

PhD



# ARTIOM KOVNATSKY

Data Professional | Mentoring Coach

"Navigator in the World of Hidden Opportunities"

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My core **strength**: Bringing **clarity** by **seeing** things **as they truly are**. Also, thanks to my **unique** life experiences, I often see things from perspectives others might overlook, **noticing** details that frequently remain **unseen**.

## About me

- 1 Some might say I've mastered the art of "navigating the world of hidden opportunities" and "Survival Economics".
- 2 Highly skilled and innovative Data Scientist and Consultant with a talent for uncovering hidden insights and activating data to drive strategic decisions.
- 3 My diverse experience includes working in data-challenged startups, corporations, and research institutes. I have successfully implemented innovative solutions and built and managed teams.
- 4 Extensive global experience from living, working, and presenting at top international venues in the USA, China, Italy, Switzerland, France, Belgium, Germany, Luxembourg, and Spain.
- 5 Experience with Python, R, SQL and various machine learning frameworks.

## Key skills

- 1 **Unseen potential recognition:** skilled at uncovering hidden, turning challenges into strategic advantages and transforming them into valuable assets.
- 2 **Original and strategic thinking:** specialised in solving rare data challenges with innovative, strategy-aligned solutions for lasting growth.
- 3 **Creativity, adaptability and improvisation:** skilled at improvising solutions for complex problems, adapting quickly to new technologies, and exploring innovative methods in dynamic environments.
- 4 **Result-oriented with minimal resources:** focused on solving challenges with minimal resources, delivering impactful results while meeting business objectives in constrained environments.
- 5 Award-winning **teacher** and **speaker**; **languages:** Russian (C2), English (C1), Ukrainian (B2/C1), Hebrew (B2/C1), German (B2).

# Case 1

## A startup in crisis

Client:  HOMEDAY



### Challenge:

A startup lost a major customer and faced an urgent need to develop a new business model. I was the only data scientist and the startup had limited cash reserves and time.

The results had to be presented to investors by the end of the year.

### Solution:

The company purchased data from a provider, but it had serious flaws, and standard algorithms failed. I analysed potential solutions, prepared everything in advance, and implemented the most promising method, successfully completing the project on time with the desired precision.

### Outcome:

The product was commercially successful and was featured in major German media, investors were satisfied, and it proved the company's ability to deliver complex projects on time. The product – [HOMEDAY-PREISATLAS](https://www.homeday.de/de/preisatlas) - was so successful that the monopoly company also copied it by producing an analogue.

I proposed a new business idea, which after presentations and analyses was accepted as part of the new business model.

<https://www.homeday.de/de/preisatlas>



# Case 2

## Startup applying for a grant

Client:  **KENJO**

### Challenge:

At the conference, I met OrgOS co-founder (Kenjo) and CEO Davide, who was looking for a data scientist to submit a ProFIT grant (about €1.2m). Previously hired specialists had not met expectations.

### Solution:

I had no experience in HR, but I agreed to develop a solution and write a description for the grant in exchange for a percentage. Davide hired a consulting company to write the application in German, and I actively participated in meetings to propose technical solutions.

### Outcome:

- Advised the CEO on developing a predictive analytics system for HR data and authored the technical part of a grant that secured €1.2 million in project funding.
- Provided last-minute support to the project, delivering solutions within tight deadlines, including presenting them in German to the committee.
- The arguments I emphasized in the presentation were compelling, leading the committee to demand a revision of the grant proposal to align with the points I highlighted.

# Case 3

## Building a team of data engineers in a startup



### Client:



### Challenge:

The need to build and manage a decentralised team of data engineers with a flat hierarchy.

### Solution and outcome:

Created and led the data science department, building a decentralised team from scratch.

Defined the vision, strategy and technology stack, ensuring timely delivery of data-driven business solutions to the property industry.





**Philipp Reichle**

Co-Founder & CTO at Homeday GmbH

Berlin

Artiom, as Chief Data Scientist at Homeday, has built machine learning models from the ground up, doing work that others require large teams to do. He always delivers on his promises and goes the extra mile. I highly recommend Artiom as a reliable and innovative colleague.

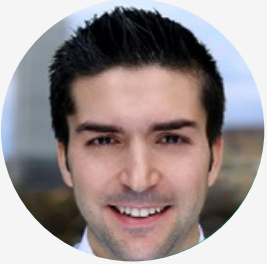


**Thomas Christian Thiele**

Fractional CTO | Tech Advisor

Berlin

Artiom built a data team from the ground up, leading a complex property valuation project that was completed on time and on budget. His domain knowledge, willingness to learn, and cultural adaptability ensured the team's success. I highly recommend Artiom for any complex data science projects.



**David Padilla**

Co-founder & CEO at Kenjo  
Berlin

I worked with Artiom on a data science consulting project for 2 years where he turned an abstract idea into a valuable solution. He effectively communicated complex ideas to secure grant funding. Artiom is a dedicated consultant who is always willing to go the extra mile.



**Andres Juss**

Head of the Evaluation Department  
Estonian Land Board, Estonian  
Government  
Tallinn

Artiom developed mass valuation models for land valuation in Estonia for our department. Despite tight deadlines, he completed the work on time, having travelled to Estonia twice to study the methods of local appraisers. Artiom prioritises business needs and ensures that plans are completed on time. We are interested in continuing our co-operation with Artiom as we await changes in Estonian legislation.



**Leon Lowitzki**

Machine Learning Engineer

Empowering Data-Driven Decisions with  
Advanced Models

Passionate about Driving Growth & Sharing  
Knowledge

Berlin

Artiom is an insightful thinker, focused on business success, supporting personal growth and fostering a great team environment. I highly recommend Artiom for any data science position: he is a great leader and a pleasure to work with



**Tobias Frese**

Co-Founder and  
COO at Fuchs & Eule Energy Experts

Berlin

Artiom is an experienced data scientist who consistently delivers valuable solutions for clients and businesses. He offers unique approaches to problem solving and is a great person both personally and professionally





**Steffen Wicker**

Co-Founder & CEO at Homeday GmbH

Universität Mannheim  
Berlin, Berlin, Germany

Artiom has been one of the key drivers of our valuation engine and property price research tool. Artiom has shown creativity during difficult times for Homeday - he thinks outside the box and is always willing to contribute to the success of the company. In addition, Artiom has been very passionate about sharing his knowledge and has represented Homeday at several conferences. We hired him for 7 months as a consultant. Artiom has proven himself to be a person who stands behind his words and delivers what is needed.



**Alexander Novikov**

Director BI at Enpal

Berlin

I worked alongside Artiom at Homeday and he impressed me with his focus on delivering business value, which is a rare trait for a data scientist. Artiom has deep knowledge and data skills, and his entrepreneurial mindset made his insights most useful. Artiom looks for fundamental aspects of issues and relevant business domains. His deep understanding allows him to find facts that are then applied to business processes. I look forward to working with Artiom in the future