Esipov Ivan

Linkedin: Email
Github Mobile

Education

Lomonosov Moscow State Universityy Moscow, Russia
Bachelor of Economics; GPA: 4.7/5 *Sep 2019 - Jul 2023*
Courses: Machine Learning, Econometrics, Quantitative Methods in Economics, Mathematical Statistics, Operations Research.

Skills

- **Languages**: Python, SQL, R
- **Libraries**: Pandas, Numpy, Scikit-learn, Scipy, Statsmodels, Lightgbm, Catboost, Pytorch, Geopandas, h3.

Experience

BST Digital Moscow, Russia
Data Scientist *Jun 2022 - Current*

- **Retail revenue forecasting**: Apply ML techniques in retail potential evaluation based on various business and geo features. Discussed and presented results to clients with lack of ML experience.
- **ML features development**: Developed Gradient-Boosting model for income forecasting based on location properties. New feature had been introduced to majority of clients (large retail chains) and increased company's revenue.

Habidatum International Moscow, Russia
Research and Development Intern *Jun 2021 - Sep 2021*

- **Functional scarcity estimation tool**: In team of two interns developed Python script that would help to discover territories with excess demand. Studied relevant urban economics and geography papers. Designed algorithm for scarcity estimation. Results were presented for broad audience.

Projects

- **Coursework "Application of ML in Urban Market Analysis"**: Developed and described ML pipeline for retail potential evaluation in large city with use of open-source data. Gathered data with API's and OSM library. Built Gradient Boosting (LightGBM) decision with Optuna parameter fine-tuning.
- **Conference Paper "How Progressive Income Tax Scale Affects Happiness"**: During Advanced Econometrics course we had an opportunity to write paper in groups. I preprocessed data from statistical sources, describes hypothesis and built econometric model with my peers. We took part in HSE "Statistical Methods Application for Analysis of Economics and Society" conference.
- **Kaggle participation**: On regular basis take part in Kaggle competitions with ML and DL solutions. Top-10% in inclass competitions.