> <i>CRM Automation (Zoho CRM + Custom Functions)</i> <ul style="list-style-type: none"><li>Developed lead distribution system that reduced manual processing time (<b>~10 minutes</b>→ <b>&lt;20 seconds</b>), boosting efficiency by <b>95%</b></li><li>Implemented automated task scheduling for sales teams reducing oversight and increasing conversion touchpoints</li><li>Co-developed AI-powered transcription integration using Whisper + GPT to auto-transcribe and log sales calls</li></ul> <i>Transactions &amp; Payment Systems</i> <ul style="list-style-type: none"><li>Conducted financial data reconciliation, analyzing <b>10K+</b> transactions, ensuring accurate financial records</li><li>Won <b>40+</b> chargeback disputes (<b>~\$60K saved</b>) via structured evidence preparation</li><li>Integrated multiple installment payments into CRM + Zoho Books successfully passing complex approval processes</li></ul>	
	<b>National Research University Higher School of Economics,</b> <b>Teaching Assistant</b> <ul style="list-style-type: none"><li>conducted seminars for Microeconomics, Macroeconomics, Mathematics, Economic Statistics</li></ul>	
09/2020 – 06/2021	<ul style="list-style-type: none"><li>prepared video and other teaching materials for courses</li></ul>	
EDUCATION		
09/2023 – 08/2025	<b>Istanbul Technical University</b> (Istanbul, Türkiye):	<i>Master's of Arts in Economics</i> ; GPA: 3.75/4
02/2022 – 02/2023	<b>Bogazici University, Faculty of Business Administration and Management</b> (Istanbul, Türkiye):	<i>Exchange program</i> ; GPA: 3.42/4.0
09/2019 – 07/2023	<b>National Research University Higher School of Economics, BA Program</b> “International Business and Management” (Saint-Petersburg, Russia):	<i>Bachelor's degree with honors</i> ; GPA: 8.86/10.0 State Budget Scholarship (50 awards for 836 applicants)
CERTIFICATION – all certificates: <a href="#">link</a>		
2025	“Associate Data Scientist in Python” track, 90 hours	DataCamp <a href="#">Link</a>
2025	“Associate Data Analyst in SQL” track, 39 hours	DataCamp <a href="#">Link</a>
2025	“Interactive SQL Trainer”, course, 24 hours	Stepik <a href="#">Link</a>
2023	“Introduction to Data Science in Python” course, 30 hours	Coursera, University of Michigan <a href="#">Link</a>
2023	“Data Processing and Analysis” advanced training program, 760 hours	Higher School of Economics <a href="#">Link</a>
2022	“SQL for Business Analysts” track, 20 hours	DataCamp <a href="#">Link</a>
2021	“SQL Fundamentals” track, 21 hours	DataCamp <a href="#">Link</a>
2021	“Modeling with tidymodels in R” course, 4 hours	DataCamp <a href="#">Link</a>
2021	“Unsupervised Learning in R” course, 4 hours	DataCamp <a href="#">Link</a>
PUBLICATIONS & ACHIEVEMENTS		
2025	Pirogova A., (2025). <b>The Roles of Preventive and Curative Health Care in Economic Development.</b> 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). <b>Access to Healthcare and Digitalization</b> // 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 <b>Student Research Paper Competition</b> held by HSE University	