Hanna Bialova

<u>**Skills and Qualifications Summary**</u>

- Expertise in Data Analysis and Statistical Modeling
- Proficiency in R, SQL, Google Analytics, BigQuery, MS Office
- Superior analytical and research skills, high attention to details
- Ability to handle several projects simultaneously
- Strong ability to meet deadlines and operate under pressure
- Experience in driving cross-departmental cooperation
- Ability to learn quickly and maintain a high level of curiosity
- Confident self-starter and reliable team member

Education

- **Doctoral School of Social Sciences, University of Trento** Trento, Italy
  PhD in Economics 11/2010 - 04/2016
  - Research interests: Statistical analysis, Mathematical Modeling, International Economics
- **Department of Economics, Lund University** Lund, Sweden
  MSc in Economics (graduated with distinction) 09/2008 - 06/2010
  - Specialization: International Economics
- **Department of Economics, Belarusian State University** Minsk, Belarus
  BSc in Economics 09/2003 - 07/2008
  - Specialization: Economics & Analysis

Employment History

- **SRL Skipassgo (Business Intelligence for ski industry)** Trento, Italy
  Business Analyst 06/2016 - 05/2017
  - Collaborate with the Information Technology team and partner ski resorts to develop dashboards, metrics, and new analytics for the business intelligence platform
  - Create methodology for analyzing, modeling, and forecasting key performance metrics
  - Analyze and model ski resorts visitors' features and behavior
  - Analyze demand metrics in view of product features and marketing channels
  - Report results and communicate data-driven solutions to the customers
  - Automate data extraction, data processing, and daily reporting
  - Assistance with the initial set-up of the dynamic pricing engine
- **JSC Belarusian Potash Company** Minsk, Belarus
  Research Intern, Sales Department 02/2008 - 04/2008
  - Support revenue forecasting process
  - Research drivers of key variances and demand trends
  - Regression analysis of historical data on prices and price volatility
  - Improve depth of existing reporting to provide better analytical tools for the Sales team
- **Public Construction Company Mapid** Minsk, Belarus
  Intern 02/2007 - 04/2007
  - Assistance in preparing weekly/monthly financial reports
  - Update receivable and payable accounts
  - Issue invoices and perform reconciliations

Awards & Grants

Trento University Grant for Doctoral Studies 11/2010
The Swedish Institute (SI) Scholarship for Master Studies in Sweden 09/2008-06/2010
National Bank Award for Excellent Academic Results 02/2006-07/2006
2nd Place Diploma in National Mathematical Competition for High School Graduates 2003

Languages

- Russian (native)
- Belarusian (native)
- English (full working proficiency C1)
- Italian (limited working proficiency B2)
- German (intermediate level B1)

Relevant Computer Skills

- MS Office (Word, Excel, Power Point, Outlook)
- Programming languages (R, Matlab, VBA, SQL)
- Data analysis tools (Stata, E-views, R-studio)
- Databases (MySQL, MS Access)
- Other (LaTeX, R Markdown, Beamer, Google Analytics, Google BigQuery)

Other

Work&Travel student exchange program   05/2006 - 08/2006
New York City, the USA   05/2007 - 08/2007

Volunteer work:

- Italian-English translator and assistant at the Festival of Economics in Trento (various years)
- Head of the student board of the Department of Economics, BSU (2007-2008)