

Personal Information

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Professional Summary

Senior Data Scientist with a unique blend of strategic business acumen and deep technical expertise in Generative AI, MLOps, and agentic AI workflows. Currently driving innovation in B2B SaaS at Vendavo through the design and implementation of autonomous AI systems using LangChain, LangGraph, and LLMs. CEMS MIM graduate with a track record of transforming data into impact across pricing, automation, and intelligent tooling. Passionate about building human-aligned, scalable AI systems that bridge strategy and execution.

Experience

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| 01/2025-Present | Senior Data Scientist Data Science & AI Vendavo Prague, CZ <ul style="list-style-type: none">- Designing and implementing agentic GenAI workflows leveraging LangChain and LangGraph for pricing, support, and revenue operations-Defining architecture, orchestrated workflows, and authored reusable modules for prompt routing, context injection, and evaluation- Developing custom LLM-powered agents for enterprise automation tasks, reducing manual processing time and enhancing decision support- Collaborating cross-functionally with product, consulting, and engineering teams to align AI solutions with B2B strategic goals- Continuing to build ML models (regression, classification, clustering) and dashboards (Streamlit) to support analytical use cases |
| 11/2022 – 01/2025 | Data Scientist Value Acceleration Vendavo Prague, CZ <ul style="list-style-type: none">- Delivered commercial analytics and automation solutions focused on pricing optimization and revenue acceleration- Developed and implemented machine learning models to optimize business processes and improve decision-making- Built predictive models and interactive dashboards using Python, R, SQL, and PowerBI, R-Shiny- Partnered with consultants and clients to align technical deliverables with business impact |

05/2021 – 10/2022	Consulting Analyst Value Consulting Vendavo Prague, CZ <ul style="list-style-type: none"> - Conducted in-depth analyses of pricing performance and commercial data for enterprise clients - Created scalable templates for client reporting and built visualizations in R-Shiny and PowerBI - Initiated first automation projects to reduce manual workloads, sparking transition into data science
04/2020 – 04/2021	Business Information Specialist DHL IT Services Prague, CZ <ul style="list-style-type: none"> - Delivered reporting and ad hoc analyses to support executive decision-making across Europe - Managed stakeholder communication and harmonized cross-country data operations - Initiated process innovations in reporting and automation using Excel, VBA, and internal tools
06/2018 – 03/2020	Account Specialist ExxonMobil Prague, CZ <ul style="list-style-type: none"> - Supported sales teams with data insights and client management tools - Managed SAP and Salesforce systems to track products and performance - Received Customer Experience & Leadership Award (2019)

Education

2017– 2020	CEMS Master's in International Management (MIM) University of Economics, Prague <ul style="list-style-type: none"> - Exchange: University of Economics, Warsaw (2018)
2013 – 2017	B.A. in Business Administration American University of Armenia

Certificates

Generative AI for Business (Bootcamp, Matt Dancho / Business Science, expected Jun 2025)

Introduction to LangGraph:
Framework for Building Agentic and Multi-Agent Applications (LangChain, Apr 2025)

LangGraph in Action: Developing Advanced AI Agents with LLMs (Udemy, Mar 2025)

Machine Learning and Automation in Python (Business Science, Aug 2024)

Large Language Models (Activeloop, Oct 2023)

Machine Learning: Python & R (Udemy, 2022)

Python Programming (EDU Trainings, 2020)

SQL for Data Analysis (Udemy, 2020)

PowerBI, R-Shiny, Excel VBA & Automation (various, 2019–2022)

Skills

Technical: Python, SQL, R, LangChain, LangGraph, LLMOps, AWS (Bedrock, Boto3), Streamlit, R-Shiny, Excel/VBA, MLOps, Prompt Engineering

AI/ML: Classification, Regression, Clustering, Neural Networks, Transformers, LLMs, NLP, Agentic AI, Generative AI, Automation, Model Evaluation

Business: Pricing Strategy, B2B SaaS, Stakeholder Management, Strategic Thinking, CEMS Methodology

Awards

Customer Experience & Leadership Award, ExxonMobil (2019)

FLEX Program Winner (2012) | National Math Olympiad Winner | UN Rep, Birmingham Chapter (2013)