



Kirill Shirobokov

BA, PM, PO

@ shirobokovks@gmail.com | <https://kikirilll.github.io/> | Telegram: @kirill_shirobokov

Profiles

[khirill-shirobokov](#)

[kikirilll](#)

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 11.2025 - 12.2025
Business Analyst
Moscow, Russia

<https://ecom.tech/>

DM Solutions 10.2024 - 11.2025
Business Analyst
Russia, Moscow

<https://dm-solutions.ru/>

WaveAccess 07.2024 - 09.2024
Senior Business Analyst
Russia, Saint Petersburg

<https://www.waveaccess.ru/>

EPAM Systems 06.2022 - 07.2024
Senior Business Analyst
Turkey, Antalya

<https://www.epam.com/>

Grid Dynamics 06.2021 - 06.2022
Business Analyst
Russia, Saint Petersburg

<https://www.griddynamics.com/>

Netcracker Technology 04.2021 - 06.2021
Business Analyst
Russia, Saint Petersburg

<https://www.netcracker.com/>

EPAM Systems 12.2017 - 04.2021
Business Analyst
Russia, Izhevsk

<https://www.epam.com/>

Picom 10.2014 - 12.2017
Project Manager
Russia, Izhevsk

<https://picom.ru/>

Projects

Discount management system support 11.2025 - 12.2025
Support of the discount management system.

I was responsible for:

- 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

I was responsible for:

- Requirements elicitation and documentation
- Communication with stakeholders (2 functional customers)
- Documentation preparation

Tenders platform 07.2024 - 09.2024

Development of portal for conducting tender projects

I was responsible for:

- Requirements elicitation and documentation
- Communication with PO
- Requirements conformation with PO
- CR management
- Design validation

Production management system 05.2024 - 07.2024

Redesign and workflow enhancements of customers' internal system. System is used for production management (receiving parts, production and shipping)

I was responsible for:

- Requirements elicitation and documentation
- Communication with design team
- Elaborating and brainstorming new ideas
- Design validation
- Backlog preparation

Back office system support 07.2022 - 11.2023

Design and development of new core insurance system to support customer insurance business in Europe

I was responsible for:

- 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 06.2021 - 06.2022

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

I was responsible for:

Requirements elicitation and documentation

- Lead the Refinements sessions (stories and tasks presentation for the team)
- Wireframes development
- Sprint backlog prioritisation with PO and pushing it on planning sessions
- Issues and expected system behavior discussion with the team
- Substituting Scrum master

E-commerce product development 04.2021 - 06.2021

Development of a new version of the product. Extending functionality and updating already existed.

I was involved into:

- 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 01.2021 - 04.2021

Web portal development. MVP product for the customer to create a standalone service to manage product designs.

As 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.

Web portal 08.2020 - 12.2020

Web portal development

I was involved into:

- Requirements elicitation and documentation (SRS)
- Team collaboration for requirements implementation

Digital bank 05.2020 - 07.2020

Development for digital bank solution

I was involved into:

- Interaction with customer representative (BA, PO, SME)
- Requirements elicitation and documentation

Tablet application development 12.2019 - 04.2020

SPA Application: Mobile (iPad) and Backend development

I was involved into:

- Communication with customer representative and third party vendor (design studio)
- Requirements elicitation and documentation
- Team collaboration for requirements implementation
- Act as a feature/epic owner
- User story/Acceptance criteria preparation
- Backlog preparation

Audit web application 09.2019 - 10.2019

Development a pilot project for automation of Audit Process

I was responsible for:

- Requirements elicitation and documentation
- Customer communication
- Team collaboration for requirements implementation
- User story/Acceptance criteria preparation
- Backlog preparation
- Wireframes

Gambling portal development 12.2017 - 09.2019

Development and support for mobile version of gambling portal

I was involved into:

- Negotiation with customer and gathering information
- Communication and coordinating dev team
- Preparing functional requirements (Behavior Driven Development)
- Arranging meetings and providing a demo for the stakeholders
- User story/Acceptance criteria preparation
- Backlog preparation
- Wireframes

Customer HR web site 04.2017 - 11.2017

Development of new website for HR needs for customer

As a Project Manager was responsible for:

- communication with the customer
- coordination work and communication of developers development of work plan
- website maintenance and support after release

Website for university 06.2016 - 09.2016

Development of new website. We explored customer domain and proposed the best way to promote directions of education (landing pages).

As a Project Manager was responsible for:

- communication with the customer
- coordination work and communication of developers

Mobile app development 07.2016 - 07.2016

Development of mobile application for the local department of Total Dictation

As a Scrum Muster was responsible for:

- communication with the customer
- coordination work and communication of developers organization daily meeting

Thanks to the development of the scrum methodology, we release product (for 2 platforms: iOS and Android) in the shortest time.

Jewelry brand website 05.2016 - 07.2016

Development of new web-design for brand Madilyan

As a Project Manager was responsible for:

- coordination of developers
- presentation of new design
- collection of feedback (from the customer)

Skills

Business Analysis

Discovery conducting, Business need definition, Scope decomposition, Requirements and Change management, Requirements Analysis, Requirements approval and prioritization awareness, Business analysis activities planning, Stakeholders management, BA artifacts documentation, Elicitation of information, Prototyping, Estimation

System Analysis

APIs and Integration, Robotic Process Automation, REST API

Leadership

Mentoring, Teamwork and Collaboration, Team Management

Methodologies

Agile, Scrum, Waterfall, SDLC, SAFe

Programming languages

HTML, SQL, CSS👉, Python

Education

Academy of Management and Production 2015 - 2020
Electricity and Electrotechnics
Bachelor's degree

Izhevsk State Technical University (ISTU) 2011-2015
Applied Mathematics and Informatics
Incomplete

Certifications

Agile Product Owner Role: Techniques 2024

LinkedIn
<https://www.linkedin.com/feed/update/urn:li:activity:7143311930890371072/>

Get Started With Django 2023

Udemy
<https://www.udemy.com/certificate/UC-93e166d8-c074-43e8-b558-b45a7fad63a3/>

UiPath RPA BA training 2019

UiPath

EPAM Soft Skills training 2019

EPAM Systems

Languages

Russian

Native

English

B2