



Valentin Kretoy

Business Analyst



About me

Business Analyst and BI - Analyst with 19 years of rich hands-on experience in diverse environments of International business.

Proven track record of success in data visualization, analytics, and data-driven decision-making, with strategic business thinking.

Skilled in project management, business analysis, and business development, with extensive experience and knowledge in logistics and sales.

Proficient in Power BI, Power Point, JIRA, Power Query, DAX, SQL, Excel, BPMN, Visio, Confluence and other tools.

Russian - Native, English - IELTS 6,5 , B2

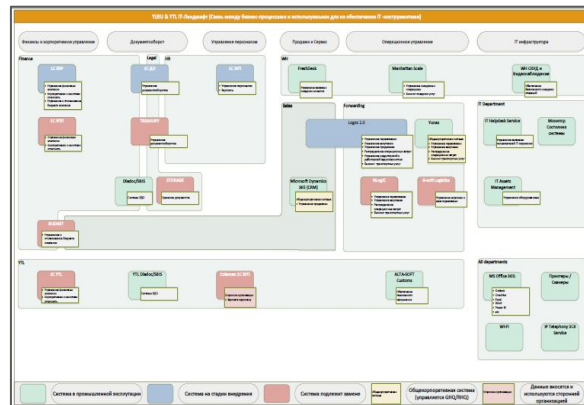
Business Analyst

- Analysis, automation, and optimization of business processes in the company using BPMN
- Created and prioritized product backlog, collected and analyzed requirements for the project from Stakeholders
- Created an end-to-end KPI system and dashboards for tracking all the KEY performance indicators in the company using Power BI, Power Query, DAX, SQL
- Conducting knowledge transfer and training of users, including sharing best practices;

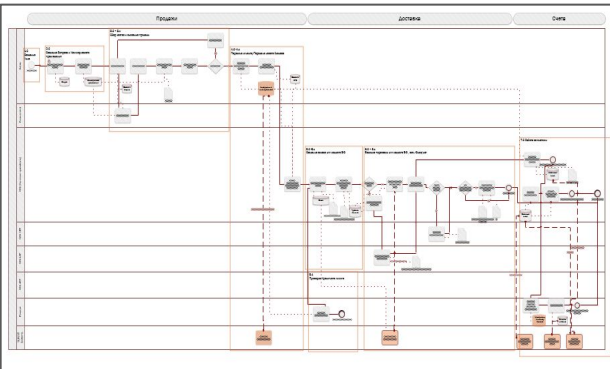
Business process - Service Elements charts



