ARMAN KAZARIAN

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SKILLS

Programming languages: R (dplyr, Shiny, crul, etc), Python (Scikit-learn, Beautiful Soup, pandas, etc), SQL, Kotlin, Node.js
Data Science: Modelling, Statistics, REST APIs, ETL, Visualizations, Stakeholder Management
Technologies: Tableau, MS Office, BigQuery, Looker, AWS Athena, Hubspot, Amplitude, Firebase, Git/Github, Figma
Languages: English, Armenian, Russian, German (A2)

EXPERIENCE

RED BULL HQ   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 overall efficiency and decision-making processes
- Implemented a robust statistical model that predicted the arrival dates of stock shipments to the company's warehouses, resulting in a significant 30% increase in prediction accuracy and enhancing inventory management capabilities
- Led the evaluation process of freight visibility vendors, conducting a comprehensive data analysis of vendor data during a 2-month POC
- Developed a transportation cost planning tool, providing the logistics team with an interactive dashboard for forecasting transportation rates across different countries
- 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 over the next 60 days. This initiative led to a notable 20% reduction in lost sales
- Created an automated reporting system tailored to the specific requirements of sales teams across six different markets (Europe, USA, Japan, South Africa, etc). This system effectively tracked clients' order behavior by calculating clients' CO_2 emissions and order utilization. The system generated substantial savings of over €10m per year

INDIVIDUAL CONTRACTOR   Vienna, Austria
Data Engineer / Data Analyst (NDA)   *2021/07 – 2022/04*

- Led the development of a comprehensive data infrastructure from inception for a Series A startup
- Maintained proactive communication with the CEO, CFO, and CTO, ensuring real-time updates on project milestones and progress
- Established the creation of an organizational data model from the ground up
- Determined the full technology stack for the organization, optimizing efficiency and scalability
- Orchestrated the deployment of BigQuery and Dataflow to streamline data management and analysis
- Crafted robust data pipelines for seamless data transfer from MongoDB to BigQuery
- Designed and implemented dynamic dashboards to monitor and measure the company's key performance indicators (KPIs)

CONCEPT STUDIO   Yerevan, Armenia
Strategic Account Manager   *2019/06 – 2021/05*

- Successfully established and led the organization's sales department, assuming full responsibility for its operations and performance
- Developed and implemented sales dashboards to monitor and analyze critical sales and marketing Key Performance Indicators (KPIs).
- Provided regular updates on sales KPIs to the CEO, facilitating data-driven decision-making and strategy refinement.
- 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 4 continents: North America, Europe, Asia and Australia

Project Manager   *2017/07 – 2019/06*

- Led and managed teams of 5-8 experts including designers, developers and QA professionals
- Successfully delivered more than 10 web design and development projects for international clients

PROJECTS

YERAM – MOBILE APP FOR ARMENIAN COMMUNITY MEMBERS (available on iOS and Android)   Salzburg, Austria
2022/07 – Present

- 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
- Managed team of 3 beginner level developers who worked with me to improve the application

EDUCATION

WU (VIENNA UNIVERSITY OF ECONOMICS AND BUSINESS)   Vienna, Austria
MSc in Quantitative Finance   *2020 - 2022*
Thesis topic: Predicting cryptocurrency failure using financial and non-financial factors

AMERICAN UNIVERSITY OF ARMENIA, College of Business and Economics   Yerevan, Armenia
BA in Business, Economics   *2015 - 2019*
International scholarship recipient

ADDITIONAL INFORMATION

Board member of Armenian Student Association in Austria. Hobbies: books, chess, robotics, football (huge fan of Arsenal FC), swimming, guitar and ukulele