Anton Piskunov
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Work Experience

May 2021 – Present	**Post Inc., Co-founder & Co-CEO**

- Raised 2 mln USD of funding from angel investors
- Assembled and led a team of 22 people across the US, Germany, the UK, and Ukraine,
- Launched the mobile app & on-boarded 30+ influencers with a total reach of 10+ mln

May 2018 – Present   Independent Consultant & Personal Projects

- Completed several consulting projects in Transportation, Machine Learning, Food Tech and CPG
- Launched and driven multiple projects in Social, VC, High Finance and Food Tech

May 2019 – Feb 2019   Yandex.Eats, Head of Logistics Development Group

- Led a team through country-wide implementation of courier tips functionality including legal, PR and technical aspects, raising total GMV by 1-3%
- Launched an all-encompassing courier accident insurance, including supplier negotiations, operational and legal set-up
- Spearheaded the micro-mobility tender process with major software and hardware suppliers including gathering the requirements, submitting the RFQ and final negations

Aug 2017 – May 2019   Predictive Dynamics, Co-founder & CEO

- Founded the first Big Data consulting company in Myanmar, providing advanced analytics solutions for telecommunications, banks and retailers
- Launched Python and Machine Learning courses with more than 50 participants
- Developed and Integrated an NLP Support model for a major Accounting Services provider in Singapore using BERT, RASA and IBM Watson
- Developed and implemented a tone analysing model for web and print news articles for a major PR firm in Myanmar using Microsoft Azure and PowerApps tech stack
- Built a DWH system for an agricultural start-up in Myanmar using Heroku and AWS

Jun 2017 – Feb 2018   Rocket Internet, Head of Business Intelligence at Ads.com.mm

- Led the company through due diligence and merger
- Developed dashboards for major business KPIs using Python, PHP and SQL
- Oversaw financial reporting function. Reduced time to create the reports by 60%
- Continuously achieved record revenue as a head of Sales team. Increased the performance of telesales function by 50%, measured by the number of calls per day

Nov 2014 – Jun 2017   McKinsey & Co, Consultant at McKinsey Digital

For a major telecom operator in Russia:
- Optimized Value Added Services portfolio using Big Data customer analysis models
- Developed an interactive performance dashboard for marketing campaigns using Tableau and Alteryx
- Supervised and implemented Big Data LTV and churn-prediction models

For a major steel manufacturer in Russia:
- Led a project of a procurement transformation
- Developed a price prediction VBA/Python model on the market of raw materials
- Developed several optimization models for rail and river freight

For a major supplier of construction materials in Russia:
- Successfully managed an out-bound call-center survey group for two weeks – received twice the amount of required answers

Apr 2013 – Nov 2014   Styleru, Co-founder & Chief Operating Officer

- Grew the company from 7 members up to 50
- Led several educational courses on back-end programming, web-design and front-end programming with more than 150 participants in 3 universities: HSE, MSU and REU
- Launched more than 10 web and mobile projects

Education and Qualifications

2012 – 2016   Higher School of Economics, Faculty of Business and Management, Bachelor of Business Informatics

- Publication: "Project realization through online-service: from an idea to its embodiment" on the scientific and research conference
- Department representative in NRU HSE Student Council for two years
- Special government scholarship for achievements in social activities (rated 7th out of more than 250 applicants)

Volunteering

2018 – Present   Changellenge, Lecturer

Leading a Data Analysis class as a part of Winter and Summer school curriculum, as well as other projects with more than 200 participants

Certificates

CFA	Level I Passed
GMAT	740 (97th percentile), 50 quant/40 verbal scores
SAP	SAP TERP10 - Business Foundation & Integration with SAP ERP 6.0 EHP6 / SAP CRM