IT Landscape charts



BPMN Flow -charts

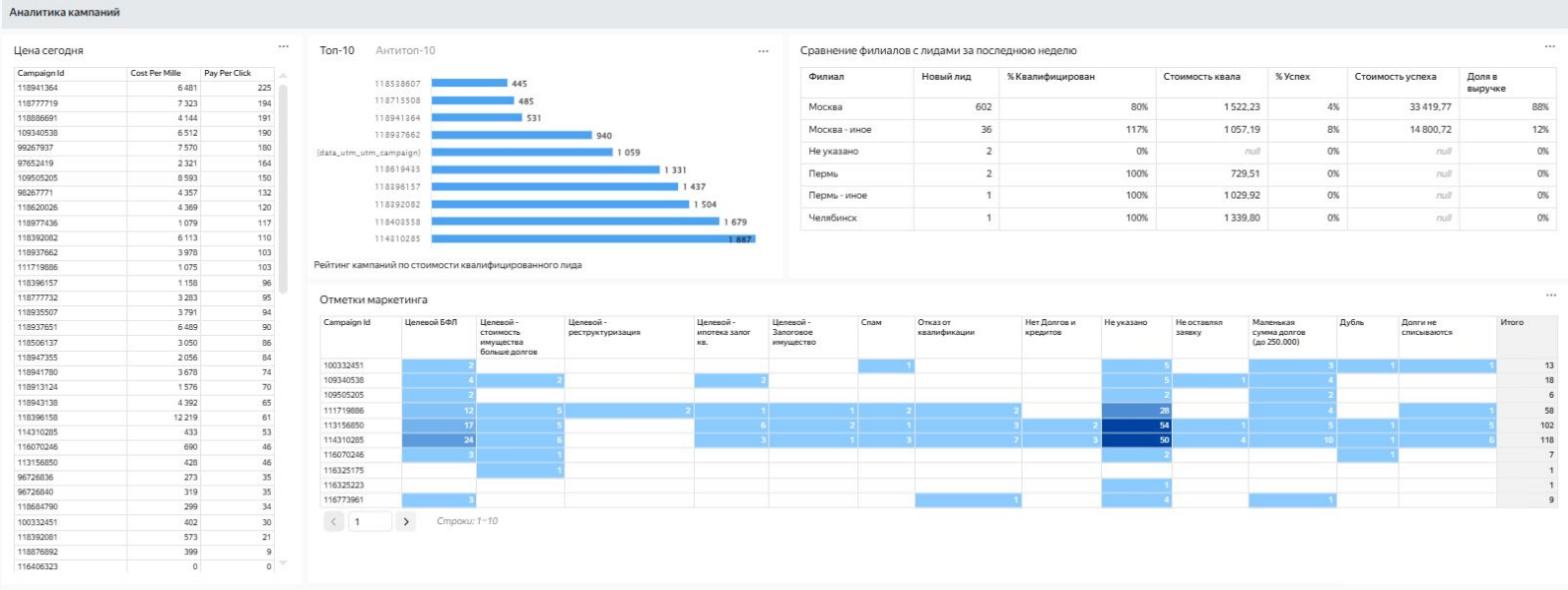


API Fields matching Table

[illegible]

Yandex DataLens BI-Tool & Clickhouse.Marketing Operations Dashboard

Операционный дашборд

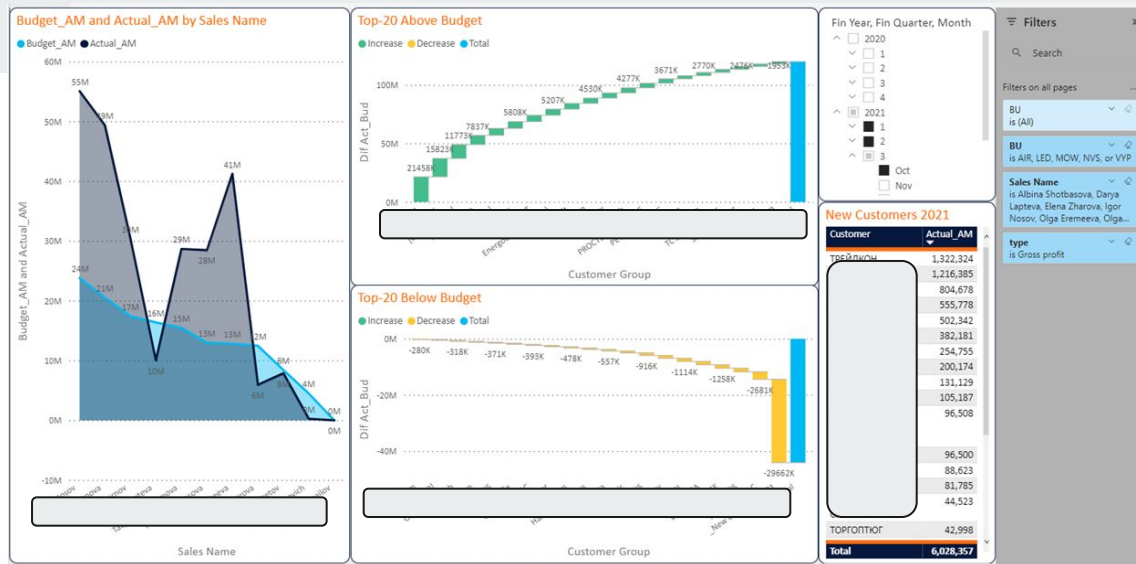


Power BI Case Studies

Budget Performance Dashboard

Commercial Director wanted to see the following:

- The involvement of each salesperson in Budget Performance.
- Who from customers are above budget and who's low.
- The actual result of new customers



