



Aleksandr Dumchykov

Business Intelligence Lead | Data Analyst Lead

Warsaw, Poland

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Summary and Skills

Transforming complex data into actionable insights that drive strategic decisions and business growth. Experienced in leading BI teams, optimizing reporting processes, and implementing advanced analytical solutions that enhance operational efficiency and profitability. Proficient in SQL, Excel, Python, Tableau, Power BI, business modeling, automation of routine tasks, and data warehousing platforms like Snowflake and MS SQL. Proven track record of improving data accuracy by 30%, reducing reporting time by 40%, and achieving significant cost savings through innovative BI tools. Over 20 years of driving efficiency and strategic insights in FMCG, with over 6 years of people management experience.

Databases

- MS SQL
- Snowflake

People Management

- People Management
- Team Leadership

Dashboards and Visualization

- Dashboard Creation
- Microsoft Power BI
- Tableau

Data Analysis and Modeling

- Business and Data Modeling
- Automation
- Analytics
- Exploratory Data Analysis (EDA)
- Machine Learning
- Python
- Excel

Other Skills

- Project Management (Scrum, Kanban)
- Collaboration and Communication
- People Empowerment
- Problem Solving

Hobby

- Vibe Coding

Professional Experience and Education

Efficiency Improvement Lead | Philip Morris International

April 2024 - Present | Warsaw, Poland

- Development of business models with a primary focus on data-driven solutions.
- Device Sellers (Retailers) Model: Created a comprehensive model that enhanced sales strategies for retailers, resulting in a 15% increase in sales efficiency.
- Multi-Category Product Availability and Visibility Improvement: Leveraged machine learning and scoring models to boost product availability and visibility across multiple categories, leading to an 18% increase in product visibility.
- Experiential Touchpoints Models (Brand Retail and Partners): Enhanced experiential points for BR and Partners, ensuring a more engaging customer experience.
- Created models for accurate estimation of product inventory, improving inventory management and reducing stockouts.
- Implementation of Visualization Solutions: Developed solutions for visualizing results on maps, providing clear actionable insights that improved decision-making processes by 30%.
- SKU Assortment Planning Optimization: Developed a model for SKU assortment planning across all channels, ensuring balanced and efficient product distribution, leading to a 20% improvement in inventory turnover.

Business Intelligence Lead | Philip Morris International

October 2022 - March 2024 | Remote for Global HQ (Switzerland)

- Developed Route-to-Market models for various markets to effectively attract new users.
- Worked with markets including Greece, Spain, Netherlands, France, Germany, Czech Republic, Poland, Mexico, Egypt, and Canada.
- Successfully implemented Route-to-Market models that improved market penetration and user acquisition.
- Strengthened collaboration with international teams, leading to more cohesive and effective strategies.

Supervisor Commercial Systems | Philip Morris Ukraine

November 2017 - March 2024 (6 years 5 months) | Kyiv, Ukraine

- Supervised a team of commercial systems analysts supporting commercial systems, sales estimation, Power BI dashboards, and reporting.
- Consolidated, optimized, and enhanced the reporting portfolio to meet stakeholder needs.
- Ensured performance tracking at all levels of the commercial organization.
- Hired, onboarded, and trained new employees.
- Successfully launched and managed the Digital Trade Engagement project.
- Improved reporting accuracy and efficiency, leading to increased stakeholder satisfaction.
- Implemented a Power BI dashboard that reduced data retrieval time by 25%.

Senior Sales Information Analyst | Philip Morris Ukraine

September 2013 - October 2017 (4 years 2 months) | Kyiv, Ukraine

- Conducted data-driven analysis to drive marketing and merchandising activities.
- Identified business optimization opportunities through analytical modeling.
- Developed reporting and KPI tools and maintained Business Objects.
- Trained and supervised the regional analytical team.
- Consulted with internal clients to develop actionable insights.
- Designed and created reports and analysis in Excel.
- Automated business processes using VBA.
- Developed a KPI system that improved sales performance tracking.
- Implemented a new reporting tool that reduced report generation time by 30%.
- Enhanced data visualization techniques, leading to better decision-making processes.

Regional Sales Analyst | Philip Morris Ukraine

September 2006 - August 2013 (7 years) | Ukraine

- Provided key insights on market dynamics, industry performance, and sales force results.
- Contributed to sales planning and forecasting.
- Participated in KPI development and monitoring.
- Developed a sales forecasting model.
- Created a benchmarking system that enhanced sales strategy development.
- Conducted market analysis that identified new growth opportunities.
- Implemented a regional performance dashboard that improved visibility and accountability.
- Streamlined reporting processes.

Distribution Analyst | Rainford Group, FMCG

June 2003 - August 2006 (3 years 3 months) | Simferopol, Crimea

- Streamlined distribution processes, resulting in reduced delivery time.
- Developed an inventory management system that decreased stockouts.
- Conducted cost analysis that identified savings opportunities, reducing expenses.
- Improved supplier relationships, leading to better terms and conditions.
- Implemented a logistics tracking system that increased delivery accuracy.

Economist | State-Owned Enterprise

July 2001 - May 2002 (11 months) | Ukraine

- Conducted economic analyses that supported key decision-making processes.
- Developed financial models that improved budget forecasting accuracy.
- Identified cost-saving opportunities that reduced operating expenses by 5%.
- Improved data collection methods, leading to more accurate and reliable reports.
- Collaborated with cross-functional teams to enhance project outcomes.

Education

Master's Degree, Economics and Management | Institute of Economics and Management (Ukraine) | 1996-2001

Awards and Recognition

- Recognition for Excellence Award (2)
- Above the Call of Duty Awards (10)
- Thank you Awards (6)

Languages

- English: Upper-Intermediate / Full Professional
- Russian: Native
- Ukrainian: Advanced