

KONSTANTINOS SOUFLEROS

Novi Sad, Serbia 21000

+381612979469

soufleros.kostas@gmail.com

WWW: <https://www.linkedin.com/in/konstantinos-soufleros/>

WWW: <https://github.com/kostas696>

SUMMARY

Accomplished professional with 12+ years of successful entrepreneurship in the food industry, transitioning to a dynamic data scientist. Proficient in advanced data analysis, machine learning, and visualization, adept at leveraging analytical prowess and business acumen to drive data-driven solutions for enhanced customer satisfaction, operational efficiency, and revenue growth.

SKILLS

- Python
- Machine Learning
- SQL
- Spark
- Tableau
- PowerBI
- Excel
- Azure Cloud
- Leadership
- Communication
- Time management
- Teamwork
- Analytical
- Problem-solving
- Attention to Detail

EXPERIENCE

DATA GLACIER

London, UK

Data Scientist Intern (Virtual internship)

02/2024 to present

- Gain comprehensive insight into the operational challenges encountered by the business through data analysis.
- Collect, interpret, and analyze various datasets pertinent to business concerns.
- Create intuitive and visually engaging representations of complex data to facilitate easy comprehension.
- Execute end-to-end Proof of Concept (POC) initiatives to address business needs effectively.

PITAS IMARTON

Lamia, Greece

Business Owner

04/2010 to 09/2022

- Orchestrated end-to-end operations for a successful family-owned pie shop, including financial management, process optimization, and boosting sales.
- Led a dedicated team in crafting premium artisanal traditional pies, setting high-quality standards.
- Expanded the customer base and drove sales growth through exceptional service.
- Innovated recipes and techniques to stand out in a competitive market, increasing profitability.
- Maintained stringent quality control, ensuring consistent high customer satisfaction.
- Demonstrated strong leadership by assigning roles, coaching staff, and making strategic decisions that fueled significant business growth.

EDUCATION AND TRAINING

MICROMASTERS PROGRAM IN STATISTICS AND DATA SCIENCE: DATA SCIENCE Expected in 10/2024
Massachusetts Institute of Technology, MIT, Massachusetts, USA

MBA: BUSINESS ADMINISTRATION AND MANAGEMENT

08/2008

Cardiff University, Wales, United Kingdom

- Dissertation: "Corporate Social Responsibility in the Food Industry - A Comparative Case Study of Burger King in the UK and Goody's in Greece."

BACHELOR OF SCIENCE: CIVIL ENGINEERING TECHNOLOGY

06/2004

International Hellenic University / Department of Civil Engineering (Serres), Greece

CERTIFICATIONS

- NASA Open Science, 2024
- IBM Data Science Professional Certificate, 2023
- Data Scientist Associate Certificate (DataCamp), 2023
- Mathematics for Machine Learning Specialization (Imperial College of London), 2023
- IBM Applied Data Science Specialization, 2023
- IBM Machine Learning Professional Certificate, 2023
- Data Science Professional Certificate (Workearly Greece), 2023
- Project Management Certification (Google), 2023

LANGUAGES

English:

Full Professional

French:

Professional

Greek:

Native/ Bilingual

Serbian:

Limited

PROJECTS

- **"Medical Insurance Cost"**
 - Developed predictive models for estimating medical insurance charges based on factors like age, gender, BMI, and smoking status, enhancing cost estimation and risk assessment capabilities in the insurance industry. Utilized regression analysis and data exploration to provide insights into the determinants of healthcare expenses.
- **"Predicting Customer Churn in an Iranian Telecom Company"**
 - Developed a predictive model using logistic regression to identify customer churn in an Iranian telecom company, enabling targeted retention strategies and enhancing customer loyalty, with notable achievements.
- **"Dolphin Social Network Analysis and Visualization"**
 - Analyzed the social network dynamics of 62 dolphins in New Zealand, unveiling insights into their associations, social structures, and behaviors. Applied network analysis techniques and community detection to identify key interactions within the dolphin population.
- **"Investigating the Impact of Climate Change on Bird Populations: A Multifaceted Analysis"**
 - Developed a project investigating the impact of climate change on bird populations, utilizing logistic regression modeling. Responsibilities included data collection, model development, and result interpretation. Identified significant predictors of population changes and provided insights into the implications of climate change on bird conservation efforts.
- **"Cab Industry Analysis Project: Data Exploration, Hypothesis Testing, and Strategic Recommendations"**
 - Conducted a thorough examination of the cab industry, employing data exploration and hypothesis testing methodologies. By analyzing transaction details, customer demographics, and company performance metrics, I uncovered key insights into market dynamics and customer preferences. Leveraging these insights, I formulated strategic recommendations aimed at optimizing business strategies and fostering growth within the competitive cab industry landscape.
- **"Deploying Predictive Model for New York Housing Prices"**
 - Project focused on predicting housing prices in the New York market. Starting with data collection from Kaggle, I meticulously cleaned and preprocessed the dataset, ensuring its quality and integrity. Through exploratory data analysis, feature engineering, and model development using XGBoost, Random Forest, and Gradient Boosting regression, I aimed to achieve accurate predictions. After thorough evaluation and hyperparameter tuning, the project culminated in the deployment of a user-friendly Flask web application, enabling seamless real-time predictions for prospective buyers and sellers in the competitive New York housing market.