



Andreea Ioana Chiriac

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📍 **Work:** Bucharest (Romania)

WORK EXPERIENCE

Data analyst

btProvider [5 Jul 2021 – Current]

City: Bucharest

Country: Romania

- Take part in medium to complex implementation projects
- Design and implement dashboards and reports based on Tableau Software
- Develop, test, deploy and maintain BI solutions to satisfy business requirements
- Play an active role in training key users and end users
- Promote data literacy, data visualization and data analytics
- Use data visualization tools and techniques
- Deliver insights from customer data
- Using SQL to prepare datasources

EMEA Business Services Analyst

Oracle [31 Oct 2019 – 5 Jul 2021]

City: Bucharest

Country: Romania

Company description:

Oracle is a cloud technology company that provides organizations around the world with computing infrastructure and software to help them innovate, unlock efficiencies and become more effective. Oracle also created the world's first and only autonomous database to help organize and secure their customers' data.

Responsibilities:

Provide programs to improve operational efficiency, consistency, and compliance in support of the organization's financial and tactical business objectives. Provide business practices and processes. Develop, communicate, and train the organization on business practices and processes. Serve as a liaison with other divisions such as Finance, Contracts, HR, Legal, Shared Services, Accounts Receivable, Purchasing, and Risk Management in an effort to ensure accurate and timely transaction processing. Collect, input, verify, correct, and analyze data to measure key performance indicator actual versus business objectives. Attention to detail critical. Ability to collect, organize, and display data in spreadsheet format. Follow-through skills necessary to get information from internal and third parties and have data errors/omissions corrected. Relationship management skills strongly developed.

- Work with Sales and local Ops to administer territories (account movement, solving gaps and overlaps, x-LoB alignment). Mostly done via email and phone.
- Set up joiners or leavers in territories and Forecast Hierarchy
- Allocate new accounts in Sales Rep's territory according to Go To Market Model
- Set territories for newly acquired companies based on Corporate Go To Market and Sales Management strategy
- Provide support to Sales Reps, Business Operations
- Build new fiscal year's territories according to approved Sales Rep Model

-Own and monitor the Territory Quality KPIs for my respective sales group, investigate and rectify any incorrect setups

-Participate in territory related User Acceptance Tests (UATs) of new features/systems, supporting the territory management process

Customer Success Business Analyst (Internship)

Oracle [11 Jun 2019 – 31 Oct 2019]

City: Bucharest

Country: Romania

Company description:

Oracle Corporation is an American multinational computer technology corporation that sells database software and technology, cloud engineered systems, and enterprise software products-particularly its own brands of database management systems.

Responsibilities:

As a Business Analyst within the CSM HUB I have to enable the efficient processing and management of Cloud transactions as they progress through the stages of the end to end sales process. As a result, the customers will migrate to the OCI 2nd Gen and effort increasing Cloud Adoption to our customers.

Within this role, I drive the "quote to provisioning" process for the JAPAC (Japan, Asia Pacific region) customers going through the Mid Term Conversion program, for migration from Oracle Cloud Infrastructure Classic to Oracle Cloud Infrastructure Gen 2 platform.

Practicant

Sc.Saehwa.Imc.Srl [31 Jan 2017 – 31 Mar 2017]

City: Ilfov

Country: Romania

Company description:

SAEHWA is global leader in the tire mold market with the industry's most advanced technology and production system.

Responsibilities:

I had responsibilities in the financial department which is responsible for keeping the financial records and managing the company's liquidities. (I worked with Excel and SAGA).

I also had small tasks in the billing and tracking department.

Data Specialist (Internship)

IBM Romania [31 Aug 2017 – 30 Nov 2017]

City: Bucharest

Country: Romania

Company description:

IBM (International Business Machines Corporations) is an American multinational information technology company headquartered in New York, United States, with operations in over 170 countries. IBM manufactures and markets computer hardware, middleware and software, and provides hosting and consulting services in areas ranging from mainframe computers to nanotechnology.

