

# Loizos Konstantinou (he/him)

[loizos@upenn.edu](mailto:loizos@upenn.edu) | (215) 917-3864 | <http://www.loizos.xyz/> | <https://www.linkedin.com/in/loizoskon/>

## Education

**University of Pennsylvania | MS in Behavioral and Decision Sciences | Philadelphia, PA**

 exp grad Dec 2022

**Relevant Coursework:** Data Science and Quantitative Modeling, Public Policy and Finance (Wharton), Judgements and Decisions, Big Data Analytics, Social Norms. | GPA: 3.71/4.00

**Teaching Assistant:** Statistics (fully taught in R)

Sep – Dec 2022

- Assisted 53 students to solve assignments in RStudio and reported feedback on their work. | Data collection/cleaning, Regressions

**European University Cyprus | Bachelor of Business and Economics | GPA 3.96/4.00 | Cyprus**

2017 – 2021

**Roskilde University | Business Studies – Semester Abroad | Roskilde, Denmark**

Feb – Jun 2018

## Relevant Experience

**IPSOS | Social Intelligence Analytics Intern | New York, NY**

Jun – Sep 2022

- Analyzed social data in an AI powered platform, and deciphered consumer perceptions about clients' brands using NLP
- Developed exploratory data analysis, manipulated datasets, and presented outcomes to 4 clients.

**Behavioral Science Researcher (Penn Design Challenge) | New York, NY**

Feb – Jun 2022

- Performed qualitative research and combined it with IPSOS datasets to understand user's perception about cryptocurrency

**The American College of Financial Services | Data Analytics Consultant | King of Prussia, PA**

Jun – Sep 2022

- Clustered users in demographic categories (i.e., gender, ethnicity, location) and identified trends on enrollment and completion rates
- Cleaned, aggregated, and ran multinomial logistic regression in RStudio and draw inferences for completion status
- Visualized and communicated the analysis which was then incorporated in the strategic planning of business development

**Cambridge Center for Alternative Finance | Research Assistant | Cambridge, UK**

Apr – Jun 2021

- Designed stakeholder mapping tool in Excel (>400 contacts) which was adopted across the Center and is still in use today
- Constructed desk-research on regulatory initiatives and fintech-related legislation and drafted presentations

**Top Kinisis Travel PLC | Business and Sales Intern | Cyprus**

Jun – Sep 2017

- Contacted and arranged international bookings for tourist industry clients in business department
- Increased sales by +15%; pitched to customers company's holiday and cruise packages

**Compulsory Military Service | Infantry Soldier | Cyprus**

Jun 2015 – Jan 2017

- Operated lieutenant colonel's office dealing with classified documents and unit planning operations. (13 months)
- Served 5 months as a guard at the buffer zone of Cyprus. Skills practiced: self-management, adaptability, discipline

## Leadership and Volunteer Experience

**Graduate and Professional Student Assembly (GAPSA) representative | University of Pennsylvania**

Oct 2021 – Jun 2022

**Penn Graduate Consulting Club | University of Pennsylvania | Project Analyst & Consultant**

Oct – Dec 2021

- Analyzed clients' financial and organizational structures to provide effective strategies in pricing and penetrating the market
- Engaged with clients to understand their needs; developed potential plans to ensure team progress through agile

**UN Youth and Student Association | Board Member | Cyprus**

Feb 2019 – Mar 2021

- Organized 5-week internship for Cypriots in the US Congress and the American Hellenic Institute. Organized applicant interviews with representatives from Cyprus Youth Board and US embassy. Secured \$700 funding from European University Cyprus
- Selected among 800 candidates and represented Cyprus as a delegate at the Harvard Model United Nations in February 2019

**Youth Parliament Leader | Member | Cyprus**

Oct 2018 – Oct 2021

- Drafted 4 bills on behalf of the Education Committee that impacted digitalization and career orientation in public schools in Cyprus
- Built implementation roadmaps with MPs, representatives of Ministry of Education, and Worker Unions in follow-up monthly meetings

**Business Society Club | European University Cyprus, President**

Dec 2018 – Jan 2021

- Increased the club's membership by +35%. Activities planned: HR dinners, Alumni meetings, Entrepreneurial bootcamps 2/year

**Study of the US institutes for Student Leaders | University of Tennessee at Chattanooga**

Jun - Aug 2019

- Selected to represent Europe in 5-week, fully funded, highly competitive program for young leaders; with coursework, company visits, and travel, examining entrepreneurial approaches, and economic development in the USA

## Skills

**Hard Skills:** Python, R, SPSS, SQL, MS Office, Natural Language Processing (NLP), DaVinci Resolve, Figma

**Languages:** English (Fluent), Greek (Fluent), French (Basic), Spanish (Basic)