

## 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 69% (2:1).

Key Courses: Machine Learning, Data Analytics, Information Systems, Business Analytics

**GMAT Focus Examination: In progress** – 28<sup>th</sup> November examination date

Nov/2024

#### St Catherine's British School, Athens, Greece

Sep/2017 – Jul/2021

IB Diploma: 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 that drove actionable insights.
- Scraped and organized data on potential clients in Excel, securing 5 start-ups businesses for employee insurance coverage.

#### ICB, Athens, Greece - Data Analyst

Jun/2024 – Jul/2024

- Minimized redundant stock purchases using SoftOne SQL data, cutting overstock by 3%.
- Created Power BI dashboards, reducing excess inventory by 5%.

#### Syndesis, Athens, Greece - Co-Founder

Jul/2023 – Nov/2023

- Researched market and technology requirements, visiting 5% of target businesses, compiling and visualizing insights using Excel & Power BI.
- Led 5+ consultations with industry experts, securing actionable advice and expanding the advisory network by 80%.

#### New Democracy Political Party, Athens, Greece - Call Centre Agent

May/2023 – Jul/2023

- Managed 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

- Conducted market research with Excel, identifying potential clients and increasing clientele by 2%.
- Developed Power BI dashboards from cleaned Excel data, summarizing 1,000+ data points and saving 1 day of reporting effort weekly.

### Professional Skills

**IT Skills:** M (Medium level): Python, SQL, Power BI, Matplotlib, Data cleaning, Microsoft Office™ tools.

B (Beginner level): Tableau, Java, R, R Commander, Statistical analysis.

**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 Data Hackathons and skill-building sessions, engaging 20+ students and mentoring 5 in data analytics projects.

#### Volunteering with Howden Insurance at Kentro tisgis (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

- Trained 15 juniors in kickboxing basics, resulting in 100% advancement to the next belts.

#### Duke of Edinburgh International Award Scheme

Sep/2019 – Jun/2021

- Secured 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

- Earned Silver Award in the UK Seniors Mathematical Challenge by excelling in problem-solving placing in the top 12% of participants.

**Interests** – Karate Black Belt(1 Dan), Kickboxing, Gym, Music, Running, Calisthenics, Competitions.

**Personal Developement** - Data Analytics/Science, Kaizen, Entrepreneurship, Machine Learning.