



# KAROLINA ENRÍQUEZ

JUNIOR CONSULTANT IN DATA ANALYSIS & STRATEGY | FOCUSED ON  
BUSINESS ANALYTICS AND DIGITAL TRANSFORMATION

## CONTACT

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## LANGUAGES

- **Spanish:** Native
- **English:** Advanced (C1)
- **French:** Intermediate (B2)

## SKILLS

### Technical skills:

- Data Analysis and visualization: Excel, Power BI, SQL, Python, Qlik Sense, R, Machine Learning
- Agile Project Management: SCRUM, KANBAN, Agile frameworks
- Business Tools: SAP, CRM platforms
- AI & Cloud Computing (basic level)

### Soft skills:

- Critical thinking & problem-solving
- Effective communication & creativity
- Collaborative work & adaptive leadership
- Data storytelling

## AWARDS

- **Participation in Global Business Case Competition (GBCC)**  
University of Washington - Michael G. Foster School of Business | April 2023
- **Winner of Chubb Empire Elite contest 2023**  
Third place in generating the highest number of sales

## MY PROFILE

Finance graduate with professional experience in business analysis, process optimization, and project leadership. Currently pursuing a Master's in Business Analytics in Madrid, seeking to contribute to data-driven strategies in healthcare environments. Strong analytical mindset, skilled in data tools, and capable of working in agile, cross-functional teams.

## EXPERIENCE

### Chubb Insurance Ecuador

February 2023 – March 2025

#### Key Account Manager

- Made monthly business KPI and profitability analysis to support strategic decision-making.
- Conducted market research and financial reporting for key client accounts.
- Designed client acquisition strategies that increased new business for my top three partners by over 65%.
- Served as liaison with strategic partners to strengthen long-term relationships.

#### Commercial Assistant

- Managed portfolio metrics and data visualization for personal lines products.
- Represented the commercial area in a cross-departmental process optimization project that reduced the churn rate by 18%.
- Collaborated with portfolio analysis teams to monitor and enhance key performance indicators.

## PROJECTS

### EAE Business School

June 2025 – February 2026

#### Thesis Project – MSc in Business Analytics & Data Strategy

##### Analyzing the Correlation Between Type 2 Diabetes Incidence and Dietary Patterns in Spain

- Developing a data-driven analysis of the correlation between Type 2 diabetes incidence and dietary habits in Spain. The study integrates large-scale datasets, APIs, and medical literature, applying statistical models in Python and R to uncover dietary risk patterns and support preventive health insights.

## EDUCATION

### EAE Business School Madrid

- Master in Business Analytics and Data Strategy, 2025 – 2026

### University San Francisco de Quito

- Bachelor's degree in finance (*Summa Cum Laude*), 2019 – 2023