

Summary

Dynamic and results-oriented Data Analyst with over 7 years of experience specializing in leveraging data-driven insights to optimize business strategies and drive growth in multiple domains, with a Bachelor's degree in Business Administration and a Master's degree in Business Economics majoring in Data Science. Proficient in analyzing diverse datasets, developing actionable recommendations, and implementing solutions to enhance operational efficiency and profitability. Skilled in utilizing statistical techniques and data manipulation tools to uncover trends, patterns, and correlations, driving informed business decisions. Proficient in data visualization and presentation, effectively translating data-driven findings into understandable and compelling narratives. Passionate about driving positive change through data-driven decision-making and dedicated to continuous learning and professional development.

WORK EXPERIENCE

Freelance Data Analyst

USA/NL/BE/KG/KZ/Remote

Industries: energy, NGO, HORECA, retail, moving and storage services, tourism

05/2020-present

- Managed and structured Electrolyzer unit data across client sites for Cummins Inc. (BE), enabling proactive identification and mitigation of potential failures and developed customized Power BI dashboards tailored to individual client needs for streamlined data visualization and analysis.
- Coordinated newsletter management for the CIRCOMOD project (NL), ensuring timely communication of project milestones and maintaining up-to-date information on the project website.
- Conducted intake request analysis for Osmon Moving & Storage (USA), contributing to streamlining business processes.
- Led a sales data analysis for KOMPAS Touroperator (KZ), identifying market trends and optimizing sales strategies.
- Executed client analysis at Intellistore (NL), providing actionable insights for client satisfaction improvement.
- Performed marketing and sales data analysis for TayTay Diapers (KG), contributing to a 120% increase in sales and 43% in brand awareness.
- Conducted sales data analysis for Bishkek Petroleum (KG), identifying trends and optimizing sales strategies for decision-making.

Senior Manager, Auxiliary Business Department

Bishkek, Kyrgyzstan

Gazprom Neft Asia LLC | Industry: retail

09/2017-03/2020

- Gathered, preprocessed, and analyzed a wide array of sales data, pricing models, promotions, customer insights, and competitor data using 1C:Enterprise, Excel, and QlikView BI to identify trends, patterns, and fluctuations in product sales, customer behavior, and sales channels.
- Established and monitored Key Performance Indicators (KPIs) regularly, leveraging historical data and market insights to forecast sales and revenue.
- Established collaborative partnerships with manufacturers to develop impactful store merchandise strategies and collaborated with inventory management teams to optimize stock levels based on demand predictions.
- Coordinated national-level operations for gas station stores, resulting in a notable 28% increase in income and a 16% boost in customer satisfaction, and setting a company record for promotional campaign success.
- Developed income reports, visual dashboards, and presentations for senior management using the Excel, QlikView BI and PowerPoint, facilitating clear and actionable insights for decision-making.
- Fostered collaboration with cross-functional teams such as marketing, finance, and operations to align sales strategies with business goals.
- Continuously refined analytical methodologies to improve the accuracy and relevance of insights.
- Directed and enhanced sales teams by providing comprehensive training and development initiatives.

Revenue Analyst, Budget Planning Department

Bishkek, Kyrgyzstan

Gazprom Neft Asia LLC | Industry: oil & gas

09/2015-08/2017

- Utilized 1C:Enterprise, QlikView BI, and Excel to analyze and forecast budgets effectively.
- Spearheaded financial analysis and forecasting endeavors, driving strategic decision-making and yielding a 15% increase in company profitability.
- Devised and implemented robust budgeting and cost control systems, resulting in a 10% reduction in overall expenses while preserving operational efficiency.
- Supervised departmental budgets, ensuring the creation and maintenance of annual budgets aligned with strategic and financial objectives.
- Conducted regular audits and performance reviews of budgets, proposing adjustments and cost-saving measures to optimize resource allocation.
- Developed comprehensive presentations to the Board of Directors using PowerPoint and QlikView BI.
- Collaborated closely with senior management to streamline the execution of Business Plans.

Social Media Marketing Analyst

Jannat Hotels & Resorts | Industry: HORECA

Bishkek, Kyrgyzstan

11/2014-09/2015

- Monitored and evaluated social media metrics, optimizing campaign performance for enhanced effectiveness.
- Conducted market research and competitor analysis to identify industry trends and capitalize on opportunities for business growth.
- Formulated and executed comprehensive social media strategies, elevating brand awareness and stimulating engagement, which resulted in a 30% increase in followers and a 20% boost in post engagement within six-month period.
- Nurtured and managed partnerships with local brands and influencers, fostering community growth, expanding exposure, and revealing sponsorship opportunities.
- Collaborated with cross-functional teams, including content creators and graphic designers, to develop compelling and visually captivating social media content, resulting in a 25% increase in click-through rates.

Cofounder/Entrepreneur

BishBeCreative Start-Up | Industry: entertainment

Bishkek, Kyrgyzstan

07/2013-10/2014

- Collaborated with fellow co-founders to define the startup's unique value proposition and establish a forward-looking roadmap.
- Formulated and implemented comprehensive brand strategies to augment brand awareness.
- Transformed conceptual ideas into actionable event plans, ensuring alignment with client objectives and the startup's vision.
- Fostered robust client relationships by comprehensively understanding their event objectives and delivering tailored event concepts that exceeded expectations.
- Cultivated strategic partnerships with industry stakeholders, sponsors, and collaborators, amplifying the startup's outreach and influence.
- Identified and pursued new business opportunities, leading sales pitches, presentations, and negotiations to acquire new clients and partners.
- Contributed to marketing strategies, positioning the company as an industry thought leader and innovator.

EDUCATION

- **University of Antwerp** Antwerp, Belgium
Master of Science in Business Economics, graduated with distinction. 2020-2022
Major: Data Science | **Minor:** Strategy and Organization
Relevant Coursework: Data Mining, Data engineering, Case studies and trends in data science, Strategic Management, Strategy implementation and control, Organizational theory and design, Research methods in business economics.
- **The Academy of Public Administration under the President of the Kyrgyz Republic** Bishkek, Kyrgyzstan
Master degree in Management, **GPA:** 3.94/4 2014-2016
Relevant Coursework: Managerial Economics, Economic Statistics, Corporate Finances, Strategic Analysis, Project Management, Information Resources and Technologies in Management, Change Management.
- **American University of Central Asia** Bishkek, Kyrgyzstan
Bachelor degree in Business Administration, **GPA:** 3.53/4 2009-2013
Relevant Coursework: Mathematical Analysis, The Theory of Probabilities and Statistics, Finance Mathematics, Information Technologies and Systems, Financial Accounting, Managerial Accounting, Microeconomics, Macroeconomics, International Business, Financial Management, HR Management, Marketing Researches.

SKILLS

- Python: NumPy, Pandas, Matplotlib, Scikit-learn, Seaborn;
- SQL, Tableau, Power BI, QlikView BI, 1C: Enterprise, SAP, SPSS;
- Jupyter Notebook, PyCharm, Google Colab, Github;
- Microsoft Office, Granot CRM System, Prezi, Canva;
- Data Analysis: cleaning, filtering, sorting, validation, formatting, visualization.

LANGUAGE SKILLS

- English - Advanced
- Russian - Near-Native Fluency
- Dutch - A-1
- Kyrgyz - Native Fluency

VOLUNTEERING

- AKME Non-profit Children Studio
- AIESEC International Youth Organization
- Help the Children - SKD
- Movegreen KG Environmental Organization