KIRILL NARTOV

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Graduate Data Science student with 3 years of industrial experience in data analytics and business intelligence aiming to develop in raising the product value as a **Data Scientist**.

EDUCATION

University of Michigan | Master of Science - Data Science (expected) Dec 2024

Moscow State University | Bachelor of Science - Applied Mathematics 2021

TECHNICAL SKILLS

Programming Languages: Python (Matplotlib, Seaborn, NumPy, Pandas, Scikit-Learn) | SQL (MySQL, PostgreSQL)
Data Analysis and Visualization Software: SAS Enterprise Miner | Excel | JupiterLab | Tableau | Power BI | Snowflake | Spark
Data Science Techniques: Hypothesis Testing (A/B Testing) | Data Science Pipeline (Cleansing, Wrangling, Modeling, Interpretation)
Machine Learning: Supervised (Classification, Regression) | Unsupervised (Clustering, Market Basket Analysis)
Project Management: Jira | Confluence | Git |Agile SAFe | Waterfall | Requirements and Stakeholders Management

PROFESSIONAL EXPERIENCE

University of Michigan | Business Intelligence Consultant **Michigan, US | Aug 2023 - Present**

- Consult students and staff in the basics of Business Intelligence, Data Visualization, and Storytelling, equipping over 200 department members with essential skills to enhance decision-making processes.
- Run workshops in Data Visualization and reporting dashboards with Tableau.
- Increased the number of students by 12% through launching a new teaching discipline of Data Visualization with Python.

University of Indianapolis | Data Analytics Consultant **Indiana, US | Aug 2022 – Aug 2023**

- Provided tutoring sessions in Data Science, Computer Information Systems, and Statistics.
- Implemented a data-driven approach to the students' performance tracking in the department through spreadsheets.
- Applied machine learning classification algorithm to optimize the process of defining students' studying needs, leading to a 7% increase in average student grades over the department.

Volkswagen Group sub | Business Analyst **International | Apr 2020 – Jul 2022**

- Orchestrated stakeholder management (VW, Audi, Skoda, Bentley, Ducati) by gathering, organizing, and analyzing business requirements to align product development and long-term strategies.
- Translated business requirements into technical and architecture specifications for enterprise B2B systems.
- Utilized Tableau, Matplotlib, and Seaborn for advanced data analysis and visualization, creating comprehensive reports that supported strategic decision-making in optimizing vehicle dealership solutions.
- Worked with Pandas in Python and SQL to aggregate, cleanse, and analyze large datasets from various business domains, uncovering actionable insights that contributed to strategic decision-making.
- Pioneered the development of a car maintenance service, crafting its data architecture and user scenarios, which led to a declined time of maintenance labor and increased quarter revenue by 24.4% (over $1.7M).
- Renovated the workflow of sales managers by delivering a new business system for sales management by defining its functionality scope, developing data integration concepts with existing systems, and database modeling.

International Insurance Group INGO | Product Manager **International | Apr 2019 – Mar 2020**

- Oversaw product development from inception to implementation by managing a cross-functional team (6 members).
- Formed the team’s tasks backlog and managed stakeholders' communication.
- Developed and validated hypotheses using statistical techniques, which directly supported data-driven decision-making processes, enhancing operational efficiency for a digital business unit.
- Prepared Power BI dashboards for demonstrating the financial earnings of developing new features for C-level.
- Led a project utilizing SQL and Python to conduct a comprehensive analysis of a leading auto insurance product, identifying key trends that resulted in an 18% increase in customer retention rates.

PROJECTS

Allstate Customer Prediction, Academic Project Nov 2023

- Built the binary classification model (%88 accuracy) of potential customers through Machine Learning algorithms (Logistic Regression, Decision Tree, Random Forest, Gradient Boosting, XGBoost).

Kohl’s Warehouse Optimization, Consultation Apr 2023

- Optimized warehouse item allocation by $15,000 a year through Exploratory Data Analysis and summarization statistics taking into account the storage plan and stored items.

Amazon Customer Behavioral Analysis, Academic Project Sep 2023

- Found customer segments with distinctly different purchase behaviors based on engineered from-scratch features such as conversion rate, total spending, and customer value through the k-means clustering algorithm.
- Conducted market basket analysis through such FP mining algorithms as Apriori and FP-Growth.

Steel Dynamics Financial Analysis, Consultation Mar 2023

- Devised the strategy of financial performance increasing by running statistical analysis (Hypothesis one-way ANOVA testing) of 5 competitors.