Elena Kargopoltsev

**Business Analyst | Report Analyst | Data Analyst**

[ekargopoltsev@gmail.com](mailto:ekargopoltsev@gmail.com)  <http://www.linkedin.com/in/elena-kargopoltsev>  [Portfolio](https://637c718611567850645864fe--lustrous-pie-513728.netlify.app/)  425-246-0429  PugetSound,WA Fully Work Authorized  No Visa Sponsorship Required

Business Data Analyst with 10+ years of business management and leadership experience. Passionate analytics technologies and the ability to quickly learn new tools for business needs.

# TECHNIAL SKILLS:

* **Languages:** SQL, Python
* **Tools**: Excel, Power Query, DAX, Pivot Tables, Power BI, SQL, Tableau, Visual Basic
* **Data Modeling**
* **Data Specification**
* **Relational Databases**
* **Data Warehouses**
* **ERP**

# EDUCATION

**Bachelor’s Degree in Business Administration Jan 2018 - Jun 2022**

**Focus in Management Information Systems concentration & Minor in Business Analytics**

Western Washington University, Bellingham, WA

[**PROJECTS**](https://637c718611567850645864fe--lustrous-pie-513728.netlify.app/)

[**Business Intelligence and Analytics Project " Sales Performance "**](https://github.com/Elena-Kargopoltsev/Power-BI-Sales-Performance/blob/main/Sales%20Performance%20Visual%20Reports.pptx) **Apr 2021 - Jun 2021**

* + Helped improved sales by 22% by using Power BI and SQL to showcase percentage of sales of products for 5 years by color and compared total sales of all products in that color from all categories
  + Processed 2 years of company sales data (filtering, selecting, aggregation, etc.) in Power BI and Excel– found seasonality factor of the product affects profits by 30%. Planed future purchase of products and predicted an increase in sales in the next season by $1,000,000

[**Managerial Analytics Project " Madison Center”**](https://public.tableau.com/app/profile/elena.kargopoltsev) **Jan 2021 - Mar 2021**

* + Designed and presented 10 interactive dashboards, 12 written analyses with data storytelling, and published visualization models on Tableau Public
  + Discovered patience waiting time was reduced by 10% by analyzing data set with 2,500+ observations of patient's waiting time in clinic. The outcome improved the quality of patient care
  + This helped reduce wait times, improve patients' experience, and make better use of the health care worker's time
  + Created horizontal bar charts, tree maps, and scatter plot visualization in the Tableau

[**Business Database Development Project "Sister Cities Association"**](https://bsca.org/our-sister-cities/)[**Sep 2021 - Dec 2021**](https://bsca.org/our-sister-cities/)

* + Collaborated with team of 2 to design and implement a database for 7 cycles of the Bellingham Sister Cities Association, using SQL queries in Microsoft Visual Studio with MySQL Workbench. Worked on entire project beginning to the end, following the software development life cycle. This database has accelerated the exchange of information between Bellingham and the sister cities

# PROFESSIONAL EXPERIENCE

**Manager/Business Analyst Feb 2011 - Apr 2016**

**LLC "B2B Concept",** Kostroma, Russia

*Wholesale and trade distribution company*

* + Provided essential guidance and direction- allowing the creation of a robust set of analytical Excel dashboards, which helped uncover discrepancies, improve financial reporting, and increase company supply chain efficiency*.*
  + Implemented new reports for sales systems that saved the firm $500,000 in marketing costs over the next 5 years
  + Reduced company costs by 20% by collecting, processing, and analyzing monthly ERP reports on merchandise movement by branches
  + Developed a motivation program for 12 sales representatives to optimize sales key performance indicators using Excel sales modeling and visual analysis of data, which saved the firm $ 700 000 in personnel costs over the next 10 years
  + Led 12 distribution projects comprising 20 tasks for 3 sales teams per year. Motivated teams to complete 17 out of 20 tasks in 10 months and increased sales from $1 million to $3 million in 10 months
  + Expanded the company's customer base by 30% through interactive analysis of reports and a detailed breakdown of sales figures of interest