



KONSTANTINOS ZACHOPOULOS

Business intelligence Analyst
Performance Management Expert



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@konstantinos-zachopoulos

PROFILE

Results-oriented BI and Performance Analyst with international experience - leveraging data to optimize performance and support strategic decision-making. After a successful career in project management and operations, I transitioned into Business Intelligence, gaining experience with SQL, Power BI, Looker Studio and reporting automations to deliver actionable insights and BI solutions. Skilled in KPI governance, stakeholder alignment, and creating clear, impactful visualizations that translate complex datasets into business value. Passionate about fintech and investing, I thrive in multicultural, fast-paced environments and bring a strong commitment to continuous learning and data-driven business impact.

EXPERIENCE

Senior Performance Business Analyst | Airbus, Toulouse FR

May 2024 -Present

- Standardizing performance governance in operations, ensuring data consistency and KPI alignment.
- Analyzing performance gaps and proposing data-driven solutions to optimize performance and support process improvements; working with datasets in Palantir Foundry using SQL and Python for data modeling, transformation, and reporting; creating visualizations.
- Maintaining and developing the digital Performance Management System for KPI tracking for plants producing wings.
- Collaborating with data and business teams to advance the digital transformation on performance monitoring.
- Developing and maintaining automated dashboards and reporting tools to enhance decision-making.

Data Ops Lead | rapidbounce, Athens GR

May 2023 -Apr 2024

- Led a data analytics team specializing in performance marketing and pricing optimization for the hospitality industry.
- Conducted data analysis using SQL databases, BigQuery, Google Analytics, Google Ads, and CRM platforms to extract actionable insights.
- Developed performance reports and designed Looker Studio dashboards for 50+ clients in the hospitality and travel sector.
- Presented data-driven recommendations to clients and internal stakeholders, optimizing business and marketing performance.
- Coordinated internal performance reporting and spearheaded the data strategy development for rapidbounce.

Project Manager | Ministry of Citizen Protection, Athens GR

Oct 2018 -Apr 2023

- Supervised the Advanced Passenger Information System (APIS) IT project and EU-funded operations in Greece, focusing on border security and capacity building.
- Conducted policy analysis, strategic planning, and performance evaluations for EU-level border security

SKILLS

DATA ANALYSIS

SQL, Python, Pandas, Google Analytics,
Google Ads, BigQuery, Google Sheets

DATA VISUALIZATION

Power BI (DAX, Power Query)
Looker Studio, Qlik Sense

MANAGEMENT

Project - Operations management,
Strategic Planning, Presentation skills

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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.

Office Manager | Ministry of Citizen Protection, Athens GR *Jul 2006 -Sep 2014*

- Led teams of 5-20 experts, contributing to national border protection and migration management strategies.
- Participated in legislative development as a national expert in the Council of the EU.
- Lectured on International Cooperation at the Hellenic Police Academy.

EDUCATION

Data Analytics Bootcamp | Big Blue Data Academy, Athens GR *Sep 2022 -Jan 2023*

- Python, SQL, Power BI, 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: Proficient (C2) | French, Italian, Polish: Basic

INTERESTS

Sailing – Investing -Reading - Fitness

SOFT SKILLS

Analytical thinking
Business mindset

Organizational skills
Communication

Stakeholders management
International experience

Ownership
Dependability