



Eduard Kinshakov

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ABOUT ME

Kinshakov Eduard, 28 years old. I am currently working as a Sales Assistant at the IT company Aimprosoft. Since graduating from the University with a degree in computer science, I have been eager to work and develop further in this field. I have some experience in data science, specifically in commercial projects. I am constantly interested in information technologies and actively explore new directions.

I am a highly motivated and responsible individual, punctual, and possess strong communication and stress-management skills. I am passionate about learning and professional growth. Currently, I am a 4th-year postgraduate student focusing on computer vision. I am particularly interested in developing my skills in sales and management within the tech industry.

WORK EXPERIENCE

31/08/2020 – 09/02/2021

DATA SCIENTIST

- Data processing
- Data engineering
- Built algorithm machine learning
- Using library (sklearn, tensorflow, nltk)
- Work with supervised & unsupervised learning

28/02/2021 – 28/02/2022

ACCOUNT MANAGER IN AN EDUCATIONAL ORGANISATION (IT STEP)

Leading the customer through the sales funnel. Interaction with the client through (phone, social networks, forums, personal meetings). Conclusion of contracts. I also know sales techniques and their applications, sales funnels.

22/07/2022 – CURRENT Ivano-Frankivsk, Ukraine

SALES MANAGER AIMPROSOFT

Lead Generation Specialist (22.07.22 - 01.04.24)

Professional Experience:

- Lead generation through Email, LinkedIn (Sales Navigator), Web Research, Upwork, Amplemarket, Phantombuster, Crunchbase.
- Organizing systematic work in these areas.
- Defining ICP (Ideal Customer Profile) and Buyer Persona.
- Testing hypotheses for finding potential audience.
- Processing responses from outreach efforts.
- Setting up automation for all these processes.
- Cleaning and enriching lead and account databases
- LinkedIn profile optimization.
- Participating in copywriting.
- Working with various technologies.
- Organizing meetings with clients.
- Sales Tools Proficiency: Experience using LinkedIn, Snov.io, Sales Navigator, Zerobounce, Clearout, and ZOHO CRM to achieve sales goals.

Sales Development Representative (01.04.24 - 01.12.24)

Professional Experience:

- Identify client needs, pain points, BANT information.
- B2B market work.
- Customize email correspondences to align with prospects industry pains and product interest.
- Stay knowledgeable around new products/services and technology offerings.
- Track, update and maintain notes and activities in CRM database.
- Participate in relevant sales and training meetings.
- Full communication with the lead generation team (writing responses, verifying client databases, writing follow-ups)

Sales Assistant (01.12.24)

This position utilizes all of the skills listed above.

Professional Experience:

- Partnership Management Skills : Developing and managing partnerships to expand the business.
- Growth Opportunity Identification: Analyzing the market and identifying promising areas for business development.
- Problem Solving: Experience in resolving issues related to web development, AI, IoT, statistics, and analytics.
- Knowledge of IT Technologies: Experience working with advanced technologies in areas such as automotive, healthcare, industry, households, and entertainment.
- Software Development: Understanding of the full cycle of website and data processing software development.

● EDUCATION AND TRAINING

31/08/2012 – 19/06/2016 Ukraine

JUNIOR SPECIALIST OF MAINTENANCE OF COMPUTER SYSTEMS AND NETWORKS Sumy College of Food Industry

- computer network
- computer logical
- microcircuitry
- electronics
- network security

31/08/2016 – 30/06/2019

BACHELOR OF COMPUTER SCIENCE Sumy State University, Sumy (Ukraine)

- Algorithmization and Programming
- Web develop
- Artificial intelligence
- Computer Network
- Operation System
- Programming
- Project Manager theory
- QA

31/08/2019 – 19/12/2020

MASTER OF DATA SCIENCE Sumy State University, Sumy (Ukraine)

- Algorithm of Machine learning
- Neural Network
- Econometrics
- Statistics
- Time Series
- Python

- Computer science
- Computer vision
- Machine learning
- Neural network
- algorithm of machine learning
- data preprocessing
- image segmentation
- Article writing

● **LANGUAGE SKILLS**

Mother tongue(s): **UKRAINIAN**

Other language(s): **ENGLISH INTERMEDIATE (B1-B2)**

● **DIGITAL SKILLS**

cisco network | windows for network | Microsoft Office | Python Language - Basic knowledge | Data Science: Machine Learning, Data Analysis, Data Exploration, Data Wrangling, Data Visualization | Neural Networks in Python | Machine Learning, NLP | Python Development | Network System Design

● **COMMUNICATION AND INTERPERSONAL SKILLS**

Soft Skills

- Sociable
- Ability to establish contact
- Ability to listen and hear
- Ability to plan time
- Responsibility and punctuality
- Generation of new ideas
- Willingness to take responsibility
- Maintaining composure in conflict situations
- Teamwork

● **COURSES**

Introduction to software development

TechMind