Developed design according to The Corporate brand book

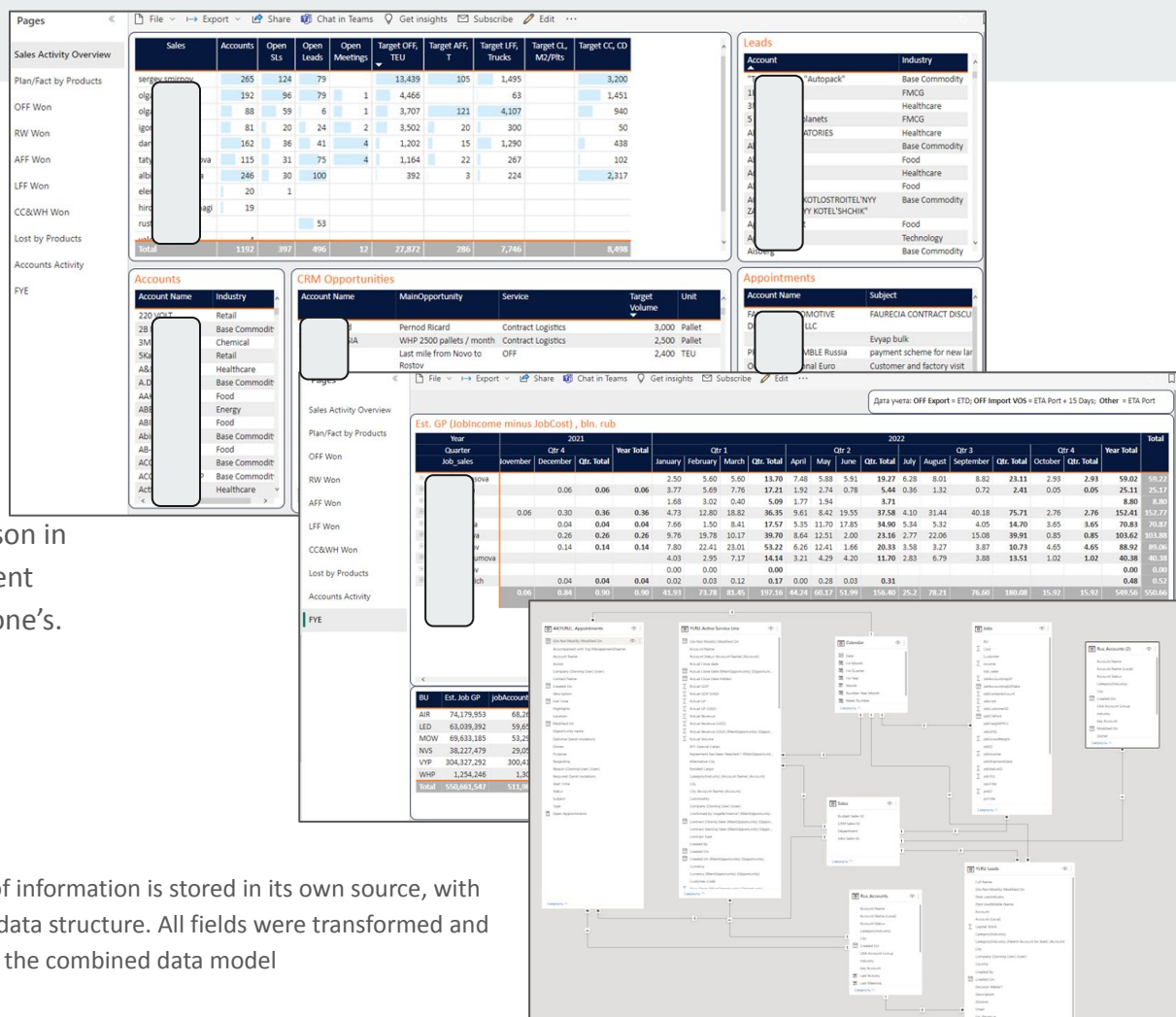
The budget and Actual Performance Data are stored in two different tables. The Data Model was developed as two fact tables connected with common dimension tables



Power BI Case Studies

Sales Performance Dashboard

- The Performance of each salesperson in sales activities, sold units for different services with special unit for each one's.
- Income forecast

