




Konstantinos Kirillov

 (+30) 698 22 47 344
 konstantinos.kirillov@gmail.com
 <https://kons88.github.io/PersonalSite/>

Experience

MOURIES

Supporting and Managing Family Business

2009 - present

- **Financial Management:** Oversaw all financial operations, including bookkeeping, accounts payable/receivable, cash flow management, and regulatory compliance.
- **Vendor & Pricing Management:** Negotiated optimal pricing and quality with vendors, managed contracts and invoices, and implemented pricing adjustments based on market fluctuations.
- **Operational Management & Compliance:** Managed daily store operations (logistics, inventory, staff training), ensured compliance with healthcare regulations and safety standards, and streamlined administrative tasks for increased efficiency.
- **Payroll & HR:** Managed employee payroll, including tax withholdings and compliance with labor laws, and maintained accurate records.
- **Customer Relationship Management:** Cultivated strong customer relationships through exceptional service, proactive problem-solving, and a welcoming store environment to enhance customer satisfaction and loyalty.

Education

2023 - Master's in Applied Statistics (Valedictorian)

Athens University of Economics and Business.

2014 - Bachelor's in Economics

National and Kapodistrian University of Athens.

Skills

Technical Skills:

Programming & Data Science: Python (Pandas, NumPy, Scikit-learn, Keras), R (Tidyverse, ggplot2), SQL (MySQL)
Data Visualization & BI: Power BI (DAX, Power Query), Tableau (Dashboards), Excel (PowerPivot, Macros)
Web & Automation: HTML, CSS, JavaScript (Basic Scripting for Automation)

Analytical & Statistical Skills:

Predictive Modeling (ARIMA, VAR, Time-Series Forecasting)
Machine Learning (Regression, Classification, NLP, Clustering)
Data Cleaning & ETL (SQL Queries, Power Query, Web Scraping)
Financial Reporting & KPI Analysis (Power BI, Excel, Tableau)

Languages:

Fluent: English, Greek, Russian
Proficient: French (B2), Spanish (Beginner)

Certifications

In Progress:

Microsoft Certified: Power BI Data Analyst Associate (PL - 300)
Google Data Analytics Professional Certificate