Head of Analytics

Emin Aghamirzayev

# CONTACT

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# EDUCATION

Master: International Economic Realtions

Azerbaijan Univercity of Economic

September 2009 – July 2010

Azerbaijan, Baku

# SKILLS

Programming: Python (Scikit-learn,

Pandas), SQL, VBA

Data Visulization: PowerBi, MS Excel,

Plotly

Modeling: Logistic regression, linear regression, decition trees, tensorflow

Databases: Postgres, MongoDB,

MySQL

# WORK EXPERIENCE

## Head of Analytics

ABB

February 2016 - current / Baku

Used PowerBI and SQL to redeﬁne and track KPIs surrounding branches initiatives, and supplied recommendations to boost sales and optimzation by various type of analytics

Led a team of 4 analysts to brainstorm potential marketing and sales improvements, and implemented A/B tests to generate 15% more client leads

Redesigned data model through iterations that improved predictions by 12%

## Junior loan expert

Bank of Baku

January 2011 - October 2016 / Baku

Built data models and maps to generate meaningful insights from customer data, boosting successful sales eﬀorts by 12%

Modeled targets likely to renew, and presented analysis to leadership, which led to a YoY revenue increase of $300K

Compiled, studied, and inferred large amounts of data, modeling information to drive auto policy pricing

## Consultant/intern

Ministry of Economic of the Republic of Azerbaijan

May 2009 - November 2010 / Baku

Devised KPIs using SQL across company website in collaboration with cross-functional teams to achieve a 120% jump in organic traﬃc

Analyzed, documented, and reported user survey results to improve customer communication processes by 18%

Collaborated with analyst team to oversee end-to-end process surrounding customers' return data