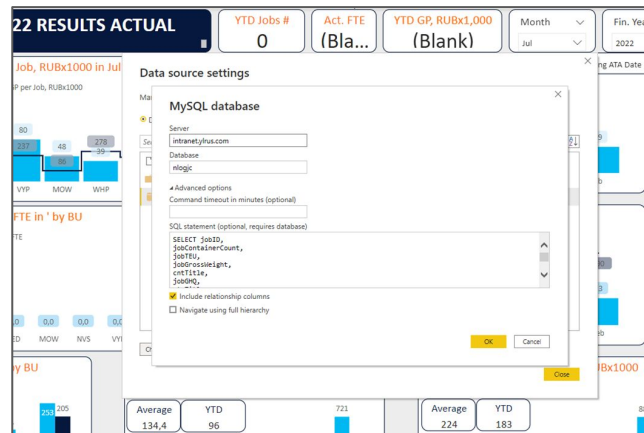
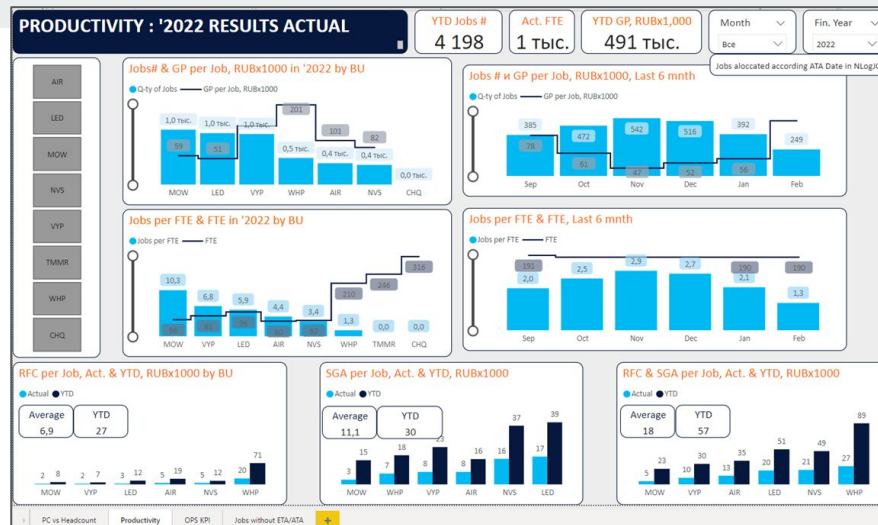


Each type of information is stored in its own source, with a different data structure. All fields were transformed and matched in the combined data model

Power BI Case Studies

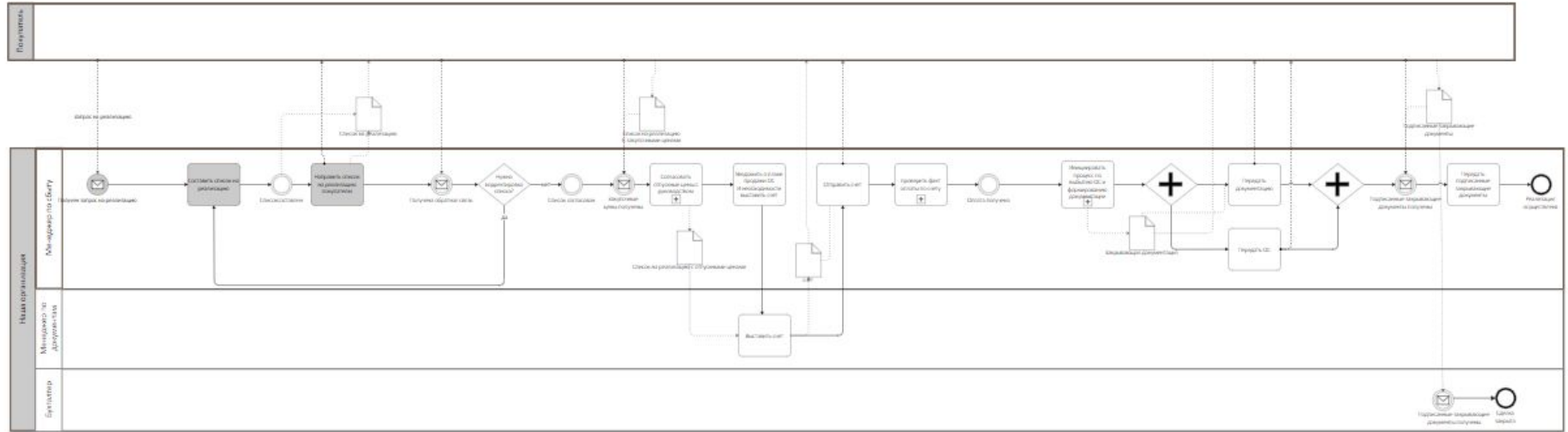
Departments Productivity

Comparison of Departments by Productivity, Gross profit, Staff Cost, on different levels of The Income Statement




