

Alexandros Polyzoidis

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🔗 <https://alexandrosapol.github.io/>

SUMMARY

Data Scientist with expertise in machine learning, cloud services, and analytics, delivering impactful solutions in e-commerce, logistics, and finance. Proficient in Python, SQL, Azure, Tableau, and Power BI, with Azure certification.

EXPERIENCE

Data Scientist

Self-Employed

October 2023 - Present, Remote

- Developed and implemented customer segmentation models for e-commerce clients, enhancing targeted marketing and personalization strategies.
- Created computer vision solutions for scm & logistics companies, including image classification to detect damaged loads during loading/unloading.
- Leveraged Python, Scikit-learn, and Azure ML Studio to build scalable models; utilized Tableau and Matplotlib to present insights effectively.

SaaS B2B Sales & Strategy Analyst, Revenue Dpt

CYCLOPT

January 2022 - May 2024, Thessaloniki, GR

- Conducted exploratory data analysis and applied **K-means clustering** to segment prospective clients and prioritize leads, contributing to an annual revenue growth nearing €400,000.
- Utilized **Tableau** and **Power BI** to visualize key sales metrics, generate actionable insights, and inform strategic decisions, optimizing outreach efforts.
- Leveraged **Odoo CRM** to manage daily activities, accurately forecast pipelines, and develop data-driven quotes and proposals.

Account Manager, Sales Department

SOFTWEB ADAPTIVE SOLUTIONS

May 2021 - January 2022, Thessaloniki, GR

- Enhanced client relationships by implementing data-driven strategies, resulting in a 20% increase in client satisfaction ratings.
- Utilized Entersoft CRM software to track client interactions and identify trends for targeted strategies.
- Collaborated with the analytics team to analyze sales data and provide personalized recommendations to clients.

Transportation Manager, Packed-Goods Transport Dpt

MAKIOS LOGISTICS SA

April 2018 - August 2019, Thessaloniki, GR

- Coordinated and planned transport activities for the Packed-Goods Transport Department, increasing on-time delivery rates by 15%.
- Minimized empty cargo trips by 20% by strategically reorganizing truck schedules based on customer demand and inventory levels.
- Streamlined route planning for 50+ vehicles using GPS and optimization software, boosting delivery efficiency by 25% and cutting fuel use by 15%.

EDUCATION

M.Sc. in Data Science & Machine Learning

Hellenic Open University, Patra, GR (Expected 2025)

M.Sc. in Logistics & Supply Chain Management

Aristotle University of Thessaloniki, Thessaloniki, GR (2017)

B.Sc. in Finance

Aristotle University of Thessaloniki, Thessaloniki, GR (2015)

CERTIFICATIONS

Microsoft Certified: Azure Data Scientist Associate – Microsoft, 2024

Udemy Data Science Courses:

- Python A-Z™: Python for Data Science with Real Exercises!
- 15 Days of SQL: The Complete SQL Masterclass 2024
- Tableau A-Z: Hands-On Tableau Training for Data Science
- R Programming A-Z: R for Data Science with Real Exercises

SKILLS

- **Quantitative Analysis:** Mathematics, Statistics
- **Programming Languages:** Python, R, SQL
- **Machine Learning & Deep Learning:** Scikit-learn, PyTorch, Tensorflow, Keras, dplyr, caret, torchvision, timm, tqdm
- **Data Visualization:** Tableau, Power BI, ggplot2, matplotlib, seaborn
- **Cloud & Big Data:** Azure ML Studio, Synapse Analytics, Databricks, Data Factory
- **Tools & Software:** GitHub, Jupyter, RStudio, VS Code, PgAdmin, Postman
- **Soft Skills:** Critical Thinking, Communication, Collaboration