

KONSTANTINOS ZACHOPOULOS

Business intelligence Analyst

KPI & Performance Analytics



KonstantinosZah



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@konstantinos-zachopoulos

PROFILE

Business Intelligence Analyst specializing in **KPI and performance analytics** for decision-critical environments. Experienced in building **decision-ready dashboards** and **translating complex business data into clear performance narratives** that support prioritization and action, while validating performance metrics. Strong expertise in **SQL and Power BI**, with a focus on KPI logic, data modeling, and performance interpretation across operational and financial contexts. Well suited to internal BI roles requiring **ownership, correctness, and accountability**.

BI Portfolio: www.kzanalytics.com

EXPERIENCE

Senior Performance Business Analyst | Airbus, Toulouse FR

May 2024 -Present

- Analyzing and validating **operational performance KPIs** used in senior management reviews, identifying deviations, risks, and underlying drivers.
- Designing and maintaining performance dashboards and analytical views used in monthly reviews, focusing on trends, risks, and prioritization.
- Performing data analysis and reconciliation using **SQL (Palantir Foundry)**, Qlik-based assets and analytical tools to ensure metrics are accurate and reliable before publication.
- Translating operational and financial questions into **clear analytical views** that support prioritization and corrective actions.
- Improving analytical usability by clarifying KPI calculations, validating metric logic, and highlighting data limitations or interpretation risks to KPI owners

Data Ops Lead | rapidbounce, Athens GR

May 2023 -Apr 2024

- Acted as senior individual contributor responsible for **internal BI and performance analytics**, supporting commercial and operational decision-making in a startup environment.
- Built and maintained **analytical dashboards and reporting views in Looker Studio**, focused on revenue drivers, performance trade-offs, and operational outcomes.
- Supported **revenue- and customer-related decision-making**, translating commercial questions into structured analytical views.
- Performed advanced analysis using **SQL (BigQuery)** across revenue, customer, and operational datasets.
- Worked closely with founders and internal teams to translate business questions into **clear, decision-supporting analytical views**.
- Improved data collection and internal reporting processes, contributing to more reliable and reusable analytical outputs.

SKILLS

BI & PERFORMANCE ANALYTICS

Power BI (DAX, Power Query), Looker Studio, KPI definition, performance reporting, metric validation, variance and root-cause analysis

DATA ANALYSIS & MODELING

SQL (PostgreSQL, BigQuery), Data modeling, analytical datasets, reconciliation and accuracy assurance

SUPPORTING TOOLS

Python (analysis), Excel / Google Sheets

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Project Manager | Ministry of Citizen Protection, Athens GR

Oct 2018 -Apr 2023

- Managed EU-funded national programs, supporting **performance follow-up, reporting contributions, and coordination** with technical and policy stakeholders.
- Contributed to large-scale digital initiatives through structured project execution and inter-agency collaboration.

Operational Manager | FRONTEX - European Border and Coast Guard Agency, Warsaw PL

Oct 2014 -Sep 2018

- Contributed to the development of multi-annual operational strategies and performance monitoring for multinational operations.
- Managed international operational programs (€5–8M budgets), including planning, execution, and performance follow-up.

Team Lead & Expert | Ministry of Citizen Protection, Athens GR

Jul 2006 -Sep 2014

- Held senior operational roles supporting national programs and international cooperation initiatives.
- Coordinated teams and contributed to structured reporting and operational performance follow-up.

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

- Strategic Management - Distinction
- Thesis: *The four-drive model of employee motivation.*

Diploma | Hellenic Police Academy, Athens GR

Sep 2002 -Jun 2006

- Law, Management, Psychology

LANGUAGES

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

INTERESTS

Sailing · Long-term investing · Fitness