

Andrei Lyskov
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EDUCATION

Queen's University, *Bachelor of Computing, Computer Science*, Kingston, ON 2016-2019
Queen's University, *Bachelor of Commerce, Commerce*, Kingston, ON 2013-2015
Thoughtful, *Independent Course Study - Front End Web Development*, Online 2013

PROFESSIONAL EXPERIENCE

BMO

Toronto, Canada

Process Analyst

May. 2017 – Aug 2017

- Worked on various initiatives involving the visualization of both unstructured and structured data using TIBCO Spotfire
- Created process maps using TIBCO Nimbus and identified areas of inefficiencies and opportunities for improvement
- Gathered data for a monthly dashboard to help inform C-level executives on various Key Performance Indicators

Soylent

Los Angeles, USA

Business Development Associate

Oct. 2015 – Aug 2016

- Managed the North American College expansion program over six months with 13 direct reports from different colleges. The program generated hundreds of thousands in sales, accumulated a mid four-figure email list, and had multiple physical activations resulting in thousands of distributed samples
- Launched the influencer marketing program (Youtube, Instagram, podcasts) with a five-figure budget, leading to a six-figure increase in sales, tens of millions in impressions, and the creation of the #fueledbysoylent social media campaign
- Created monthly KPI reports for the entire marketing unit recapping key learnings, next steps, and post mortems on various marketing initiatives which was then presented to the CFO and CMO

IBM

Beijing, China

Business Development – Emerging Technologies

May 2015 – August 2015

- Spearheaded the China entry strategy for [Big Data University](#), I oversaw organization of meet ups, forming strategic partnerships and organizing China's first Big Data Hackathon
- Partnered with 11 different Chinese tech firms, recruited and led a team of 10 volunteers, secured venue, and received coverage from three different Chinese media outlets driving over 1000 unique course registrants

College Pro Painters

Kingston, Canada

Franchisee Owner – Eastern Canada

2013-2014

- Employed 8 student painters to produce 64 jobs amounting to \$86,000 in sales revenue with a 92% satisfaction rate
- Managed all aspects of the business including business set up, hiring marketing and operations staff, booking sales, taxes, payroll, material supply, cash flow, production management and customer service

EXTRACURRICULAR EXPERIENCE

Writer

2015-Present

- Featured on [Forbes](#), [Huffington Post](#), [Startup Grind](#) and [Big Data University](#) covering topics ranging from startups, big data, hiring, mental models and exclusive live reporting of events

Kairos Society, *Founding Member – Canadian Chapter*, Toronto, ON

2014-2015

- Kairos society is a global network of entrepreneurs focused on improving the world in areas like Clean Tech & Education
- Secured over \$6,000 in cash, along with in-kind sponsorship from companies such as IBM, Awake Chocolate, and Business Instincts Group, for our first conference the "Kairos Social Impact Initiative"

ADDITIONAL SKILLS AND INTERESTS

- **Programming Skillsets:** iOS (Obj-c, Swift), Web Development (Javascript, JQuery, Django, Bootstrap), Python, SQL
- **Cansbridge Fellow** ('15), **Microsoft Student Partner** ('15), **Tilt Campus Ambassador** ('15)
- **Competitor**, Next 36 Hackathon, IBM Sports Hackathon, Queen's Entrepreneurship Competition (QEC), NBTC ('15)
- **Interests:** Quantified Self, Biohacking, Big Data, Public Speaking, Synoptic Reading, Chess, Rugby, Meditation