IRENE SHTEPA

Data Engineer | Data Analytics Certificate UofT | M.Econ

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HIGHLIGHTS OF QUALIFICATIONS

- Data Science enthusiast with 10+ years of interdisciplinary experience in IT, Project Management, Marketing, and Sales Analytics in Europe, Asia, and North America
- Holds Data Analytics Certificate from University of Toronto, Canada
- Holds Master's in Economics from Moscow State University, Russia
- Well-organized and self-motivated with ability to work independently
- Goal Oriented 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, TensorFlow, Spark, scikit-learn, Big Data, AWS, Google Cloud

WORK EXPERIENCE

May 2020 – Present

Data Engineer
Rakr Inc. (Information Technology & Services), Toronto, ON
- Analyzing large data sets to identify data insights
- Designing, testing, and developing data products in public cloud environment
- Researching and developing statistical models for data analysis
- 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 based on historic data via machine learning modeling

Role:
- Acted as a Project Manager, frontend and backend designer
- Tools: Geomapping, Flask, JavaScript, Python, SQL, noSQL, Postgress, Plotly, html, CSS, scikit-learn, tensorflow

Mar 2020

Tech and Cities

https://github.com/ireneshtepa/Project_tech_and_cities

Project that includes data exploration and cleaning process, 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

CERTIFICATES & AWARDS

Jul	2020	Google Cloud, Machine Learning for Business Professionals
Jul	2020	AWS, Getting Started with AWS Machine Learning
Jan	2020	NVIDIA, vGPU Sales Curriculum
Jul	2019	NetApp, Storage Fundamentals
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