Bill A. Pupkin

Tbilisi, Georgia

+995 555 111111 | bill@example.com

04 September 2017

Target position: International Consultant

There are three reasons why I am suitable for the job:

1. First
2. Second
3. Third

Relevant experience

Marketing researcher / Data analyst at Matrunich Consulting

2009 November - 2015 January. Various ad-hoc projects in fields of sociological research, data analysis, training delivery, software systems.

- Series of seminars on R basics, data processing, data visualization for higher education audience.
- Seminar "GNU/Linux Ubuntu for system administrators of marshal service". Pskov, Russia.
- Webinars on marketing research, public relations, IT-applications for small enterprises.
- Numerous field projects employing focus groups, face-to-face interviews, phone interviews, observation, cabinet research.
- Wide range of full-cycle research projects on marketing and political topics.
- Optimization of pizza orders delivery with queue and spatial-temporal modeling.
- Mining association rules and frequent itemsets for pizza restaurant chain.

Statistican (part-time) at Food and Agriculture Organization of the United Nations

2016 October - 2017 May. Technical support in conversion of food commodity codes from WTO and EU standards to FAO classification.

- Extraction of vast pieces of FAO experts' knowledge on world trade over a period of 14 years, stored in semi-automated, poorly documented databases.
- Software package updated to convert world food trade data from the WTO Harmonized System and the EU Combined Nomenclature.

Data Analyst at Institute of Regional Development

2011 August - 2013 August. Processing of opinion poll data, statistical analysis and producing reports.

- Increased speed and accuracy of manual data input from paper-based questionnaires by replacing storing data in separate files for each operator with single database (MySQL + LimeSurvey).
- Questionnaire design, sampling, data analysis and visualization in longitude household research.
- Saved at least 84 man-hours by automation of preparing reproducible reports for each of 28 districts of the region based on opinion poll data.
- Made significant improvements in exit-poll procedure: got the Institute rid of a necessity to hire temporary telephone operators (8 men / 96 man-hours), increased speed of update of report (close to real-time), enriched the report with dynamic interactive charts and tables.
- Implemented previously unused in the Institute data visualization with high-scale city maps without software license expenses (OpenStreetMap data, R + QuantumGIS).
- Evaluating of the Data Documentation Initiative specification as standard for documentation for opinion poll datasets in the Institute.
- SPSS technical support and consultations.

Statistican at Food and Agriculture Organization of the United Nations

2014 October - 2015 December. Developing of statistical methodology to evaluate and correct annual world trade data and to estimate per-country food reserves.

- Training and consultations in data processing, visualization and R statistical software.
- Methodology developed to align trade data presented in various commodity classifications (WTO HS, EU CN, FAO FCL), area nomenclatures (UN M49 and its variations, EU Geonomenclature, FAO area list).
- Software package created to process trade data, to convert multiple units of measurements, to detect outliers and to impute missing values.
- Interactive data visualization tool created to evaluate trade reports quality.

Head of Sociological Lab at Pskov Volny Institute

2004 November - 2010 August. Providing students with experience in the field, conduction ad-hoc sociological projects, maintaining public relations activities.

- Start to use R in field of research projects and in education of students-sociologists.
- Delivering training and technical support on OpenOffice.org software suite for the teaching staff.
- Social problems of informal economy development in near-border villages of Chudskoe lake project in partnership with EURASIA Fund: field works and data analysis.
- Full-cycle research project on pupils' preferences in higher education. Results were broadly discussed in local mass media.
- External EU Border Monitoring Project: Better Efficiency at Border Crossing Points as a Precondition for the Improved Cross-border CooperationEU borders: project co-development and research on Russian side.
- Execution of research projects for external clients provided the Institute with additional income.
- Developing of training materials for Develop Your Business programme in partnership with Swedish Institute of Management and Stockholm School of Economics in Saint-Petersburg.

Senior Lecturer at Pskov State University

2011 October - 2015 January. Lectures and seminars in Data Analysis and Marketing Research.

- Hands-on courses on Statistics for Public Relations specialists employing R software developed and conducted.
- Courses for adults on Marketing Research with participation of students in real world projects developed and conducted.

Research consultant at The Danish-Russian Economic Development Support Programme

2008 March - 2010 December. Providing training and support to educational institutions in conducting market research.

- Developing of software system for questionnaire design, opinion poll data input and computing of descriptive statistics (based on LimeSurvey and queXML).
- Training and consultations of educational facilities staff in field of sociological and marketing research.
- Composing a manual for staff of educational facilities on methods of sociological research and using of developed system.
- Developing and conducting research project based on requirements of Danish International Development Agency.

Data science trainer at Food and Agriculture Organization of the United Nations

2013 November - 2013 December. Assistance in translating of current methodology of FAO statistical department from various statistical software to R and deliver R training.

- Face-to-face practical training on data processing and visualization.
- Evaluating legacy R-code for duplication, performance optimization.
- Developing R-functions to gather data from Oracle DB (http://bit.ly/mav113).

Teacher of computer skills at Pskov secondary school

2002 April - 2002 May. Develop curriculum and teach classes for upper-form pupils.

- Free open source software chosen and installed in the computer lab.
- Pupils got intensive computer skills course and were able to get a pass.

Education

- Specialist degree: Sociologist, lecturer in sociology, Pskov Volny Institute, 2003
- Learning program "Data analysis in marketing research", Stockholm School of Economics in Saint-Petersburg, 2009
- Learning program "Technology of Consulting", Danish Technological Institute, 2007
- Short-time course "Methods of Sociological Research", Higher School of Economics, 2007

Selected presentations and seminars

- 2015: R - leading instrumentarium for analyst. Slides in Russian http://j.mp/rslides
- 2014: Pilot lesson for online course "Data Analysis in R". Video in English http://bit.ly/mav_stepik
- 2014: Webinar "R: efficient programming language for data science". Video in Russian http://j.mp/r_wbnr
- 2012: Creating of cartograms on basis of Grammar of Graphics with R-package ggmap. Moscow. Slides in Russian http://bit.ly/mav103
- 2012: Why a good sociologist is an alien. Speech for students. Video in Russian. http://bit.ly/socalein
- 2011: Seminar "GNU/Linux Ubuntu for system administrators of marshal service". Pskov, Russia. Video in Russian http://bit.ly/mav101
- 2009: "Normal" office suite in terms of the ordinary user. OpenOffice.org Conference. Orvietto, Italy. Video http://bit.ly/mav102

Selected code snippets

- 2012: Exit-poll data gathering through SMS and report generating. R-code: http://bit.ly/mav106.
- 2012: Standardized reports on 28 districts based on opinion poll. R-code http://bit.ly/mav108, template http://bit.ly/mav109.
- GitLab: https://gitlab.com/Matrunich/
- GitHub: https://github.com/malexan/

Full CV available at https://www.linkedin.com/in/matrunich