

# Kiara Polychroniadi

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I am a creative Solutions Engineer specialising in LLM-powered workflows, data architecture and secure enterprise deployments. 5+ years of experience designing governed semantic layers, secure multi-tenant data models, and executive analytics for global organisations. I am passionate about art and I paint in my free time. [Take a look at my interactive website here.](#)

## RELEVANT EXPERIENCE

### **SOLUTIONS ENGINEER (PRE-SALES, AI & DATA) | THOUGHTSPOT EMEA** March 2024– Present

#### **Key Impact & Responsibilities:**

- Lead complex Proofs of Concept (POCs) across UK, France, Middle East & Nordics, directly influencing **six-figure ACV revenue outcomes** through technical validation and executive-level **value** driven evaluations.
- Design and deploy **LLM-powered agentic systems** using Spotter and **MCP servers**, enabling **safe** tool-use on live enterprise data through governed semantic layers, access control, and API-based orchestration.
- Key enterprise wins include **Canal+ Global, Telegram, Rimowa, Tottenham Hotspurs, MrQ, Booking.com and Muzz**
- Implemented retrieval and access-control guardrails (RLS / ABAC) to prevent unauthorised AI data access and model hallucinations in production environments.

### **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
- 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.
- Partnered with senior leadership (MD, Global Marketing, Commercial Planning) to translate raw data into group-wide KPI strategy and forecasting governance.

### **DATA ANALYST - PYTHON DEV | ALEXANDER MQQUEEN, 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). Led **cloud-native data automation architecture** using AWS (Redshift, Lambda, S3) for Finance, Buying & Merchandise analytics.
- 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)

**DATA & AI PLATFORMS:** ThoughtSpot, Tableau, PowerBI, DBT, AWS Cloud Services, Snowflake, Databricks, Adobe Creative Cloud

**AI & AGENTIC SYSTEMS:** Cursor, Claude, Claude Code, MCP Servers, Database AI, Analytics AI, RSL, ABAC, API Authentication

**PROGRAMMING:** Python, SQL, JavaScript, APIs, Automation, YAML

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

**REFERENCES AVAILABLE ON REQUEST**