



# MARYNA SHUT

## Data Scientist

### About me

Fast and avid learner with attention to detail and simplicity. Data Science focused, background in Business and Linguistics. Published author.



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kaggle.com/marshuu



maryna-sh.github.io/portfolio



### Skills

R



Python



Machine Learning



Deep Learning



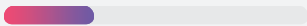
SQL



Tableau



Power BI



HTML



CSS



### Education

#### Micromasters Statistics and Data Science

02/2023 - current

#### Data Science

10/2022 - 02/2023

#### Data Analytics

07/2022 - 10/2022

#### Business Analytics

03/2022 - 09/2022

#### Master of Business Administration and Human Resources

10/2016 - 10/2017

#### Web Development

03/2015 - 05/2015

#### Bachelor in Linguistics

09/2009 - 05/2014

#### MITx

Data Analysis: Statistical Modeling and Computation in Applications,  
Machine Learning with Python: from Linear Models to Deep Learning,  
Fundamentals of Statistics,  
Probability

#### HarvardX

R, Data Visualization, Data Wrangling, Probability, Linear Regression, Machine Learning, Productivity tools (git, unix)

#### Google

Via Coursera: Data Analytics, R, SQL, Tableau

#### Wharton School of the University of Pennsylvania

Via Coursera: People analytics, customer analytics, accounting analytics, operations analytics

#### ENEB Business School

Business strategy, Accounting, Financial Management, Personnel Management, Coaching, PNL, Supply Chain Management, Labor Consultancy, Merchandise, Corporation Tax, Marketing, Commercials, Social Corporate Responsibility, Human Resources Management, Staff Selection, Labor Risks Prevention

#### BelHard IT Institute Minsk

HTML, CSS, Java Script, PHP

#### Minsk State Linguistic University

Linguistics, English, German, Spanish languages



## Keysight Technologies - Barcelona

03/2022 - current

### Solutions specialist

- Complex SOW review in close alignment with Project Managers, Contracts and Revenue Lead
- Customer T&C review in collaboration with Contracts and Revenue Lead
- Document solutions deals in an executive manner, containing all necessary details to manage deals from a contractual and financial perspective
- Providing deal specific management updates and work with Solution CSR to get deals quoted and booked in a smooth manner
- Providing pre-sales and/or post sales consulting on specific customer scenarios taking into account local policies and laws, financial requirements, international compliance rules related to customer contracts and product shipment
- Financial qualification in regards to deal optimization for revenues and unbilled inventory, pro-active deal follow up with relevant parties, providing guidance on deals related transactions to Solution CSRs in different teams
- Ensure timely and correct revenue recognition for solution deals throughout their lifecycle in close co-ordination with Solutions CSRs.
- Drive process improvements & mentor colleagues
- Regular reporting activities related to Solutions

01/2018 - 03/2022

### Sales CSR

- Order management through Oracle and Salesforce
- Post- order follow up and customer assistance
- Monthly and quarterly results follow up
- Preparing reports on current division's revenue recognition state
- Communication of results and updates, planning and producing presentations for the management and the team
- Providing trainings for the partners



## Credit Suisse - Wrocław

03/2017 - 05/2017

### IT service desk

- First line IT support for colleagues in German, Spanish and French



## Cigna - Madrid

07/2016 - 03/2017

### Customer Support Responsible

- Customer support in various channels including phone and emails in English, Spanish and German
- Translation of medical documents from Polish into English



## Smart Parts UK - Minsk

06/2015 - 06/2016

### Customer Support Responsible

- Customer support in various channels including phone and emails in English, Spanish and German
- Translation of medical documents from Polish into English



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## Languages

Spanish



English



German



Russian



Polish



French



Japanese - N4

