SOROKIN ELISEI

DATA ANALYST

Data Analyst with 4 years of experience in e-commerce, HoReCa and startups (international teams). Delivered measurable impact: reduced procurement costs by 12%, increased inventory turnover by 10%, booking conversion by 7%, and marketing ROI by 20%. Strong in SQL, Python and BI, focused on metrics, automation and data-driven decisions. Remote-ready. English B2, Italian C2.

Contact

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🌐 https://github.com/ElisSorokin/Data-Analyst-Portfolio

SKILLS & COMPETENCIES

Tools & Technologies
- Python: pandas, numpy, matplotlib, seaborn, plotly, geopandas, scipy, scikit-learn
- SQL: PostgreSQL, MySQL, ClickHouse (CTEs, window functions, subqueries)
- Excel: pivot tables, formulas, macros
- Infrastructure: Apache Airflow, Docker

Data Visualization & BI
- Power BI, Tableau, DataLense
- Interactive dashboards, ad hoc analysis, automated reporting

Analytics & Statistics
- A/B testing, hypothesis testing, statistical significance
- Cohort, funnel and segmentation analysis
- Regression and correlation analysis

Additional
- Report and dashboard automation
- Data cleaning, validation and structuring
- Cross functional collaboration with product and finance teams
- Business oriented analytics and decision support

WORK EXPERIENCE

FREELANCE (2025 - 2026)
- Designed and implemented automated data pipeline and PostgreSQL analytics for road-accident data, performed data cleaning, geo-enrichment and statistical analysis of income/vehicle-density effects, and delivered an interactive regional dashboard for decision-making.

INTERNATIONAL HOTEL GROUP (2023 - 2025)
- Optimized procurement and expenses across 10+ hotels, reducing costs by 12% and increasing inventory turnover by 10%; created KPI dashboards and automated reports with SQL/Python; ran A/B tests for the booking interface, boosting conversion by 7%.

REALTÀ (2022 - 2023)
- Built financial models (P&L, cash flow, break-even) and ran sensitivity analysis for ROI/CAC/LTV; developed market-entry segmentation and pricing; optimized procurement and logistics, cutting expected deadstock by 30%; prepared investor pitch and unit-economics.

ATLASMOUNTS (2021 - 2022)
- Managed 300+ SKUs, implemented assortment and monitoring strategies that boosted CTR by 15% and reduced out-of-stock by 25%; optimized PPC budget (Amazon, Google), increasing ROI by 20%; automated sales and expense reports.

EDUCATION & CERTIFICATIONS

YANDEX PRACTICUM
Data Analyst, 2025

YANDEX PRACTICUM
Managed Service for ClickHouse, 2025

KARPOV COURSES
Docker from scratch, 2025

BIOINFORMATICS INSTITUTE
Basics of Statistics, 2024

UNIVERSITY OF TOR VERGATA, ROME
Economics and Finance, 2021

LANGUAGES

Russian - Native

Italian — C2 (fluent)

English — B2 (spoken and written, technical documentation)