

# Arman Kazarian

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## KEY TAKEAWAYS

- **MSc. in Quantitative Finance with a passion for Data Science and Engineering.**
- **3+ years of experience applying Data Science methods to real world problems using R, Python, SQL, BigQuery, Looker, Tableau and various other tools.**
- **Excellent data visualization and communication skills able to explain complex concepts in an easy way to a diverse group of audiences.**

## EXPERIENCE

### **Red Bull Salzburg, Austria – Data Scientist**

2022/04 – present

- Utilized Python, R, and SQL to develop and deploy data science solutions across multiple departments, including sales, operations, and logistics, effectively improving efficiency and decision-making processes.
- Implemented a robust statistical model that accurately predicted the arrival dates of stock shipments to the company's warehouses, resulting in a significant 30% increase in prediction accuracy.
- Leveraged statistical models and created interactive analytical dashboards using Tableau and R Shiny to support the operations team in accurately forecasting stock levels in warehouses. This initiative led to a notable 20% reduction in lost sales and enhanced inventory planning strategies.
- Developed a transportation cost planning tool, providing the logistics team with an interactive dashboard for forecasting transportation rates across different countries.
- Created an automated reporting system tailored to the specific requirements of sales teams across six different markets. This system effectively tracked clients' order behavior by calculating clients' CO2 emissions and order utilization. The system generated substantial savings of over €10m per year and contributed to the decrease of the company's carbon footprint.
- Conducted a successful Proof of Concept (POC) with external supply chain visibility vendors. This involved designing a data pipeline, coordinating team roles, and delivering detailed data analysis to company executives.

### **Individual Contractor Vienna, Austria – Data Engineer/Data Analyst**

2021/07 – 2022/04

- Led the setup of data infrastructure for a Series A startup.
- Worked on the creation of an organizational data model from the ground up.
- Determined the data tech stack for the organization.

- Orchestrated the deployment of BigQuery and Dataform.
- Crafted robust data pipelines for data transfer from MongoDB to BigQuery.
- Designed and implemented dynamic dashboards to monitor and measure the company's KPIs.

## **Concept Studio Yerevan, Armenia — *Strategic Account Manager***

2019/06 – 2020/05

- Successfully established and led the organization's sales department, assuming full responsibility for its operations and performance.
- Implemented sales dashboards to monitor and analyze sales and marketing KPIs.
- Developed inbound sales strategy from scratch resulting in an impressive additional 250,000 USD revenue and 10% lead conversion increase.
- Successfully closed deals with clients from North America, Europe and Asia..

## **Concept Studio Yerevan, Armenia — *Project Manager***

2017/07 – 2019/06

- Led and managed various teams of 5-8 experts (designers, developers and QA).
- Successfully delivered more than 20 projects for international clients.

## **PROJECTS**

### **YERAM – MOBILE APP FOR ARMENIAN COMMUNITY MEMBERS ([read more](#))**

2017/07 – 2019/06

- Developed Android app, MySQL database, Nodejs backend and informative website.
- Created RESTful APIs using Express.js for data retrieval in the app.
- Designed UX/UI of the app using Figma, ensuring user-friendly and visually appealing interface.

## **EDUCATION**

### **Vienna University of Economics and Business (WU) – *MSc. Quantitative Finance***

Thesis: Predicting cryptocurrency failure using financial and non-financial factors.

### **American University of Armenia – *B.A. Business***

Specialization: Economics

## **ABOUT**

Project manager by background, data scientist by profession, reader by vocation, and curious by nature. I love working with products in challenging environments. As a data scientist I love applying pragmatic solutions to real-world problems, pythonic programming, and ultra fast M1 processors. Hobbies: books, chess, robotics, football (huge fan of Arsenal FC), swimming, guitar and ukulele.