



Kirill Shirobokov

BA, PM, PO

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Profiles

[In kirill-shirobokov](#)

[Q kikirill](#)

Summary

I have 9 years experience in business analysis across 17 projects.

Worked as a single BA in a small team (up to 10 engineers), also in a team of BA in a big projects (50+ engineers).

Have played other roles:

- Project coordinator (substituted for PC)
- Proxy Product Owner
- Scrum Master

Experienced in the following activities:

- Requirements elicitation and documentation
- Requirements prioritization
- Backlog management
- API documentation (REST)
- Team collaboration for requirements implementation
- Work with a distributed team
- Estimations
- Business needs definition
- Negotiations
- Feature driving

Use the following artifacts:

- User story/acceptance criteria
- Backlog
- Wireframes
- Software Requirements Specification
- BPMN diagrams
- UML diagrams

Worked in the following Business Domains:

- E-commerce
- Gambling, sports betting
- Manufacturing, Supply chain
- Web-services, mobile

Worked on the projects with the following Methodologies:

- SCRUM
- Kanban
- Waterfall

Experience

ecom.tech Business Analyst ✉ https://ecom.tech/	11.2025 - 12.2025 Moscow, Russia
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DM Solutions Business Analyst ✉ https://dm-solutions.ru/	10.2024 - 11.2025 Russia, Moscow
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WaveAccess Senior Business Analyst ✉ https://www.waveaccess.ru/	07.2024 - 09.2024 Russia, Saint Petersburg
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EPAM Systems Senior Business Analyst ✉ https://www.epam.com/	06.2022 - 07.2024 Turkey, Antalya
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Grid Dynamics Business Analyst ✉ https://www.gridynamics.com/	06.2021 - 06.2022 Russia, Saint Petersburg
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Netcracker Technology Business Analyst ✉ https://www.netcracker.com/	04.2021 - 06.2021 Russia, Saint Petersburg
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EPAM Systems Business Analyst ✉ https://www.epam.com/	12.2017 - 04.2021 Russia, Izhevsk
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Picom Project Manager ✉ https://picom.ru/	10.2014 - 12.2017 Russia, Izhevsk
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Projects	
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Discount management system support Support of the discount management system.	11.2025 - 12.2025
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I was responsible for:	
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- stakeholder interview
- AS-IS analysis
- TO-BE analysis
- documentation preparation (Use cases, User story, BPMN and UML schemas)
- requirements grooming with dev team

IoT and AI system development	10.2024 - 11.2025
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I was responsible for:	
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- Requirements elicitation and documentation
- Communication with stakeholders (2 functional customers)
- Documentation preparation

Tenders platform Development of portal for conducting tender projects	07.2024 - 09.2024
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I was responsible for:	
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- Requirements elicitation and documentation
- Communication with PO
- Requirements conformation with PO
- CR management
- Design validation

Production management system Redesign and workflow enhancements of customers' internal system. System is used for production management (receiving parts, production and shipping)	05.2024 - 07.2024
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I was responsible for:	
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- Requirements elicitation and documentation
- Communication with design team
- Elaborating and brainstorming new ideas
- Design validation
- Backlog preparation

Back office system support Design and development of new core insurance system to support customer insurance business in Europe	07.2022 - 11.2023
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I was responsible for:	
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- Requirements elicitation and documentation
- Working on processes improvements
- Conducting the Refinements sessions (stories and tasks presentation for the team)
- Issues and expected system behavior discussion with the team

Supply chain management system development Run and Maintain project for the customer inhouse system to monitor projects and components/parts health. New product design creation and managing excess and obsolete	06.2021 - 06.2022
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I was responsible for:	
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- Requirements elicitation and documentation
- Working on processes improvements
- Conducting the Refinements sessions (stories and tasks presentation for the team)
- Issues and expected system behavior discussion with the team

E-commerce product development Development of a new version of the product. Extending functionality and updating already existed.	04.2021 - 06.2021
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I was involved into:	
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- Analysing already existing functionality
- Analysing, requirements update, and creating the corresponding tickets for UX improvements (purchasing flow improvement)
- Started work on improving already existing and setting up new A/B tests

Supply chain management solution MVP Web portal development. MVP product for the customer to create a standalone service to manage product designs.	01.2021 - 04.2021
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I joined the project almost in the middle, my main responsibility was to collect/summarize and well document project (processes, product description, requirements - functional and non-functional), so the team could proceed with development and at the same time verify what is done with the requirements.	
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Web portal Web portal development	08.2020 - 12.2020
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I was involved into:	
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- Requirements elicitation and documentation
- Working on processes improvements
- Conducting the Refinements sessions (stories and tasks presentation for the team)
- Issues and expected system behavior discussion with the team

Digital bank Development for digital bank solution	05.2020 - 07.2020
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I was involved into:	
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- Interaction with customer representative (BA, PO, SME)
- Requirements elicitation and documentation

Tablet application development SPA Application: Mobile (iPad) and Backend development	12.2019 - 04.2020
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I was involved into:	
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- Requirements elicitation and documentation
- Communication with design team
- Elaborating and brainstorming new ideas
- Design validation
- Backlog preparation

Audit web application Development
