Konstantinos Kirillov

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🌐 https://kons88.github.io/PersonalSite/

Education

2014
Bachelor's Degree in Economics
National and Kapodistrian University of Athens

2023
Master's Degree in Statistics
Athens University of Economics and Business (Valedictorian)

Skills

R	★★★★★
Python	★★★☆☆
SQL	★★★★☆
Microsoft Office	★★★★★
Excel	★★★★★
PowerPoint	★★★★★
PowerQuery	★★★★★
PowerPivot	★★★★★
Tableau	★★★☆☆
PowerBI	★★★★☆
HTML/HTML5	★★★★★
CSS	★★★★☆
JavaScript	★☆☆☆☆

Languages

English	Native/C2
Greek	Native/C2
Russian	Native/C2
French	Advanced/B2

WORKING EXPERIENCE

MOURIES
Supporting and Managing Family Business   **2009 - present**

- **Vendor Management:** Negotiated with suppliers to secure optimal pricing and quality, while also managing contracts and invoices across different vendors.

- **Operational Compliance & Safety Standards:** Oversaw compliance with healthcare regulations and guidelines, ensuring that all documentation and store operations adhered to legal standards.

- **Human Resources:** Managed employee training, their payroll, their time off, while also addressing any issues they might have.

- **Customer Relations:** Cultivated strong, long-term relationships with customers, thus ensuring (to the best of my ability) high satisfaction and loyalty. Enhanced the store's reputation by consistently delivering exceptional service, addressing customer needs proactively, all the while fostering a welcoming environment that attracted new clientele.

- **Functional Management:** Oversaw daily functions, including logistics and inventory management. Managed the receipt of goods on a weekly basis, optimized inventory and streamlined administrative tasks to ensure operational efficiency and high service standards.

PROJECTS

- **Optimizing Wine Quality**: Identified the best chemical properties for high-quality red wine using advanced statistical modeling. In essence this algorithm is making a recipe for the best wine though the power of statistics.

- **Binary Distances:** Developed a function which calculates binary distances between rows or columns of a matrix using similarity-dissimilarity measures without the use of external libraries.

- **Disaster Detection in Tweets:** Used a combination of machine learning (ML) and natural language processing (NLP) to quickly classify tweets related to disasters, which could be used to assist emergency response teams.

- **LinkedIn Job Trends:** Scraped and analyzed job postings to uncover trending skills and technologies in demand. Also showcasing how to handle large data.

You can find the above-mentioned projects and more on: https://github.com/Kons88