

## Jacob Kogan

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### Education

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Mar'22 – present

**Sprachcafe Paris** | Intensive course | French language course | student | C1 level by October 2022

Sept'18 – Jun'22

**Higher School of Economics** | Major in Economics & Statistics, Minor in Data Science | Top 100 World University Rankings

- Thesis topic: Performance of M&A Deals during COVID-19 Pandemic in Emerging Markets
- During 3<sup>rd</sup> year I worked as an assistant professor for mathematical statistics for 5 months
- GPA **3.2** out of 4

Sep'15 – Jun'18

**Presidential Physics and Mathematics Lyceum No. 239** | Recognized as the best school in Russia for the last 7 years

- Won regional high school calculus competition in 10<sup>th</sup> and 11<sup>th</sup> grade

### Work Experience

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Mar'22 – present

**Ficus (remotely)** | Strategy department | Fintech pre-seed startup @Palo Alto, CA, USA | Data analyst

- Identified market niche worth \$630M potential revenue using graph analytics of supply-chain

Jan'22 – present

**Uralsib Bank (remotely)** | Strategy department | TOP25 bank in the region, US\$ 6.3B in assets | Strategy intern

- Improved terms on payments and cash management products for small & medium business using conjoint analysis

Jul'21 – Dec'21 (6 months)

**Alfa Bank (Moscow, Russia)** | Advanced analytics department | 5<sup>th</sup> largest bank in Russia, US\$ 64B in assets | Data scientist intern

- Developed a model for marketing team that predicts lifetime value of small and medium corporate clients using machine learning technics, which improved accuracy of previous LTV model by 7%
- Developed a text analysis model, which automated telemarketing process and reduced the amount of time spent per customer by 50%

Feb'21 – Jun'21 (5 months)

**Uralsib Bank (Moscow, Russia)** | Retail risk management | 24<sup>th</sup> largest bank in Russia, US\$ 6.3B in assets | Risk manager intern

- Analyzed and improved bank's risk policy in credit card segment, which resulted in 3% decrease of loan default rate
- Created new risk policy for credit cards for young generation segment (21-25 y.o.)

### Hobbies

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**Volunteering at Aurora Association** | Paris, France | 2022 – present | association supports more than 50,000 people in situations of exclusion or precariousness

- Helping Ukrainian refugees get settled in a temporary place of residence, and preparing places for newly arrived refugees

**Piano and harmonica player** | 6 years of music school | 2011 - 2016

### Sports

- Best windsurfer of 2016 in Adirondack Camp, NY, USA
- Skiing, Crans-Montata provincial children's competition 1<sup>st</sup> place
- Go player, won 2<sup>nd</sup> place in school championship
- I have been mountaineering since 2015, the list of peaks I have climbed includes Avachinsky volcano (2741 m), Cayambe volcano base camp (4500 m), Kang Yatze base camp (5000 m), Peak Energy (5120 m) and mount Elbrus (5642 m).

### Skills

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**Languages** | English – advanced, French – intermediate, Russian – native

**Programming languages & tools** | Python, R, Matlab, SQL, VBA

### Certificates

- Git Basics (GeekBrains)
- Introduction to Portfolio Analysis in Python (DataCamp)
- Introduction to Portfolio Risk Management in Python (DataCamp)
- Data Scientist with R Track (DataCamp)
- Python programming fundamentals (Coursera)