Kirill Sanakin

BUSINESS ANALYST · PRODUCT OWNER

Vilnius, Lithuania

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Personal Profile

Business Analyst / Product owner with experience in different domains including eCommerce, life-science and fintech, with a formal background in Economics/Corporate finance. Experienced both in Business and System analysis. Primarily looking for Business Analyst/Product owner roles.

Residence permit

Lithuania - Residence permit

Education

National Research University Higher School of Economics   *Russia, Saint-Petersburg*
Bachelor of Economics   *September 2016 - July 2020*
- Graduated with GPA 7.5

Tomas Bata University in Zlin   *Czech Republic, Zlin*
Bachelor of Economics - Erasmus+ program   *September 2018 - January 2019*

Work Experience

Skycop   *Remote*
Project Director   *April 2023 - September 2023*
- Commercial leading of different skycop.com projects, business development
- Monitoring the market and developing competitive analysis
- Defining a vision for a product
- Aligning stakeholders around the vision for the product
- Creating a shared brain across larger teams to empower independent decision-making
- Evaluate business processes, analyze requirements, uncover areas for improvement and development
- Conduct and coordinate product, market, operational, and related research to support strategic and business planning
- Helping the team achieve a high level of performance and quality, holding teams accountable for their work, removing obstacles, and mentoring less experienced team members
- Defining the project's schedule and scope while balancing this with timely and regular value deliveries, and organizing and leading working and project status meetings
- Product ownership including backlog management, prioritization, market analysis and product roadmap
- Team management: stuffing, onboarding, control and motivation, growth plan and rotation
- **Soft Skills:** Teamwork, Time Management, Stakeholders management, Team Leading, Analytical thinking, Business Analysis

FxPro   *Cyprus, Limassol*
Business Analyst   *November 2022 - February 2023*
- Study system capabilities; design modifications; construct workflow charts and diagrams
- Manage the requirements life cycle
- Write technical specifications
- Evaluate business processes, analyze requirements, uncover areas for improvement and development
- Collaborate with key stakeholders to define, develop, shape, and refine requirements
- Conduct research on industry best practices and standards to implement product improvements continuously
- Monitor project progress by tracking activity; resolving problems; publishing progress reports; recommending actions
- Conduct and coordinate product, market, operational, and related research to support strategic and business planning
- Interpret and evaluate research data to develop data-driven business analyses and projections
- Create informative, actionable reporting that highlights relevant business trends and opportunities for improvement
- **Technical Skills:** SQL, REST API, Modelling (BPMN, UML), JSON, XML, HTTP, MACH arhitecture (discovery) - Contentful, Amplience, Microservices
- **Soft Skills:** Teamwork, Time Management, Stakeholders management, Team Leading, Analytical thinking

EPAM Systems
Lithuania, Vilnius

Senior Business Analyst
September 2021 - December 2022

- Product ownership including backlog management, prioritization, market analysis and product roadmap
- Discovery phase responsibilities: backlog creation, case studies, competitors analysis
- Solution design with Program delivery, Tech solution architects, UX/UI/CX teams (including design review and decomposition) – Agile
- Business Analysis approach establishment
- Requirements elaboration: user stories and use cases, modelling, case studies and elaboration sessions
- Stakeholder management, communication plans
- UAT
- Data architecture, governance, and management
- Team management (Team Lead position): stuffing, onboarding, control and motivation, growth plan and rotation
- Demo Sessions
- SCRUM ceremonies
- Change management
- Large and complex e-Commerce solutions, including following technologies: order management system (FluentCommerce), commerce platform (Commercetools), content management system (Amplience, basis of Contentful), CRM (SalesForce), Search engine (Bloomreach) and microservices developed straight for the projects. See **Primark** website as the reference
- **Technical Skills:** REST API, Data architecture and governance, MACH - CMS (Amplience, Contentful), Bloomreach, Commercetools,FluentCommerce, microservices and SQL, Tableau, HTTP, XML, JSON
- **Soft Skills:** Leadership, Time Management, Communication, Analytical thinking, Stakeholders management, Problem solving, Decision making

I-Teco, project FAN ID UEFA EURO 2020
Russia, Saint-Petersburg

Head of FAN ID Center
March 2021 - July 2021

- Organization and control of uninterrupted operation of the center for UEFA EURO 2020 ™ matches in St. Petersburg (290 sq.m, 55 workplaces)
- Personnel management of up to 80 people
- Organization and control of managers' work
- Recruitment, training and accounting of personnel, conducting briefings
- Management and planning of the warehouse of the center, reception, storage and control of accounting of warehouse operations, ordering and accounting of consumables
- Solving urgent issues related to conflict situations, the uninterrupted operation of the center, the safety of employees and football fans
- Management of spectator flows on the days of UEFA EURO 2020 ™ matches. (Directions, coordination, informing visitors of the issuing center, queue control, etc.)
- Work with the media, control of the conduct and organizational assistance in conducting of public events
- **Soft Skills:** Leadership, Time Management, Communication, problem solving

Sarstedt
Russia, Saint-Petersburg

Business Analyst
June 2020 - September 2021

- Business processes optimization, «as is – to be» modelling
- Business strategy analysis, risk management
- Tech documentation
- Budget and production forecasting
- Financial reports and its analysis
- IT support: requirements elaboration, documentation preparation, modelling, scum-master responsibilities, UAT
- Blood collection market analysis
- **Technical Skills:** SQL, Excel (Pivot Table, Power Query), Tableau, R, MACH - PIM/DAM, Amplience, Commercetools
- **Soft Skills:** Leadership, Time Management, Communication, Analytical thinking, Stakeholders management

KPMG
Russia, Saint-Petersburg

Financial Auditor
September 2019 - December 2019

- Familiarization with the results of previous audits, familiarization with the client's processes: familiarization with previous results using EAudit by KPMG, visiting the client, communicating with employees, viewing internal documentation
- Communication with banks regarding the client's account balances
- Conducting inventory: inventory process using countsheets by KPMG, checking the process of internal inventory, documenting, making submissions and recommendations
- Analysis of the client's existing financial controls: cutoff,occurrence and existing tests
- Preparation of reports that reflect the main problematic issues and formulate recommendations
- Work with the media, control of the conduct and organizational assistance in conducting of public events
- Team management (Team Lead position): stuffing, onboarding, control and motivation, growth plan and rotation
- **Technical Skills:** Excel, R, EAudit, SQL, Statistics, IFRS
- **Soft Skills:** Stakeholders management

Skills

BA / PO	Stakeholders management, Requirements gathering, Risk assessment, Change management, Backlog management and prioritization, Roadmapping, Prototyping and design, Modelling (BPMN, UML), REST API, HTTP, JSON, XML, System architecture
Data analysis	Data architecture and governance, R, SQL, Tableau
Soft Skills	Time Management, Teamwork, Problem-solving, Documentation, Engaging Presentation, Leadership, Get-go attitude, Independence

Languages

Russian   Native - C2
English   Fluent - C1