

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

Responsibilities:

- **Financial Records & Accounting:** Managed company financial records and cash flow, including bookkeeping, accounts payable, and accounts receivable, thus ensuring regulatory compliance, accuracy, and transparency.
- **Vendor Management:** Negotiated with suppliers to secure optimal pricing and quality, while also managing contracts and invoices across different vendors.
- **Pricing Adjustments:** Implemented pricing corrections to respond to market fluctuations 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 the receipt of goods on a weekly basis, 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 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, thus providing clear financial insights for smarter business decisions.

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 through the power of statistics.

Efficient Data Similarity: Developed a fast and effective algorithm to measure similarities in large datasets without the use of external libraries.

Disaster Detection in Tweets: Used AI 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>