

# LORENZO SANTARELLI

Data Analyst — SQL, Python, Machine Learning

Italy · Open to Remote / Hybrid

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## PROFILE

Data Analyst with a background in enterprise systems and digital products, focused on turning data into actionable business insights. Skilled in SQL and Python (data cleaning, EDA, visualization, KPI reporting) and comfortable communicating results to non-technical stakeholders. I am interested in entry-level roles in analytics, reporting, and within enterprise environments.

## EXPERIENCE

### Software / Systems Analyst Intern — SYS-DAT Group

Oct 2025 – Present

- Supported production issue investigation and bug fixing across ERP modules; collaborated with dev/support teams on root-cause analysis
- Wrote and optimized SQL queries on large relational databases for evidence gathering and reporting needs
- Performed data validation checks and documented findings to improve handoffs and reduce regressions

### Data Analyst - Freelance / Personal Projects — LS Digital

Jul 2024 – Sep 2025

- Delivered analysis outputs (notebooks + concise summaries) using Python + SQL, data cleaning, EDA, KPI exploration, insight storytelling
- Built reproducible preparation workflows (missing values, outliers, feature creation) and clear visualizations for decision-making
- Translated results into business-oriented takeaways (drivers, segments, next actions) for non-technical audiences

### Project Coordinator -Startup — WebWiseItalia

Mar 2023 – Jul 2024

- Coordinated digital initiatives end-to-end; translated requirements into clear scope, priorities, and delivery updates
- Supported data-informed decisions with basic analysis of internal/public datasets (trends, simple KPIs, summary reporting)
- Improved stakeholder alignment by clarifying acceptance criteria and reducing rework

## PROJECTS

### Customer Churn Analysis & Prediction - Banking Dataset

- End-to-end project: EDA, feature engineering, and model evaluation with scikit-learn; focus on interpretability and business relevance
- Identified key churn drivers and customer segments; communicated insights with clear visualizations and narrative

GitHub: [github.com/lost-95/customer-churn-banking](https://github.com/lost-95/customer-churn-banking)

## SKILLS

**Data Analysis:** Python, Pandas, NumPy, SQL · **Visualization:** Matplotlib, Seaborn · **ML:** scikit-learn · **Concepts:** EDA, KPI reporting, data cleaning, data quality · **Tools:** Git, GitHub, Jupyter, VS Code, MySQL Workbench

## EDUCATION

University of Camerino (UNICAM) — BSc Computer Science (in progress)

Erasmus — Universidad de Sevilla — Computer Engineering | Sep 2022 – Feb 2023

## CERTIFICATIONS

- SQL for Data Analysis — Maven Analytics
- Machine Learning A–Z — SuperDataScience
- Google AI Essentials — Google
- English B2 — Cambridge