

Vasil Nenov, MBA

▪ <https://www.linkedin.com/in/vasilnenov/> ▪ <https://github.com/vgnenov> ▪ <https://vgnenov.github.io/> ▪

Executive Summary

Data Analyst with a background in entrepreneurship, sales and people management. Graduate of the Northwestern Data Science Bootcamp as well as holding a MBA from Keller Graduate School of Management. Pursuing a Master's in Executive Leadership and Communication from Northwestern's School of Communication.

Core Competencies

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| • Data Analysis and Visualization | • Machine Learning | • Communication and Presentations |
| • Business Intelligence | • Predictive Modeling and Forecasting | • Teamwork and Collaboration |
| • Data Mining, Wrangling and Cleaning | • Business Development | • Leadership |
| • Database Management and Querying | • Client Relationship Management | • Accountability |

Technical Skills – Languages, Frameworks and Libraries

VBA Scripting | Python 3 | NumPy | Pandas | Matplotlib | API Interactions | Heroku | My SQL | Mongo DB | ETL
HTML | CSS | Bootstrap | Dashboarding | JavaScript | D3 | Leaflet | Tableau | Plotly | Flask | BeautifulSoup

Education

Northwestern University Cumulative GPA 4.0	Evanston, IL
<i>Certificate in Data Science Bootcamp</i>	2020
Northwestern University	Evanston, IL
<i>Master of Science in Communication – Custom Leadership Program</i>	Class of 2021
Keller Graduate School of Management Cumulative GPA 3.54	Chicago, IL
<i>Master's in Business Administration with Graduate Certificate in Entrepreneurship</i>	2013

Projects

Correlation of Obesity and Food Options by City Population | <https://github.com/liliana-ilut/The-Mockingbirds>

- **Project Description:** Exploring the correlation between number and type of restaurants and obesity rate in the top 300 cities by population
- **Languages and Tools:** Python, Pandas, Matplotlib, Excel/CSV, Jupyter Notebook

Exploring trends in reports of graffiti and their removal | <https://github.com/liliana-ilut/graffiti-removal>

- **Project Description:** Analyzed 311 graffiti reports and subsequent removal. Analyzed for trends in the data and when it was most likely for graffiti reports to be recorded and which zip codes had the most reports.
- **Languages and Tools:** Jupyter Notebook, Python, HTML, CSS, JavaScript, D3, Leaflet, API, CircleType.js

Other Professional Experience

HEALTHWORKS INSURANCE	Chicago, IL
<i>Senior Licensed Medicare Benefits Advisor Medicare Team</i>	<i>September 2019 – March 2020</i>

- Achieved highest department conversion rate of 30% during Annual Enrollment Period
- Certified with Humana, Wellcare and Anthem Blue Cross and Blue Shield to sell Medicare Advantage Plans in 22 states

XSPORT FITNESS	Chicago, IL
<i>Operations Manager Club Operations</i>	<i>January 2019 – September 2019</i>

- Provide leadership for strategic change initiatives across 4 departments and a staff of 25
- Facilitate role-based training for managers and employees to accelerate adoption of change initiatives
- Partner with department heads to support and sustain change management initiatives and drive results

EVM NUTRITION	Denver, CO
<i>Founder Independent Nutrition Store</i>	<i>May 2017 – January 2019</i>

- Analyzed data sets on 78 Denver neighborhoods utilizing Dun&Bradstreet, MosaicUSA databases for site location
- Examined consumer buying habits utilizing Demographics Now, Business Insights in establishing product selection
- Launched a digital marketing campaign and rewards program that increased customer retention by 52%
- Maintained 20% month-over-month growth in the first two quarters of operation while adding new services