**Arman Tokanov**

Cell: 215-882-1051 ∙ [arman@wharton.upenn.edu](mailto:arman@wharton.upenn.edu) ∙ 3820 Locust Walk, Philadelphia, PA 19104

https://github.com/armant ∙ http://armant.github.io ∙ http://www.linkedin.com/in/tokanov

**LANGUAGES, FRAMEWORKS & TOOLS\_**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Python ∙ Django ∙ JavaScript ∙ jQuery ∙ HTML5 ∙ CSS3 ∙ Bootstrap

**EDUCATION**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**The Wharton School, University of Pennsylvania,*****B.S. in Economics,*** *Philadelphia, PA*  May 2016

Minor in Computer Science:

* Completed: CIS160 Mathematical Foundations of Computer Science (A-).
* In progress: NETS212 Scalable and Cloud Computing,
* EAS205 Applications of Scientific Computing,
* CIS121 Programming Languages and Techniques II,
* CIS195 iPhone App Development,
* CIS197 JavaScript.

Cumulative GPA: 3.5/4.0. Dean’s List 2013-14 (**3.72**).

Honors: Wharton Entrepreneurial Intern Fellow, JosephWharton Scholar, Benjamin Franklin Scholar, Penn World Scholar

**Kazakh-Turkish High School for Gifted Boys,** *Astana, Kazakhstan* May 2011

* Bronze Medal in the National Olympiad in Informatics
* Golden Medal in Regional Olympiad in Informatics
* 1st place in the Eurasian Olympiad in Informatics
* Bronze Medal in the National Scientific Projects Competition

Cumulative GPA: 5.0/5.0. Score of 97/100 in the National Graduation Exam.

**Summer School of Computer Science,** ***Level B,*** *Sudislavl, Russia*  Jul 2009

* Binary search tree. Treap.
* Geometry. Determination of convexity of a polygon. Point in polygon. Convex hull.
* Dynamic programming: on subsegments, on subsets, on subtrees, on broken profile.
* Disjoint-set data structure. Kruskal’s algorithm using disjoint-set data structure.
* Dijkstra’s algorithm using an interval tree. Bellman-Ford algorithm. Floyd-Warshall algorithm. Negative weight cycles in a graph.
* Matching. Hungarian algorithm.

**Summer School of Computer Science,** ***Level C,*** *Moscow, Russia*  Aug 2008

* Linear search. Binary search.
* Advanced sorting algorithms. Quick sort. Counting sort. Merge sort.
* Combinatorics. Bit sequences. Counting. Permutations. Combinations.
* Shortest path in a graph. Breadth-first search. Depth-first search. Dijkstra’s algorithm.
* Geometry. Relative position of dots and figures. Vector operations. Trigonometry. Calculation precision.

**WORK EXPERIENCE**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Wharton Small Business Development Center, *Consultant,*** *The Wharton School* Apr 2014 - present

* Performed a competitive analysis covering 30+ competitors to determine the market positioning of a smartphone app
* Analyzed thoroughly and ranked 4 main competitors on 5 UI dimensions
* Provided the client with 4 actionable recommendations regarding app features
* Researched the MBA programs market and provided market size estimates used in a revenue model presented to a client
* Created a phone call script used for determining the most effective pricing options for a software solution
* Selected into the program with the acceptance rate of less than 10%

**Educator Online, LLC, *Operations & Marketing Intern*,** *Astana, Kazakhstan* Jun 2013-Aug 2013

* Controlled the execution of content creation, social media marketing, user experience improvement, and corporate sales with the goal to scale the early stage online education startup
* Maintained the creation of three new video courses by recruiting teachers and other interns and coordinating their schedules
* Designed a social media marketing strategy to boost brand awareness successfully implemented by the team and started a corporate blog
* Improved user experience by experimenting with all aspects of user interaction and making a number of adjustments

**Qiwi PLC NASDAQ: QIWI,** ***Independent Agent,*** *Astana, Kazakhstan* Sep 2010-Aug 2012

* Owned and ran a chain of seven semi-auto vending machines for filling prepaid cell phone accounts that processed KZT 3 million (~$20,000)/month out of 7000 transactions per month
* Negotiated and cooperated with restaurant and store owners to set up and operate vending machines at their locations
* Utilized creative advertising and pricing techniques to differentiate from the competition
* Managed vending machines’ cash flow which included planning and forecasting future revenue according to days of the week and locations’ hours of operation

**2Day Telecom (subsidiary of VimpelCom Ltd NYSE: VIP), *Sales Manager/Agent,*** *Astana, Kazakhstan* Mar 2012-Aug 2012

* Named “Best Sales Agent” for opening 41 accounts in a month while performing door-to-door direct sales of internet subscriptions as part of the company’s aggressive marketing campaign to boost sales of a new product
* Recruited, trained and supervised five Sales Agents after promotion to a position of a Sales Manager in less than a month of work
* Provided technical support and customer service for clientele by telephone consulting

**LEADERSHIP EXPERIENCE**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Muslim Students Association, *Executive Board Member, Board Council Member*** *University of Pennsylvania*Dec 2012-present

Organized a speaker event on the topic of Islamic Finance. Created a feedback system that allowed community members suggest topics for weekly sermons. Organized and participated in various activities such as the Family Fair, charity fundraisers, and group prayers.

**Penn Social Entrepreneurship Movement, *Trips Committee Member,*** *The Wharton School* Oct 2012-Sept 2013

Organized and lead a trip to San Francisco social enterprises for 12 people. Promoted and conducted Information Sessions.

**Astana-Almaty Asian Winter Games, *Guest Assistance Volunteers’ Coordinator,*** *Astana, Kazakhstan* Sep 2010-Jan 2011

Recruited, interviewed and supervised a team of nine volunteers who served Kazakhstan’s sports teams, over 100 sportsmen and staff. Organized sportsmen’s transportation; assigned volunteers for trips.

**SKILLS, LANGUAGES & INTERESTS**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Skills:** LaTeX, JMP, Crystall Ball. **Languages:** Kazakh (native), Russian (native), Turkish (fluent). **Interests:** customer service management, emerging economies, CSR.