

<b>Anna Pirogova</b>			
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: anna.i.pirogova@gmail.com	Github: anna-pirogova		
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.			
<b>SKILLS</b>			
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)		
Languages	Russian – Native; English – C1; Turkish – B1, German – B1		
<b>PORTFOLIO</b>			
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:</b> Employee Churn in R&D. Logistic Regression, Model Metrics, Changes Simulation. <a href="#">Link</a> <b>Recommender System:</b> Comics. 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>		
<b>EMPLOYMENT EXPERIENCE</b>			
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 15+ <b>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 (~10 minutes → &lt;20 seconds), 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 (~\$60K saved) via structured evidence preparation</li> <li>Integrated multiple installment payments into CRM + Zoho Books successfully passing complex approval processes</li> </ul>		
09/2020 – 06/2021	<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> <li>prepared video and other teaching materials for courses</li> </ul>		
<b>EDUCATION</b>			
09/2023 – 08/2025	<b>Istanbul Technical University</b> (İstanbul, Türkiye):		
02/2022 – 02/2023	<b>Bogazici University, Faculty of Business Administration and Management</b> (İstanbul, Türkiye):		
09/2019 – 07/2023	<b>National Research University Higher School of Economics</b> , BA Program “International Business and Management” (Saint-Petersburg, Russia):		
<b>CERTIFICATION – all certificates: <a href="#">link</a></b>			
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>
<b>PUBLICATIONS &amp; ACHIEVEMENTS</b>			
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		