

Oleg Grigoryev, Data Analyst

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Portfolio: github.com/oleggrigoryev/public_projects



Specialist with 9 years of experience in data analytics, project management, sales and sales. I'm goal oriented, have strong learning agility and fascinated by the search for growth.

TECHNICAL SKILLS EXPERIENCED:

- **SQL** Postgres • Excel, 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 <i>Oct '21 – now</i> Performance Data Analyst	<p>I've helped the Sales department heighten its efficiency. My products:</p> <ul style="list-style-type: none">• looking for the growth of Sales' efficiency:<ul style="list-style-type: none">○ ML clusterization model for trade;○ BI dashboards development for KPI performance monitoring;○ researched the correlation: sales vs KPI;○ searching insights in KPI for improve efficiency of Sales department;• planning model:<ul style="list-style-type: none">○ created method of data collection from field force;○ created dataflows for modelling and transform data;○ developed script for parsing and transform data from excel;• responsible for processes:<ul style="list-style-type: none">○ key metric of product availability: finding reasons of gap, making improvements;○ Sales Incentive Program: calculating targets, analyzing progress, showing results;○ confirming all plans and payments with top-management;• integrating SCRUM for stakeholders;
<i>Nov '18 – Oct '21</i> Customer Development Executive	<ul style="list-style-type: none">• negotiating with regional key retailers and distributors: sales value growth x2 for 3 years;• built inner analytical review system for 11 key accounts.• acting manager: 11 retailers; write team strategy for 2 years perspective;
<i>Jun '17 – Oct '18</i> Territory Supervisor	<ul style="list-style-type: none">• responsible for one KPI analysis;• managing Mars Choco segment in Voronezh area;
EcoMaster <i>Nov '13 – Jun '17</i> Founder	<ul style="list-style-type: none">• 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.Practicum | 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