IRENE SHTEPA

Business Analyst | Data Engineer | Master of Economics

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HIGHLIGHTS OF QUALIFICATIONS

- Business professional with 10+ years of interdisciplinary experience in IT, Project Management, Marketing, and Sales Analytics in Europe, Asia, and North America
- Extensive experience working with clients in Healthcare, Public Sector, Telecom and Finance
- Holds Data Analytics Certificate from University of Toronto, Canada
- Holds Master's Degree in Economics from Moscow State University, Russia
- Well-organized and self-motivated with ability to work independently
- Goal-oriented and data-driven critical thinker, problem solver and storyteller
- Proficient in Python, JavaScript, SQL/noSQL databases, Jupyter Notebook, Pandas, Matplotlib, Tableau, Power BI
- Competent in Machine Learning, Big Data, TensorFlow, scikit-learn, AWS, Google Cloud Platform

WORK EXPERIENCE

May 2020 – Present

Data Analyst Consultant
Rakr Inc. (Information Technology & Services), Toronto, ON
North Shore Automation (Software Development), Burbank, CA
- Analyzing large data sets to identify data insights, researching and developing statistical models for data analysis
- Designing, testing, and developing data products in public cloud environment
- Creating data visualizations to form better understanding of trends and identify outliers
- Building machine learning models with Spark to predict future risks for the customer

Nov 2017 - Present

Renewal Contract Analyst
CDW Canada, former Scalar Decisions Inc. (Information Technology & Services), Toronto, ON
- Implemented reporting template that allowed to consolidate similar renewal opportunities and grow average margin value by 2% according to yearly reports
- Created automation tool that optimized average renewal quote turnaround time by 15%
- Tracking customer service contracts renewals, proactively establishing and maintaining customer support
- Analyzing customer's environment and consolidating renewal contracts

July 2016 - Nov 2017

Product Manager | Buyer Analyst
Tech Data Canada (Information Technology & Services), Mississauga, ON
- Created forecasting tool that allowed to predict accurate purchasing strategy based on historical sales data resulting in stock turnover increase by 10%
- Managed day to day product activities, including buy-in forecast, monthly product goal management and quarterly stock revision
- Analyzed and interpreted raw data points to uncover new business opportunities

Nov 2014 - May 2016

Sales Analyst
Kaffit (Consumer Electronics), Moscow, Russia
- Created product, purchasing and sales strategy resulting in profitability in less than 12 months after launch on European market
- Developed strong market presence for the company's brand through industry research and partner relations
- Sourced and validated prospective distributors in Europe securing partnership agreements
- Lead negotiations with potential dealers around pricing and purchasing volumes and forecasts

Jul 2007 - Nov 2014

Product Marketing Manager | Purchasing Analyst | Financial Manager
JURA Inc. (Electrical & Electronic Manufacturing), Moscow, Russia
- Overlooked company's purchasing and sales strategy
- Built distributor relations which increased brand awareness on national level
- Lead supplier negotiations around purchase prices, special discounts and terms of contract
- Conducted market research around competitor prices and products to evaluate market situation
- Acting as Financial Manager supervised and implemented financial and marketing tools through sandbox testing
- Created motivational programs for sales team improving company's compensation model for cost-benefit analysis

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RELEVANT PROJECTS

Mar 2020

Planet on Fire
https://github.com/ireneshtepa/Project_planet_on_fire
An online resource that visualizes real time global wildfire data on the world map, analyzes historical trends and predicts future fires via machine learning modeling

Role:
• Acted as a Project Manager, frontend and backend developer
• Tools: JavaScript, Python, Flask, scikit-learn, tensorflow, MongoDB, PostgreSQL, html, CSS, Geomapping, Plotly

Dec 2019

Tech and Cities
https://github.com/ireneshtepa/Project_tech_and_cities
Project that includes data mining, cleaning and transforming, data analysis and visualization to observe how number of Tech companies effects population, employment, and salaries in the cities
Role:
• Acted as a Project Manager, responsible for ETL and data visualization
• Tools: Python, Jupyter Notebook, Pandas and Matplotlib

EDUCATION & PROFESSIONAL DEVELOPMENT

Mar 2020

Data Analytics Bootcamp Certificate
University of Toronto, ON
Skills:
  • Python, R, JavaScript, SQL Databases
  • Big Data, Machine Learning, Advanced Statistics
  • Tableau, Power BI, API interactions

Jun 2009

Master's Degree in Economics
Moscow State University, Russia
Skills:
  • Mathematical models in management
  • Statistics, probability theory and game theory
  • Crisis management

Sep 2019

Avid triathlete and multisport athlete
  • 3 x 70.3 Ironman

Jul 2013

Cross-continental swimmer
  • Asia to Europe across Bosporus Strip

CERTIFICATES, AWARDS & PUBLIC SPEAKING

Oct 2020	• Google Cloud Platform, Big Data and Machine Learning Fundamentals
Oct 2020	• University of Minnesota, Analysis for Business Systems
Oct 2020	• AWS Fundamentals, Going Cloud-Native
Aug 2020	• Panelist for UofT School of Continuing Studies Session, 100+ attendees
Jul 2020	• Google Cloud, Machine Learning for Business Professionals
Jul 2020	• AWS, Getting Started with AWS Machine Learning
Jul 2019	• HPE Hybrid IT Solutions
Dec 2018	• NVIDIA, Professional Visualization Sales Curriculum
Jul 2018	• Tech Data Canada, Values in Action award for exhibiting Teamwork and Passion for Winning