SQL request to the MySQL database was used as data source

```
SELECT jobID,
jobContainerCount,
jobTEU,
jobGrossWeight,
cntTitle,
jobGHQ,
staTitle,
jobPOL,
jobPOD,
jobInsertDate,
jobCloseDate,
jobInsertBy,
SAL.userName as salTitle,
jobShipmentDate,
jobETAPort,
jobATAPort,
pccTitle as BU,
jobAccountingGPDate,
jobCustomerID
FROM tbl_job_item
LEFT JOIN tbl_job ON jobID=jitJobID
LEFT JOIN stbl_status ON staID=jobStatusID
AND staEntityID='job'
LEFT JOIN common_db.tbl_product ON
prdID=jitProductID
LEFT JOIN common_db.tbl_profit PCC ON
PCC.pccID = jobProfitID
LEFT JOIN common_db.tbl_product_type ON
prtID=prdCategoryID
LEFT JOIN common_db.tbl_counterparty ON
cntID=jobCustomerID
LEFT JOIN common_db.stbl_user OPS ON
OPS.userID=cntOperationsID
LEFT JOIN common_db.stbl_user SAL ON
SAL.userID=cntUserID
WHERE Date(jobShipmentDate)>='2021-04-01'
GROUP BY jobID
```



Project Manager

Project Manager. Project Manager for the launch of new software solutions: TMS, ERP, and HR Management system. Executing tasks of low to medium levels of complexity during all phases of implementation projects including business analysis, training, testing, and support.

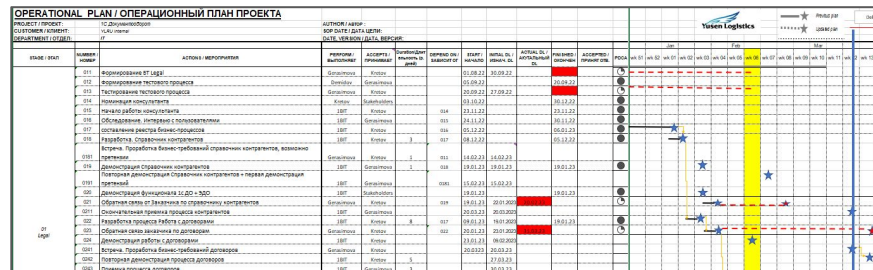
- 
1. Implementation Transport Management system (implementation of the system for the entire company (previously, each department was managed through Excel). >1,5 years
 2. Implementation Documents Management System
 3. Implementation HR - Management System

Responsibility:

- Projects Documentations
- Vendors Management
- Implementation Team management (>20 persons)
- Users Trainings
- Stakeholders Management (weekly report to Management Board)
- “Box” solution adjustment management
- Business requirements management
- Integration with other internal IT systems
- Testing

The target defines the tool

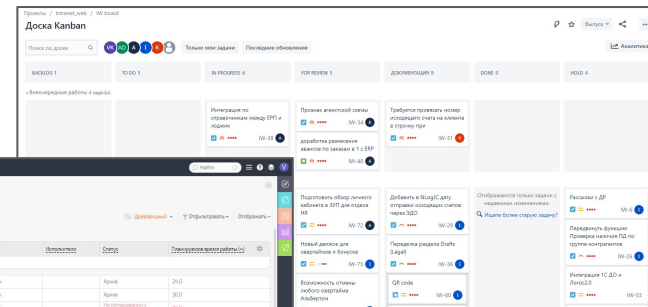
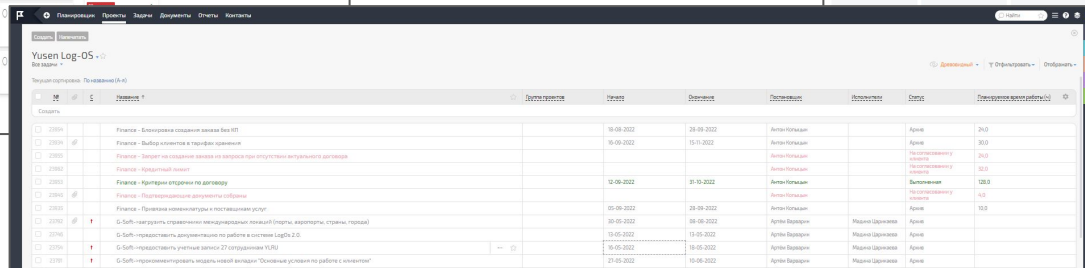
Запуск и тестирование LOGOS 2.0									
Aug 11 2002 - Dec 28 2002									
Grid Board Timeline Charts People									
	Name	Quick look	Start	Finish	Progress	Labels	Actual	Depends on	Duration
14	↳ Системное ГСГО и Прогнозирование		9/8/2002	12/29/2002					81 days
15	Математическое моделирование ГСГО		9/15/2002	9/15/2002	100%		Completed		0 days
16	Создание системы оценки эффективности		9/23/2002	9/26/2002	100%		Completed		2 days
17	Математическое моделирование факторов риска		10/14/2002	10/14/2002	100%		Completed		0 days
18	Математическое моделирование факторов риска		9/28/2002	9/28/2002	100%		Completed		0 days
19	Системное ГСГО и Прогнозирование		12/18/2002	12/29/2002			Backlog		9 days
20	Системное ГСГО и Прогнозирование		12/12/2002	12/29/2002			Backlog		14 days
21	Системное ГСГО и Прогнозирование		12/18/2002	12/29/2002			Backlog		9 days
22	Системное ГСГО и Прогнозирование		12/15/2002	12/29/2002			Backlog		14 days
23	Системное ГСГО и Прогнозирование		9/27/2002	10/18/2002			Backlog		17 days
24	Системное ГСГО и Прогнозирование		9/8/2002	9/22/2002			Backlog		11 days
25	Системное ГСГО и Прогнозирование		9/23/2002	10/7/2002			Backlog		11 days
26	Системное ГСГО и Прогнозирование		9/8/2002	9/8/2002			Backlog		1 day



