Dimitrios Athinaios

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Education

Henley Business School, University of Reading, UK   **Sep/2022 – Jun/2025**
BSc Business Management (Data Analytics and Digital Business): Second Year Avg 68% (Upper 2:1).
Key Courses: Machine Learning, Data Analytics, Information Systems, Business Analytics.

St Catherine's British School, Athens, Greece   **Sep/2017 – Jul/2021**
IB Diploma: Higher Level (HL), Mathematics AA, Physics, Business Management.
IGCSEs: 10 GCSEs, Grade 7-9(A*) including Mathematics(A) and English Language (A).

Work Experience

Globassure Insurance Agents acquired by HOWDEN, Athens, Greece - Data Analyst   **Jul/2024 – Aug/2024**
- Cleaned 12,000+ records, performed exploratory data analysis (EDA), and identified
  key data relationships driving actionable insights.
- Extracted and organised data on potential clients in Excel, securing 5 start-ups
  businesses for employee insurance coverage.

International Celebrity Brands, Athens, Greece - Data Analyst   **Jun/2024 – Jul/2024**
- Reduced redundant stock purchases using SoftOne SQL data, cutting overstock by 3%.
- Designed Power BI dashboards, reducing excess inventory by 5%.

Syndesis, Athens, Greece - Co-Founder   **Jul/2023 – Nov/2023**
- Investigated market and technology requirements, visiting 5% of target businesses,
  compiling and visualising insights using Excel & Power BI.
- Directed 5+ consultations with industry experts, securing actionable advice
  and expanding advisory network by 80%.

New Democracy Political Party, Athens, Greece - Call Centre Agent   **May/2023 – Jul/2023**
- Handled 350+ calls daily, setting a record with 700 calls in a day, influencing 10-50
  prospective regional elective representatives.

Globassure Insurance Agents, Athens, Greece - Data Ops Analyst   **Jun/2022 – Aug/2022**
- Executed market research with Excel, identifying potential clients and increasing
  clientele by 2%.
- Developed Power BI dashboards from cleaned Excel data, summarising 1,000+
  data points and saving 1 day of reporting effort weekly.

Professional Skills

IT Skills: M (Medium level): Python, SQL, Power BI, Microsoft Office™ tools, Data cleaning.
B (Beginner level): Tableau, Java, R, R Commander, HTML, JavaScript, CSS.

Certifications: Google Advanced Data Analytics | Microsoft Power BI Desktop | IBM Data Analyst | Google Data Analytics | Data Analytics Bootcamp - Alex Freberg | Mathematics for Machine Learning Specialisation – Imperial College |

Languages: Greek (Native), English (C2-Fluent), Spanish (B1).

Extra-Curricular Activities

Co-Founder/President of Data Analytics Society, University of Reading   **2024 – Current**
- Spearheaded 5+ events, including skill-building sessions, engaging 20+ students
  and facilitated networking amongst students.

GMAT Focus Examination, Test Centre, Reading   **Nov/2024**
- Attained a GMAT Focus Edition score of 545, equivalent to 580 on GMAT 10th version.

Volunteering with Howden Insurance at Kentro tis gis (Center of Earth)   **Nov/2024**
- Prepared 2000 nutritious meals for people in need at Kentro Tis Gis.

Kickboxing Coach, EFL, Athens, Greece   **May/2020 – Jun/2021**
- Coached 15 juniors in kickboxing basics, resulting in 100% advancement to next belts.

Duke of Edinburgh International Award Scheme   **Sep/2019 – Jun/2021**
- Attained Bronze, Silver, and Gold awards, requiring over 156 weeks of dedication and
  100+ hours of voluntary work, 300+ hours of activities.

UK Seniors Mathematical Challenge (SMC)   **Dec/2019**
- Achieved Silver Award in the UK Seniors Mathematical Challenge by excelling in
  problem-solving placing in top 12% of participants.

Interests – Karate Black Belt(1 Dan), Kick-boxing, Gym, Music, Running, Callisthenics, Competitions.
Personal Development - Data Analytics/Science, Kaizen, Entrepreneurship, Machine Learning.