Responsibilities:

For 3 months I did trainings and courses, and then I've been able to use a new technology, namely Cognos TM1. I went through different online courses/tests about Data Science Foundations, Business Intelligence.

My SQL knowledge was tested at the hiring interview.

EDUCATION AND TRAINING

PhD - Doctorship

The Faculty of Economic Cybernetics, Statistics and Informatics [1 Oct 2020 – Current]

City: Bucharest

Country: Romania

Website: <http://csie.ase.ro/>

Field(s) of study: Cybernetics & Statistics

Thesis: Computational intelligence methods for the analysis of financial studies

Master Degree

The Faculty of Economic Cybernetics, Statistics and Informatics [30 Sep 2018 – 15 Jun 2020]

City: Bucharest

Country: Romania

Website: <http://csie.ase.ro/>

Field(s) of study: Statistics & Data Science

Thesis: Bucharesters' perception of the danger of cyber attacks

Main subjects studied: Statistics, Data Mining

Bachelor Degree

The Faculty of Economic Cybernetics, Statistics and Informatics [30 Sep 2015 – 15 Jun 2018]

City: Bucharest

Country: Romania

Website: <http://csie.ase.ro/>

Field(s) of study: Statistics

Thesis: The impact of the gaming industry development among the population

Main subjects studied: Object-Oriented Programming (OOP), databases, economics, statistics, mathematics.

DIGITAL SKILLS

Data Visualisation with Tableau / SQL / Analytical Skills / Microsoft Excel / Outlook / Oracle SQL Developer / Object-Oriented Programming (OOP) / IBM SPSS Statistics / Cognos TM1 / SAS Enterprise Guide / Visual Studio C++ / visual paradigm / Tableau (data analysis) / Knowledge of Saga software accounting/banking software / GeoDa / Microsoft Office (Microsoft / Knowledge of Saga software accounting/banking software / IBM SPSS Modeler / data analysis

LANGUAGE SKILLS

Mother tongue(s): **Romanian**

Other language(s):

English

LISTENING B2 READING B2 WRITING B2

SPOKEN PRODUCTION B2 SPOKEN INTERACTION B2

French

LISTENING A2 READING A2 WRITING A2

SPOKEN PRODUCTION A1 SPOKEN INTERACTION A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

CONFERENCES AND SEMINARS

BASIQ INTERNATIONAL CONFERENCE, ITALY

[1 Jun 2021 – 1 Jun 2021]

During BASIQ Conference I presented my article named "Churn Prediction of Bank Customers". The conference was an opportunity for new knowledge contributions, exchange of ideas and experiences, initiation of new

collaborations and lasting partnerships. The proceedings will be submitted for indexation to Clarivate Analytics under the aegis of Amfiteatru Economic Journal.

<https://conference.ase.ro/papers/2021/21030%20-%20Chiriac%20Andreea%20Ioana.pdf>

Link: <https://www.conference.ase.ro/basiq-2020/>

INTERNATIONAL CONFERENCE OF DOCTORAL STUDENTS AND YOUNG RESEARCHERS ("Emerging Markets Economics and Business")

[19 Nov 2020]

During this conference I presented my article "Emerging Markets: Profitability of Chinese Banks using Regression". The power point was presented during the financial markets session. Following this conference, my article received a positive feedback and was published in a volume with an ISBN / ISSN code, published by the University of Oradea.

My article is on page 90: <http://steconomiceuoradea.ro/wp/wp-content/uploads/2020/12/Volum-Doctoral-Conference-Oradea-2020-final.pdf>

Link: <http://steconomiceuoradea.ro/wp/wp-content/uploads/2020/11/Program-Doctoral-Conference-Oradea-20.11.2020.pdf>

The 14th International Conference on Applied Statistics

[24 Nov 2020]

The article "Combining Regression and Clustering for Financial Analysis" was presented in the "Data Mining and Artificial Intelligence" section. The main goal of the 14th International Conference on Applied Statistics was to provide an opportunity for academics, researchers, Ph.D. students like me and professionals from the business environment to meet and to present their research results on topics related to quantitative analysis and applied statistics.

