# SOROKIN ELISEI

## DATA ANALYST

Junior+ Data Analyst, close to Middle level. Experience in e-commerce, finance, and F&B, including collaboration with international teams. Built financial models, automated reporting, improved ROI, reduced costs, and increased inventory turnover. Proficient in SQL, Python, BI tools, and Excel. Business-oriented and focused on growth. Looking for a remote role in a data-driven team. Fluent in English (B2) and Italian (C2).

☎ + 39 391 4998187

✉ eliseisorokin.work@gmail.com

⌖ Italy, Rome

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

## SKILLS & COMPETENCIES

**Tools & Technologies**
- Python: pandas, numpy, matplotlib, seaborn, scipy, statsmodels, plotly
- SQL: PostgreSQL, CTEs, window functions, aggregations, subqueries
- Excel: pivot tables, formulas, macros
- Infrastructure: Apache Airflow, ClickHouse, Docker

**Data Visualization & BI**
- matplotlib, seaborn, plotly
- DataLens, Power BI, Tableau

**Statistics & A/B Testing**
- Design and analysis of A/B tests (stratification, power calculation)
- t-test, Mann–Whitney, $\chi^2$, ANOVA
- Multiple testing correction: Bonferroni, FDR

**Business Analytics**
- Key metrics: LTV, CAC, Retention, Conversion Rate
- Funnel analysis, cohort and segmentation analysis

**Additional**
- Report and dashboard automation
- Data cleaning and structuring
- Analytical thinking and result interpretation

## WORK EXPERIENCE

**BLUESERENA**
Operations Analyst (2023–2024)
- Optimized expenses and procurement for 10+ hotels, reducing costs by 12% and accelerating turnover by 22%. Created KPI dashboards and implemented inventory monitoring.

**REALTÀ**
Financial & Operations Analyst, Co-founder (2020–2023)
- Developed comprehensive financial model, crafted market entry strategy, and optimized procurement planning. Prepared investor pitch materials, conducted demand analysis, and reduced excess inventory by 30%.

**ATLASMOUNTS**
Sales Analyst (2021–2022)
- Managed assortment of 300+ SKUs, implemented strategies that boosted CTR by 15% and reduced out-of-stock by 25%. Analyzed PPC campaigns to optimize budget allocation, increasing ROI by 20%. Collaborated with Amazon Seller Central and Google Ads platforms.

## 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)**