KONSTANTINOS ZACHOPOULOS

Business intelligence Analyst
KPI & Performance Analytics

KonstantinosZah   konstantinoszahopoulos@yahoo.gr   @konstantinos-zachopoulos

---

PROFILE

Business Intelligence & Performance Analytics professional specializing in decision-grade dashboards and KPI-driven insights. Experienced in translating complex business data into clear performance narratives that support prioritization and action. Strong expertise in SQL and Power BI, with a focus on KPI logic, data modeling, and analytical storytelling across financial, commercial, and operational domains. Well suited to roles with end-to-end BI ownership and close collaboration with product, finance, or operations teams.

BI Portfolio: www.kzanalytics.com

EXPERIENCE

Senior Performance Business Analyst | Airbus, Toulouse FR   *May 2024 -Present*

- Supporting senior leadership with performance interpretation and decision-making by analyzing operational KPIs, identifying deviations, and explaining underlying drivers.
- Designing and maintaining performance dashboards and analytical views used in monthly reviews, focusing on trends, risks, and prioritization rather than raw reporting.
- Performing data analysis and validation using SQL (Palantir Foundry), Qlik Sense, and spreadsheets to ensure insights are reliable and decision-ready.
- Collaborating with operations and finance stakeholders to translate business questions into analytical views that support action.
- Contributing to the evolution of digital performance tools by improving KPI logic and analytical usability.

Data Ops Lead | rapidbounce, Athens GR   *May 2023 -Apr 2024*

- Acted as senior individual contributor and analytical lead, supporting performance marketing and revenue optimization for 50+ hospitality and travel clients.
- Performed advanced analysis using SQL, BigQuery, Google Analytics, Google Ads and CRM datasets.
- Gathered requirements from clients and internal teams to design dashboards that translate complex data into clear strategic recommendations.
- Presented insights to clients and internal stakeholders, driving commercial and operational improvements.
- Improved data collection (Google Ads, GA4), implemented internal reporting processes and led the development of the company's BI strategy.

Project Manager | Ministry of Citizen Protection, Athens GR   *Oct 2018 -Apr 2023*

- Managed KPI frameworks and performance evaluations for EU-funded national projects.
- Supervised the implementation of APIS, a large-scale digital transformation project for passenger data.

SKILLS

BI FOCUS	DATA ANALYSIS	DATA VISUALIZATION
KPI design, Performance reporting, Data modeling, Retail analytics	SQL, Python, Pandas, Google Analytics, Google Ads, BigQuery, Google Sheets	Power BI (DAX, Power Query) Looker Studio, Tableau (basic)

- Conducted policy analysis, risk assessments and reporting for international cooperation and security initiatives.
- Managed EU-funded research projects for the Center for Security Studies (KEMEA).

Operational Manager | FRONTEX - European Border and Coast Guard Agency, Warsaw PL   *Oct 2014 -Sep 2018*

- Contributed to the development of the multiannual strategy for Frontex operations.
- Managed international border security projects (budget: €5-8M) and coordinated logistics for deploying 1,000+ experts and equipment.
- Delivered training on KPIs, operational frameworks, and conducted needs assessments and gap analysis.

Team Lead & Expert | Ministry of Citizen Protection, Athens GR   *Jul 2006 -Sep 2014*

- Held various roles supporting national border protection and migration management.
- Led operational teams and coordinated projects in cooperation with EU partners.
- Participated in legislative development and represented Greece in international expert groups.

EDUCATION

Data Analytics Bootcamp | Big Blue Data Academy, Athens GR   *Sep 2022 -Jan 2023*
- Power BI, SQL, Python, Pandas, MongoDB, Interactive Dashboards
- Graduation project: *Ecommerce Analytics Google Merchandise Store*

MSc in Management | Kozminski University, Warsaw PL   *Sep 2015 -Jun 2017*
- Major in Strategic Management - Grade: 4.86 / 5 with Distinction award
- Thesis title: *The four-drive model of employee motivation: Application in Globus Company.*

Diploma | Hellenic Police Academy, Athens GR   *Sep 2002 -Jun 2006*
- Law studies, Management, Psychology
- Thesis title: *Crime Prevention at the Local Level*

LANGUAGES

Greek (Native) · English (C2 Proficient) · French (Basic) · Italian (Basic) · Polish (Basic)

INTERESTS

Sailing · Long-term investing · Fitness

SOFT SKILLS

| Analytical thinking | KPI storytelling | Stakeholders communication | Ownership |
| Business mindset | Organizational skills | International experience | Reliability |