

Amir Imamutdin

✉ amirimamutdin@gmail.com

🌐 amir-imamutdin.com

🌐 linkedin.com/in/imamutdin

☎ (+39) 3520402454

EDUCATION

Albert School x Mines Paris | PSL

Sep 2025 - Jun 2028

International BBA and BScEng (Business, Data and AI) - Double Degree

Cumulative GPA: 3.76/4.00

- Relevant Coursework: Probability I & II, Linear Algebra I & II, Calculus I & II, Programming in Python (incl. OS & VM), Pandas 1 & Scraping & Pandas 2, Algorithms & OOP, Graph Theory, Life of a Data Project

PROJECTS

Greenance | Software/AI Engineer

May 2026 - Present

- Building the Greenance nature-risk scoring platform for bank credit teams; core stack Python, JavaScript, PLpgSQL.
- Integrated NACE and ENCORE public databases to map sectoral ecosystem dependencies at industrial site level.
- Built portfolio batch pipeline: SIRET input, INSEE SIRENE geocoding, WRI Aqueduct water-stress scoring, interactive Folium map output.
- Designed a custom automatic asset discovery pipeline using a multi-layered approach with INSEE French corporate databases, Mistral Large 3, Exa Search API and Google API.

UniSalute | AI-driven growth & Retention Strategy, Business Deep-Dive, Winner

Apr 2026

- Tasked with architecting an AI-powered ecosystem to cut acquisition costs, raise conversion, and prevent insurance holder churn.
- Built a Random Forest churn prediction model with a unit-economics-optimized decision threshold, plus a full-stack (React + FastAPI) simulator recalculating flight risk in real time across 16 customer variables.
- Projected CAC down 86.9% (to €20), lead-to-sale conversion up from 4.7% to 6–7% (€1.5M + incremental revenue), and €343,221 in net margin proactively protected.

Google | Data-Driven Market Entry, Business Deep-Dive, Runner-up & Best Data-Analysis Award

Nov 2025

- Tasked with building a full Spanish market-entry plan for an Italian real-estate platform.
- Built a Market Attractiveness Score model weighting 4 factors (Search Volume Index, Population, Market Similarity, Average Income) across 15+ variables to rank target cities, then led CPA forecasting by benchmarking Italian performance data by Spanish city pair.
- Forecasted 81,285 total leads at an average CPA of €5.81 across a €500K budget, validated against Italy's live results (~€5.65/lead); identified Madrid as the top city (28% of forecasted leads).
- Presented and defended in front of a Google jury.

PROFESSIONAL EXPERIENCE

Uzum Tezkor | FP&A Intern

Jul 2026 - Aug 2026

- Resolve high-volatility static LTV tracking for the Uzum Tezkor platform-to-consumer delivery service by engineering a dynamic, state-conditioned lifetime value framework.
- Analyze 3 years of transactional datasets to build a Customer Migration Matrix with high predictive validity across 3 core pillars: behavioral CM1 segmentation, transition state discovery, and LTV optimization.
- Optimized weekly FP&A reporting workflows by engineering an automated scripting pipeline for executive team roundups.

EY | Audit Intern

Aug 2024

- Supported audit engagement teams by analyzing financial data in Excel across 2 client accounts, identifying discrepancies and reconciling balance sheet items to ensure compliance with provided data.
- Collaborated with senior consultants on client deliverables, gaining exposure to audit methodologies like Excel short-cuts and tools, risk assessment procedures, and professional client communication.

EXTRACURRICULAR ACTIVITIES

Albert Junior Consulting | Consultant

Oct 2025 - Jun 2026

- Led digital strategy for a major Russian cinema chain, conducting competitive benchmarking against domestic and international players and developing a prioritized UX redesign roadmap to improve online booking experience.
- Developed revenue optimization strategy focused on AOV growth through upselling, concession bundling, and loyalty program enhancements supported by integrated analytics tracking.
- Analyzed e-commerce funnel performance across multiple traffic sources, identifying conversion gaps and provided UX-based solutions targeting significant improvement in purchase completion rates.

SKILLS & INTERESTS

- **Languages:** Fluent in English, Russian, and Kazakh
- **Technical Skills:** Python, SQL, Power BI, GitHub, Supabase
- **Interests:** Hiking, Sports (Running, Football), Aspiring Iron Man, AI