

Ivan Kurushkin

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TECHNICAL SKILLS

Programming Languages:	SQL, Python, Excel, Tableau, Power BI, DAX
Databases:	MS SQL, MySQL, SQL Server
ETL & Data Wrangling:	Data cleaning, Data transformation, Automation of data pipelines
Other Skills:	A/B testing, Data modeling, Business Intelligence, Data Governance, Data Visualization

Professional Summary:

Detail-oriented and analytical data analyst with 5 years of experience in data mining, data visualization, and statistical analysis. Proven track record of driving insights through advanced analytical techniques and improving decision-making processes. Proficient in SQL, Excel, and Power BI with hands-on experience in creating complex reports, dashboards, and forecasting models.

PROFESSIONAL EXPERIENCE

Data/Business Analyst

QLinkWireless, Dania Beach, Florida

Feb 2022 – Dec 2024 (2 yrs 10 mos)

- Collaborated directly with three Brand Managers focused on Acquisition, Activation, and Retention to align analytics with strategic marketing initiatives.
- Served as a bridge between the marketing and backend development teams to support the implementation of data collection initiatives and ensure smooth cross-functional collaboration.
- Created over 220 custom reports from scratch, including recurring dashboards, ad-hoc analyses, and executive-level visualizations to support data-driven decision-making.
- Developed and maintained sales KPI dashboards to track performance and provide actionable insights to stakeholders across departments.
- Conducted in-depth analysis of customer acquisition, activation, and retention metrics to drive growth strategies and improve lifetime value.
- Designed and optimized sales funnels, identifying drop-off points and increasing overall conversion rates.

Led complete ETL processes:

- Extracted data from a custom-built CRM and external sources using SQL and Python.
- Cleaned, normalized, and transformed raw datasets into business-ready formats.
- Loaded processed data into a centralized data warehouse and maintained automated ETL pipelines with monitoring and alerts.
- Structured and optimized database tables to improve data organization, accessibility, and query performance.
- Developed and implemented SQL procedures to automate data processing and reporting workflows.
- Performed comprehensive data validation to ensure accuracy, consistency, and reliability across analytical outputs.
- Created advanced data visualizations, including charts, graphs, and trend analyses, to support cross-functional business decisions.

Head of Quality Control Department

Tinkoff Bank, Moscow, Russia

May 2017 – May 2018 (1 yr)

- Developed and implemented key performance indicators (KPIs) to measure and improve team performance.
- Created and refined employee work procedures to enhance operational efficiency.
- Designed and executed initiatives to improve customer service quality and satisfaction.
- Optimized the CRM system to streamline department workflows and improve employee productivity.
- Resolved complex disputes and ensured customer issues were addressed promptly and effectively.
- Recruited and trained staff for the quality control department, ensuring a high level of team competency.

Data Analyst

Rosgosstrakh, Moscow, Russia

Feb 2009 – May 2016 (7 yrs 3 mos)

- Developed an employee database using Microsoft Access to streamline HR management.
- Structured and organized databases to improve data storage and accessibility.
- Designed user interfaces to enhance the user experience and ensure ease of use.

EDUCATION

Master of Organizational Management, Sep 2004 - May 2009

Relevant coursework included Statistics, Business Accounting, Economics, Operations Management, and Information Systems.

MEFI University, Moscow, Russia

ADDITIONAL TOOLS & PLATFORMS (SELF-LEARNING)

- **Stibo STEP MDM** – Master data modeling, hierarchy building, governance configuration
- **Azure Cloud Platform** – Experience with Azure SQL, Data Factory, Blob Storage, and basic deployment automation
- **Salesforce CRM & Analytics** – Data extraction via SOQL, reporting tools, integration understanding
- **Snowflake** – Cloud data warehousing, schema design, data ingestion
- **dbt (data build tool)** – SQL-based data modeling, transformations, version control practices
- **AWS (Redshift, S3, Glue)** – Basics of data lake architecture and ETL design in AWS ecosystem
- **Alteryx** – Workflow automation, data cleansing, and blending (intermediate level)
- **Looker** – Semantic modeling via LookML, dashboard creation, embedded analytics
- **Google BigQuery** – Querying large datasets, building views, cost-efficient design patterns
- **SAP BusinessObjects** – Exposure to universe design, report scheduling, user access management
- **Jira & Confluence** – Agile collaboration, documentation, backlog refinement for data projects
- **Airtable / Notion (for data ops)** – Lightweight tooling for organizing data assets and processes
- **Fivetran / Stitch** – Managed data pipeline tools for syncing cloud apps and databases