Link: <http://simpstat.ase.ro/wp-content/uploads/2020/11/ICAS2020-Conference-Program-FV.pdf>

PUBLICATIONS

[Using Binary Logistic Analysis for Analyzing Bankruptcy](#)

[2022]

International Journal of Business Marketing and Management (IJBMM) Volume 7 Issue 6

Write here tIn the recent past, as a consequence of the

dynamization of the financial and economic action of different firms, it has become essential to obtain precise information about bankruptcy. In order to summarize this analysis, I use a binary logistic regression because it is important to verify if some financial indicators could have an impact on bankruptcy. Binary logistic regression estimates the probability of an event occurring, in this case the probability of companies to become bankrupt or not. The software that I have used in order to express my findings is IBM SPSS Statistics.he description...

[Predicting Bankruptcy Using Financial Indicators](#)

[2022]

International Journal of Business Marketing and Management (IJBMM) Volume 7 Issue 6

The leading objective of this paper is to explore the impact of financial performance indicators on bankruptcy threat for the companies from our dataset. In order to summarize this analysis, I use a multiple regression because it is important to verify if some financial indicators could have an impact on bankruptcy. The software used is IBM SPSS Statistics. Also, I present descriptive statistics that show a general overview for the variables. The variables that are in the center of analysis are Return on Assets, Return on Equity, Gross Profit to Sales and Total Asset Turnover.

STATISTICAL ANALYSIS OF REAL ESTATE STOCKS

[2022]

International Journal of Business Marketing and Management (IJBMM) Volume 7 Issue 6

The main purpose of this paper is to analyze if potential investors should buy or not stock prices. In order to summarize this analysis, I use a binary logistic regression because it is important to verify if some financial ratios could have an impact on real estate stocks. Binary logistic regression estimates the probability of an event occurring, in this case the probability of potential traders to buy or not real estate stocks. The software that I have used in order to clean and arrange the data is Tableau Prep Builder and the software that I have used in order to express my findings is IBM SPSS Statistics.

CHURN PREDICTION OF BANK CUSTOMERS

[2021]

7th BASIQ International Conference on New Trends in Sustainable Business and Consumption

In this research paper the main aim is to establish the determining factors of bank customers who decided to leave the bank or not. I use a binary logistic regression because it is essential to identify what leads a client towards the decision to leave the company. Binary logistic regression estimates the probability of an event occurring, in this case the probability that bank customers will leave the bank or not. The software used in order to express my findings about this topic is IBM SPSS Statistics.

COMBINING REGRESSION AND CLUSTERING FOR FINANCIAL ANALYSIS

[2021]

Proceedings of the International Conference on Applied Statistics

Write here the applied Python language to create a synthetic feature vector that allows visualizations in two dimensions for EDIBTA financial ratio. I use Mean-Square Error in order to evaluate the success, having the optimal parameters. In this section, I also mentioned about the purpose, goals, and applications of cluster analysis. I indicated about the basics of cluster analysis and how to do it and also did a demonstration on how to use K-Means. description...

EMERGING MARKETS: PROFITABILITY OF CHINESE BANKS USING REGRESSION

[2020]

Proceedings of the 11th International Conference of Doctoral Students and Young Researchers

My article is on page 90.

A DETAILED ANALYSIS OF THE PROFITABILITY OF CHINESE BANKS FROM 2016 TO 2019

[2020]

The Annals of the University of Oradea

My article is at page 55.

<http://anale.steconomiceuoradea.ro/>

Link: http://anale.steconomiceuoradea.ro/wp-content/uploads/2020/12/Anale-AUOES_Issue-2-din-2020.pdf

Data: 23.01.2024