The screenshot displays the 'Logos Zen Planner' application interface, which is a requirements management tool. The interface is organized into a grid-like structure with several columns, each representing a different stage or category of requirements.

- Building:** Contains a list of requirements, including 'API integration for external services' and 'Implement user authentication and authorization'.
- Business Requirements:** Contains a list of requirements, including 'Implement user authentication and authorization' and 'Implement data synchronization with external systems'.
- Technical Requirements:** Contains a list of requirements, including 'Implement user authentication and authorization' and 'Implement data synchronization with external systems'.
- Customer feedback comments:** Contains a list of requirements, including 'Implement user authentication and authorization' and 'Implement data synchronization with external systems'.
- Developing by Vendor:** Contains a list of requirements, including 'Implement user authentication and authorization' and 'Implement data synchronization with external systems'.
- Testing by Business:** Contains a list of requirements, including 'Implement user authentication and authorization' and 'Implement data synchronization with external systems'.
- Acceptable by Business:** Contains a list of requirements, including 'Implement user authentication and authorization' and 'Implement data synchronization with external systems'.
- Documentation:** Contains a list of requirements, including 'Implement user authentication and authorization' and 'Implement data synchronization with external systems'.

Each requirement entry typically includes a checkbox for status, a brief description, and a link to view details. The interface also features a sidebar with navigation options and a main content area that provides a detailed view of a selected requirement, including its title, description, and a list of related tasks.



Sales

- Customer development of Key Accounts (40% of Company Revenue at that time);
- Coordination Company Sales activities in Automotive Industry
- Own Sales activities. There were closed deals with almost all Automotive producers located in Russia.
- B2B Sales, Domestic & International
- Proposal development
- Negotiations with top executives
- Speaker and participant in industry events
- Participant of international Automotive sales team

The biggest customers:

Volkswagen, Nissan, Daimler, Renault, Haval and lots of their suppliers.

Concluded second by revenue deal in the whole Europe Region in the year.



The article in The internal Magazin YusNews, where I announced the win of Mercedes's spare parts air delivery business.

Education




Master's Degree: Computer systems design and management. 1999-2005

St. Petersburg Information Technologies, Mechanics and Optics University

(Ranked 6th among Russian universities. 365th in QS World University Rankings)

Continuous training:

- Project Management 101, online course, PM CLUB, 2022
- Power BI For Business Users, online course, Institute of Business Intelligence, 2022;
- Analysis and modeling of business processes, online course, Higher School of Economics 2022;
- Fundamentals of Project Management, online course, Geek Brains, 2021;
- Business Development: Strategic Planning, online course, Linkedin, 2021;
- Sales for professionals, Sales Training International 2019;
- Kaizen in logistics processes management, Corporate course, 2019;
- Project management in innovative business - ANO "Japan Center", 2018
- Kaizen in logistics, Corporate course, 2012;
- Marketing in production, Corporate course, 2004



Contact Information

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