# Konstantinos Kirillov

(+30) 698 22 47 344

konstantinos.kirillov@gmail.com

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**

Responsibilities:

- **Financial Records & Accounting**: Managed accurate company financial records and cash flows, including bookkeeping, accounts payable & receivable, and financial reporting, all while ensuring compliance with regulations and maintaining transparency in all financial operations.
- **Vendor Management**: Negotiated with suppliers to secure optimal pricing and quality, while also managing contracts and invoices across different vendors.
- **Pricing Adjustments**: Adjusted store prices to reflect market conditions and inflation.
- **Operational Compliance & Safety Standards:** Oversaw compliance with healthcare regulations and guidelines, ensuring all documentation and store operations adhered to legal standards.
- **Payroll Management**: Managed employee payroll, including timely payments, tax withholdings, and adherence to labor laws, while maintaining accurate records for reporting.
- **Customer Relations**: Cultivated strong, long-term relationships with customers through a customer-oriented approach, ensuring high satisfaction and loyalty. Enhanced the store's reputation by consistently delivering exceptional service, addressing customer needs proactively, while fostering a welcoming environment that attracted new clientele.
- **Functional Management**: Oversaw daily functions, including logistics, inventory management, and staff training. Managed weekly goods receipt, optimized inventory, and streamlined administrative tasks to ensure operational efficiency and high service standards.

## NOTABLE PROJECTS                                              2015 - present

**Automating Financial Reporting**: Built an automated Power BI and Excel system to eliminate manual work, improve accuracy, and enhance decision-making. Designed KPIs and dynamic dashboards to track vendor performance, product profitability, and cost-effectiveness for increased efficiency, optimized vendor management, and provided clear financial insights for smarter business decisions.

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

**Efficient Data Similarity:** Developing a fast and effective algorithm to measure similarities in large datasets.

**Disaster Detection in Tweets:** Using AI to quickly classify tweets related to disasters, helping emergency response teams.

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

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