

# Ivan Danielov Ivanov

[idiivanov.analytics@gmail.com](mailto:idiivanov.analytics@gmail.com)

[!\[\]\(919a2cb85b99741a73c0c31a427236a8\_img.jpg\) LinkedIn](#)

[!\[\]\(666e09182d4cd268646ea700ea60dcdf\_img.jpg\) Portfolio](#)

## Skills

- Tech Leadership | Intercultural Communication | [Public Speaking](#) | English (Professional) | German (Basic)
- Machine Learning | Deep Learning | NLP | Graphs | Time Series | Recommendation | Customer Analytics | ETL
- Python | SQL | Google Cloud Platform ([certified in 2020](#)) | Azure ML | Tableau | GitHub | CI/CD | Scrum

## Professional Experience

<b>Chief Technology Officer</b>	<b><u>Humans in the Loop</u></b>	<b><i>Sofia, Bulgaria</i></b>	<b>Nov 2022 - Jun 2023</b>
<ul style="list-style-type: none"><li>• Defined the technology strategy to transition from service company to product company</li><li>• Defined the roadmap and developed the MVP of the first product - a platform for live human oversight of AI systems</li><li>• Led customer interviews to discover market needs with over 30 potential clients of the product</li><li>• Onboarded and supported the first paying customer of the product which provided work to 4 refugees</li><li>• Led compliance and certification initiatives for SOC2, ISO 27001, GDPR, and HIPAA</li></ul>			
<b>Lead Data Scientist</b>	<b><u>SoftServe</u></b>	<b><i>Sofia, Bulgaria</i></b>	<b>Jan 2019 - Nov 2022</b>
<ul style="list-style-type: none"><li>• Led a diverse team of 5 multinational Data Scientists that built a Machine Learning platform used daily by 40,000 students</li><li>• Participated as a technical expert in the B2B pre-sales process</li><li>• Participated in the HR recruitment process as a technical interviewer</li><li>• Led the research and development of Machine Learning solutions for 4 large corporate clients using agile methodologies</li><li>• Led the productionalization of ML pipelines on cloud (Google Cloud Platform, Azure)</li><li>• Acted as a data science consultant for multiple projects (<a href="#">happy client's testimonial</a>)</li></ul>			
<b>Data Scientist</b>	<b><u>Progress Software (Telerik)</u></b>	<b><i>Sofia, Bulgaria</i></b>	<b>Nov 2016 - Dec 2018</b>
<ul style="list-style-type: none"><li>• Developed end-to-end Machine Learning pipelines for predicting lead purchase and customer churn propensity that:<ul style="list-style-type: none"><li>◦ Helped the sales team to process 1000s of leads per day and identify potential upsell opportunities</li><li>◦ Helped the customer success team to identify and prevent valuable customers from churning</li></ul></li><li>• Built Business Intelligence reports to support the higher management to take data-driven decisions</li></ul>			
<b>Data Science Intern</b>	<b><u>Recogizer Group</u></b>	<b><i>Bonn, Germany</i></b>	<b>Aug 2016 - Oct 2016</b>
<ul style="list-style-type: none"><li>• Developed a module for online adaptive training of deep neural networks using Kafka and Cassandra</li></ul>			
<b>Student Assistant</b>	<b><u>University of Bonn</u></b>	<b><i>Bonn, Germany</i></b>	<b>Oct 2014 - Sep 2016</b>
<ul style="list-style-type: none"><li>• Assisted the research activities in a <a href="#">robotics lab</a> working on mobile manipulation robots</li><li>• Participated in an international robotics <a href="#">challenge</a> in Los Angeles, California, organized by DARPA</li><li>• Tutored exercise classes for over 100 students of 2 master lectures in Computer Science</li></ul>			
<b>Software Developer</b>	<b><u>MicroAccount (Acq. by Yara)</u></b>	<b><i>Varna, Bulgaria</i></b>	<b>Jul 2012 - Aug 2013</b>
<ul style="list-style-type: none"><li>• Web and mobile development of an application used daily by dozens of large scale farmers for tracking their equipment</li></ul>			

## Education

<b>Master of Science</b>	<b><u>University of Bonn</u></b>	<b><i>Bonn, Germany</i></b>	<b>Oct 2013 - Oct 2016</b>
<ul style="list-style-type: none"><li>• Computer Science with focus on Intelligent Systems - GPA: 1.6 (best 1, worst 5)</li></ul>			
<b>Bachelor of Engineering</b>	<b><u>TU Varna</u></b>	<b><i>Varna, Bulgaria</i></b>	<b>Sep 2009 - Jul 2013</b>
<ul style="list-style-type: none"><li>• Computer Systems and Technologies - GPA: 5.85 (best 6, worst 2)</li></ul>			

## Side and Volunteering Activities

<b>Data for Good - Bulgaria</b>	<b>Labsi</b>	<b>ABLE Activator 2022</b>	<b>ABLE Mentor</b>
Co-founder and Data Science volunteer of the <a href="#">NGO</a>	<a href="#">Startup</a> developing a mobile app for health tracking	6 week high intensity entrepreneurship program	Mentored 2 high school students in career orientation