

# Kiara Polychroniadi

m: +44775774944  
e: [kiaraplds@hotmail.com](mailto:kiaraplds@hotmail.com)  
w: [kiaraplds.myportfolio.com/](http://kiaraplds.myportfolio.com/)

I am a creative Solutions Engineer with over five years of experience in Data and AI. I'm passionate about art and I paint in my free time. I learn at a fast pace and require minimum training to learn a new program or platform. I have strong organisational skills which I have enhanced during my studies and work experience. Take a look at my portfolio here:

## RELEVANT EXPERIENCE

### **SOLUTIONS ENGINEER PRE-SALES | THOUGHTSPOT EMEA** March 2024– Present

#### **Key Achievements:**

- Yearly ACV across France (native), UK, Middle East, Nordics
- Have a total of x accounts including enterprise and commercial
- Managed new joiners and
- Pierced the French Market with Canal+ being one of the first enterprise customers

### **DIGITAL DATA ANALYST | YOOX NET-A-PORTER, LONDON UK** August 2022 – March 2024

#### **Key Achievements:**

- Full ownership of Forecasting Model for MR PORTER and NET-A-PORTER: allocate marketing spend and set targets (CVR, CPS, Revenue) across all WW countries by brand.
  - December Week 1 spend allocation resulted in +24%YoY
- Perfect understanding of e-commerce strategy, analyse consumer data depending on monthly, yearly spend and creating strategy pieces for stakeholders: Heads of Global Marketing, Commercial Planning and Business Performance
- Introduced a new KPI in the business: Net Revenue. Helped with data extraction and identification, analysis on return rate, and converted numbers into meaningful insights.
  - As part of Marketing Growth team, we proposed a plan to embed new metric in the business to Managing Director of YNAP in efforts to reduce return rate by -5%YoY through strategic solutions and changes in customer journey.
- Update monthly, automate and optimise Forecasting Model, improve accuracy, and provide monthly targets to marketing channels.

### **DATA ANALYST - PYTHON DEV | ALEXANDER MQUEEN, LONDON UK** August 2021 – August 2022

#### **Key Achievements:**

- Extracted data using SQL queries from database and write complex forecasting scripts on Python to automate processes for stakeholders (Finance, Merchandise and Buying managers). Fully responsible of Cloud implementation, automation and management using AWS platforms such as Redshift, Lambda and S3.
- Database management and datatype optimisation, responsible for excellent understanding of database architecture.
- Presented Strategy Deck to VPs and CEO on stock optimisation in central warehouse of company – extracted and transformed data using Python and SQL, selected KPIs needed, created meaningful insights and results which were displayed using visualisation tools. Identified a large amount of inactive stock in warehouse, flagged and proposed solutions to stakeholders.

### **BUSINESS ANALYST FTC Project| AMAZON EU** August 2020 – October 2020

#### **Key Achievements:**

- Improved and fully updated two analytic tools used for Inbound and Outbound Peak Planning 2020 across all European warehouses. Supported all warehouse readiness for Peak Period 2020 (i.e. Prime Day, Black Friday, Boxing Day).

## EDUCATION

### **COMPUTER SCIENCE WITH PLACEMENT (BSC. With HONS), UNIVERSITY OF BATH**

2017 - 2021 Including Year in Industry at WarnerMedia, London UK

### **INTERNATIONAL BACCALAUREATE, MORAITIS SCHOOL IB**

Focus: Mathematics, Visual Arts, and Computer Science

## SKILLS

**LANGUAGES:** Greek (Native), French (Native), English (Native), Spanish (Intermediate)

**IT:** AWS Cloud Services, Snowflake, Python Programming, Databricks, Advanced Excel, Adobe Creative Cloud

**AI:** Cursor, Claude, Claude Code, MCP Servers, Database AI, Analytics AI

**PROGRAMMING:** Strong Python, Advanced SQL, JavaScript, HTML

**ANALYTICS:** ThoughtSpot, Excel Report Builder, Looker, Google Analytics, Tableau, PowerBI, Sigma

**INTERESTS/ HOBBIES:** Travelling, Art, Painting, Tennis & Golf

**REFERENCES AVAILABLE ON REQUEST**