

Innovative professional with extensive experience applying deep learning techniques across finance, tech, and retail industries. Have also built portfolio optimization and risk forecasting mechanisms

- ✓ Machine Learning
- ✓ Development of Algorithms and Coding
- ✓ Cross-functional Leadership
- ✓ Linear and Probabilistic Models
- ✓ Presenting and Explaining
- ✓ VaR, CCAR, Monte Carlo

**EXPERIENCE & NOTABLE CONTRIBUTIONS**

**Pitney Bowes** • New York, NY • September, 2017-Present

**SR. ANALYST, DATA SCIENCE & BI**

- Led development of personalization mechanism in Elasticsearch and Django successfully addressing the issue of sparsity and cold-start problem, and achieving low latency and proper scalability
- Solely owned NLP project extracting information from catalogues and advertisements that helped to reevaluate global pricing strategy, improve conversion rate by 8% and brought \$3.5MM in additional revenue
- Performed analysis and introduced solutions based on mechanisms of unsupervised learning to more accurately predict changes of affinity factors and solve audience development problems on merchant- and country levels
- Created web- and API tools allowing to automate and validate decision making processes on promotions and ad campaigns and tailored accordingly to needs of 30+ merchants
- Built ARIMAX-based tool to automate annual sales forecasts and integrated into existing ecosystem of Tableau dashboards allowing less technical-savvy users to take advantage of adoption of ML capabilities

**Godiva** • New York, NY • January, 2017 – September, 2017

**SR. ANALYST, PLANNING & ANALYSIS**

- Deep dived into users' demographics, web surfing patterns and other data exhibiting multicollinearity to determine best scenarios for allocation of marketing budgets and delivery of customized campaigns
- Designed 10+ experiments to test hypotheses, discover outliers and assess performance of portfolio and marketing campaigns; developed framework was productionalized to become part of product launch process

**Toys'R'Us** • Wayne, NJ • January, 2016-November, 2016

**SR. DATA SCIENCE ANALYST, ECOMMERCE**

- Led team of analysts developing dynamic pricing model based on mechanism of feed forward neural networks that analyzes 550,000 items' inventory, competitor's pricing and is expected to lead to 11% revenue increase in FY17
- Created business health and performance tool to disaggregate factors that were skewing data flow across business units and forcing shipping algorithms to make wrong decisions that led to \$250K in excess charges

**DAK Americas** • Charlotte, NC • July, 2014-December, 2015

**INVESTMENT PLANNING MANAGER**

- Produced Accretion Dilution, DCF, Precedent Transactions, Debt-to-Equity Conversion analyzes for buy- and sell-side projects and solely governed two \$35MM deals
- Supervised modeling of numerous cashflow waterfalls and income source variations for debt deals communicating with LPs and GPs and raised \$80MM from creditors
- Formed roadmap and go-to-market plan for Mexican Technology company divesting non-core assets and building models for \$60MM merger

**Credit Suisse** • Geneva, Switzerland; New York, NY • Summer 2013

**MBA INTERN**

- Ideated number of fixed income arbitrage opportunities by evaluating securities' return and risk characteristics, added two products to bank's hedge fund pool and published internal whitepapers explaining findings
- Advised on sell-side transaction in TMT space by completing DCF and Comparables analyses, drafting support documentation and identifying synergies in excess of \$8MM

**NIKE** • Moscow, Russia • 2010-2012

**SENIOR RETAIL PLANNING ASSOCIATE**

- Facilitated creation of NIKEID (online and in-store product customization) articulating release requirements to software engineers and collaborating with marketing teams to grow customers' engagement rate twofold
- Co-initiated directional shift to heavy Analytics- and Economics-driven approach to plan discount periods, explain anomalies in sales and in retention of store associates and presented results to C-suite
- Developed models to forecast demand for limited products based on sentiment derived from social networks

**EDUCATION**

**Master of Business Administration Emphases: Strategy, Financial Analytics**

University Of Michigan: Stephen M. Ross School of Business | Ann Arbor, MI | 2014 | Interned at Amazon

**Master of Engineering, major: Mobile Robots, minor: Quantitative Finance** N.E. Baumann Moscow Technical University | Moscow, Russia | Interned at NBA TV

**Technologies:** AWS, Hadoop, Python, R, Spark, SQL, Tableau