

SEVAG KEVORK



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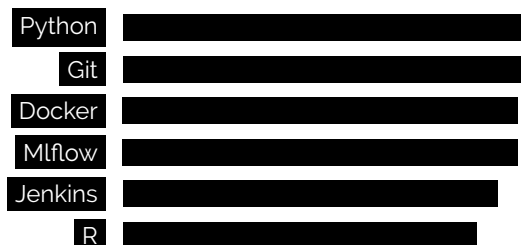


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Data Scientist / Statistician

WHO AM I?

I am an enthusiastic and driven Data Scientist / Statistician with an insatiable passion for uncovering the hidden stories within data. To me, words and data are not just tools, but potent catalysts that can shape the world we live in. My primary focus lies in harnessing the power of programming and cutting-edge techniques to extract invaluable insights from vast and complex datasets. With expertise in machine learning, MLOps, data visualization, and statistical analysis, I thrive in the realm of data-driven decision-making and strategic consulting.



CURRICULUM VITAE

EXPERIENCE

current–from
04/2022

Data Scientist Lead Rating with AZ Germany and France

Allianz SE, Group Data & AI (GDA)

- Leveraged new AI-driven approaches to calculate the conversion probability of incoming new leads and allocate leads to the best-fit agents.
- Designed and developed predictive models for Lead Rating.
- Built and deployed the model APIs on AWS S3 as part of the project infrastructure.
- Developed the global Lead Rating model that can be seamlessly integrated into other Operating Entities as part of the AI in Box initiative.
- Containerized the entire Lead Rating process using Docker for easy deployment and scalability
- Presented model findings and insights to various audiences, including senior management, department heads, and cross-functional teams.

Churn & Win-back with AZ Direct Italy

- Led the Churn & Win-back projects as a Lead Data Scientist.
- Developed predictive models to identify and target customers with a higher likelihood of churn and re-engagement.
- Designed and implemented global churn prediction models for use across different OEs.
- Presented model findings and insights to a wide range of audiences, including senior management, department leaders, and interdisciplinary teams.

08/2017–03/2022 **Research Associate**

Ludwig-Maximilians-Universität Munich

Ph.D. candidate, dissertation topic: Modeling Unobserved Heterogeneity in Social Network Data Analysis | Lecturer for introductory and programming courses | Lecturer for classes at the Department of Statistics | Supervisor of bachelors and masters theses | Collaboration on the monitoring report 2019 of the Federal Environment Agency (Umweltbundesamt) | Statistical consulting of > 50 internal small and large projects | Preparation of scientific publications.

02/2015–07/2017 **Student Assistant StaBLab**

Ludwig-Maximilians-Universität Munich

Statistical consulting and data analysis for many external and LMU internal projects.

01/2005–12/2014 **Managing Director**

Own Company

Company in retail and gastronomy. Locations in Munich, Neubiberg and Baldham.

EDUCATION

Ph.D. in Statistics

Ludwig-Maximilians-Universität Munich

Degree: Dr. rer. nat., Thesis topic: Modelling Unobserved Heterogeneity in Social Network Data Analysis.

Master's Degree in Biostatistics

Ludwig-Maximilians-Universität Munich

Degree: M. Sc., Biostatistics, Thesis: Separable Temporal Exponential Random Graph Models.

Diploma in Psychology

University of Practical Psychology and Sociology TAU

Degree: Diploma in Psychology, Thesis: Conflicts in Organizations and The Ways of Overcoming Them.

AWARDS

Best Poster Award: Iterative Estimation Approach for Exponential Random Graph Models (ERGMs) with Nodal Random Effects. International COSTNET Conference 2018, September 26-28, in Warsaw Poland.

PUBLICATIONS

Fritz C., De Nicola G., **Kevork, S.**, Harhoff D. and Kauermann G. (2023). Modelling the large and dynamically growing bipartite network of German patents and inventors. *Journal of the Royal Statistical Society. Series A: Statistics in Society*.

Kevork, S., Kauermann, G. (2022). Bipartite Exponential Random Graph Models with Nodal Random Effects. *Social Networks*, 90-99, ISSN 0378-8733, <https://doi.org/10.1016/j.socnet.2021.11.002>.

Kevork, S. and Kauermann, G. (2021). Iterative Estimation of Mixed Exponential Random Graph Models with Nodal Random Effects. *Network Science* 9, 478-498. <https://doi.org/10.1017/nws.2021.22>.

Witting, M., Filimon, S., **Kevork, S.** (2021). Carry along or not? Decision-making on carrying standard avalanche safety gear among ski tourers in a German touring region. *Safety Science*, 105406, ISSN 0925-7535, <https://doi.org/10.1016/j.ssci.2021.105406>.

Pöllath, N., García-González, R., **Kevork, S.**, Mutze, U., Zimmermann, M. I., Özbaşaran, M., Peters, J. (2021). A non-linear prediction model for ageing foetal and neonatal sheep reveals basic issues in early neolithic husbandry. *Journal of Archaeological Science*, 105344, ISSN 0305-4403, <https://doi.org/10.1016/j.jas.2021.105344>.

Freick, M., Weber, J., Passarge, O., & **Kevork, S. D.** (2017). Effects of erythromycin on milk yield, rumen contraction rate and blood beta-hydroxybutyrate concentration in dairy cows after laparoscopic reposition of the left displaced abomasum. *Veterinärnärn medicina*, 61(8), 413-420, doi: 10.17221/20/2016-VETMED

COMMUNICATION & SOFT SKILLS

Conferences

Oral presentation at the DAGStat conference 2019 in Munich, Germany

Oral presentation at the COSTNET conference 2019 in Bilbao, Spain

Posters

Poster at the COSTNET conference 2018 in Warsaw, Poland

Poster at the MCML: Munich Center of Machine Learning 2019 in Munich, Germany

Collaborative Team Player & Effective Communicator demonstrating my aptitude for fostering seamless communication channels, I actively engage with colleagues to foster a cohesive work environment, driving towards shared objectives and delivering outcomes that leave a lasting impact.

Exemplary Professional Demeanor I consistently embody a courteous and friendly demeanor, establishing positive and productive working relationships with stakeholders across all levels of the organization.

Disciplined and Results-Driven I bring a disciplined and focused approach to my work. From undertaking complex data analysis tasks to delivering insights that drive informed decision-making, I am committed to delivering high-quality outcomes that align with strategic objectives. My strong work ethic and attention to detail have consistently ensured successful project outcomes.

Passionate Problem-Solver and Continuous Learner I am driven by a relentless curiosity and a passion for solving business challenges through data-driven insights. I actively seek out opportunities for professional growth, staying abreast of emerging trends and technologies to deliver innovative solutions that have a direct impact on business success.

LANGUAGES

German 
English 
Armenian 
Hebrew 
Arabic 
Russian 

INTERESTS

Theater Enthusiast: I find immense joy in the captivating world of theater, where I can immerse myself in new and exciting narratives.

Passionate Traveler and Culture Explorer: Traveling and immersing myself in diverse cultures is an integral part of my quality of life. With my proficiency in multiple languages, I relish the opportunity to connect with people from different backgrounds, effortlessly bridging cultural divides.

Movie Aficionado: Whether it's cozy movie nights with my family or exploring the latest cinematic masterpieces, I have a genuine appreciation for the art of storytelling through film.

Last updated: October 8, 2023