

# ARMAN KAZARIAN

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## Work Experience

### Senior Data Scientist / Team Lead

*Infineon Technologies*

Munich, Germany

May 2024 – present

- Led the development of a scalable data infrastructure that enabled reporting automation, campaign optimization, and identification of growth opportunities across the business
- Established and led the PSS G2M analytics team (x2 data analytics engineers), driving hiring, onboarding, and development to build a high-performing and collaborative team culture
- Delivered a fully automated reporting ecosystem, reducing manual reporting efforts by 30%
- Drove the integration of GenAI capabilities across the PSS G2M organization to elevate analytical decision-making and accelerate data-driven strategy execution
- Partnered with the senior leadership team to define and implement the analytical strategy for PSS G2M Analytics, aligning data initiatives with business objectives

### Data Scientist (promoted from Junior Data Scientist)

*Red Bull*

Salzburg, Austria

Apr 2022 - Apr 2024

- Built a predictive model to forecast stock arrival times, reducing lost sales by 20%
- Designed scalable data models, ELT and led cross-functional analyses to optimize vessel tracking systems and stock distribution across the EU, lowering logistics costs by ~8%
- Delivered a company-wide data visualization trainings to improve data literacy

### Market & Liquidity Risk Management Intern

*Sberbank Europe – subsidiary of Russia's Sberbank operating in Central and Eastern Europe*

Vienna, Austria

Sep 2021 - Feb 2022

- Monitored activities of group subsidiaries, periodically delivering more than 5 types of different reports
- Automated legacy VBA-based reports into R scripts, saving 5 hours of manual work per week

### Data Analytics Engineer

*Individual Contributor – EU-based Startup (NDA)*

Vienna, Austria

Jul 2021 - Feb 2022

- Designed and implemented end-to-end ELT pipelines using SQL, GitHub Actions, BigQuery, and Dataform
- Built a scalable data model to support efficient reporting and analytics across the business
- Designed and implemented dynamic Looker Studio dashboards to monitor and measure the company's KPIs
- Worked closely with the CTO and COO to define data architecture, flows, and analytics priorities

### Strategic Account/Project Manager

*Concept Studio – creative agency specializing in design, branding, and digital solutions*

Yerevan, Armenia

Jul 2017 - Apr 2021

- Developed sales strategy resulting in additional 250,000 USD revenue and 10% lead conversion increase
- Successfully delivered more than 20 digital projects for international clients

## Education

### WU (VIENNA UNIVERSITY OF ECONOMICS AND BUSINESS)

*MSc in Quantitative Finance*

Vienna, Austria

June 2022

### AMERICAN UNIVERSITY OF ARMENIA, College of Business and Economics

*BA in Business, Economics*

Yerevan, Armenia

May 2019

## Volunteering & Interests

### Founder

*Yeram ([App Store](#) / [Play Market](#)) - a platform connecting Armenians globally through businesses and culture*

Sep 2021 – present

## Additional Information

**Programming languages:** SQL, Python (Pandas, Scikit-learn, BeautifulSoup), R (Tidyverse, Shiny)

**Softwares & Tools:** MySQL, Mage AI, Dataiku, Bigquery, Git, Docker, ETL/ELT, Tableau, Looker Studio, Hadoop, Google Analytics, AWS S3

**Statistical & ML Methods:** Linear, Logistic & Time-Series Regression, OCR, Random Forest, XGBoost, Conditional Probability-Based Model

**Certifications:** Data Engineering Boot Camp V3 – by Zach Wilson

**Languages:** English (fluent), Armenian (native), Russian (native), German (intermediate)