Oleg Grigoryev, **Data Analyst**
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Portfolio: github.com/oleggrigoryev/public_projects

Specialist with 9 years of experience in project management, data analytics, sales and negotiations. I'm goal oriented and have strong learning agility.

Technical skills experienced:

- **SQL** Postgres • Power Queries.
- **Python**: data analysis (Pandas, Numpy, Matplotlib, Seaborn, Plotly, statistical methods),
- **ML**: Scikit Learn, Natural Language, Computer Vision (Keras, PyTorch), Neural networks etc.,
- **BI**: Tableau, Power BI, • **A/B** testing.

Last experience:

Position	Description

Mars Inc., FMCG
Oct '21 — now
Performance Data Analyst
	Now I'm helping the Sales department to be efficient:
	• automatization projects:
	  o upgraded dashboard for regular monitoring net sales value (as product owner);
	  o BI dashboard development for KPI performance monitoring (as product owner);
	  o create method of data collection from field force (based on SharePoint & Power BI); develop strategy of new model for future;
	  o created dataflows in Tableau;
	• responsible for processes:
	  o Sales Incentive Program: calculating targets, analyze progress, show results;
	  o confirm all plans and payments with top-management;
	• searching insights for improve efficiency of Sales department;
	• Business Owner: clusterization model for trade, correlation: sales – KPI dynamics;
	• integrating SCRUM for stakeholders;

Nov '18 — Oct '21 Customer Development Executive	• negotiations with regional key accounts (retailers) and distributors: 6 agreements, improvements of presence, sales value growth x2 for 3 years; • built analytical review system for 11 key accounts. Projects: • acting manager: 11 retailers; write team strategy for 2 years perspective; • built a new brand (healthy snacks Be-Kind) in South of Russia;
Jun '17 — Oct '18 Territory Supervisor	• managing Mars Choco segment in Voronezh area;
EcoMaster *Nov '13 г. — Jun '17 г.* Founder	• sales and negotiations, sales value year-on-year growth +30%, • launched digital marketing, make 3 web-sites and 1 online store;

Education

2021-2022 | Yandex | Data Scientist
Data Analytics, Statistics, Python, SQL, ML, Computer vision, 8 projects based on real data

2013-2015 | Kuban State University | Master's degree
Economics – Strategic Management

2009-2013 | Kuban State University | Bachelor's degree
Economics – Business Informatics