

ANDREAS XENOFONTOS

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EDUCATION

University of New Haven, West Haven, CT **Degree:** Master of Science **Graduation:** Dec 2022
Major: Sports Management & Business Analytics **GPA:** 3.92
Honors: Dean's Scholarship, UNH 9th Annual Graduate Student Showcase Winner, Sports Business Journal Publication

The College of Wooster, Wooster, OH **Degree:** Bachelor of Arts **Graduation:** May 2021
Major: Economics **Minor:** Theatre/Dance **GPA:** 3.76, Magna Cum Laude
Honors: NCAA Postgraduate Scholarship Recipient, Top 25 student-athlete, Omicron Delta Epsilon, 3xNCAC Academic

RESEARCH EXPERIENCE

Match-Fixing in Cyprus: Examining the impact on fans' soccer attendance **Feb 2020-May 2021**

- Created and successfully defended a 110-page research thesis that included: Collection of 500+ Cypriot soccer fans survey responses that resulted in an in-depth quantitative analysis & built visualizations using Tableau
- Presented a version of the paper at the 25th "Play the Game" Conference in Denmark in front of 50+ people

PROFESSIONAL EXPERIENCE

Albourne America LLC., Marketing Analytics Intern, Norwalk, CT **Jun 2022-Aug 2022**

- Analyzed extensive financial data for 300+ clients regarding RFPs and generated reports and dashboards that improved the standard operating procedures (SOPs) for sales pitches by 27% using Preqin & Albourne's CRM
- Built VBA macros, IFS, Xlookups, and pivot tables in excel to automate the long-term data collection process

Office of Graduate & International Student Life, Graduate Assistant, West Haven, CT **Aug 2021-Dec 2022**

- Spearheaded initiatives that strengthened the student experience such as International Tuesday Tea, Education Week, I-Fest and collaborated for the recruitment and training of Graduate Go-Getters and Campus Mentors
- Coordinated new student orientation for 500+ students & managed marketing materials such as the Monday Muse

Bank of Cyprus, Business Intelligence Intern, Nicosia, Cyprus **Jul 2021-Aug 2021**

- Evaluated extensive excel data for a digital marketing campaign of the Bank resulting in 15% higher engagement among users and researched user trends using SQL queries to assist the Head of the Retail Department

Wayne Center for the Arts, Consultant Intern, Wooster, OH **May 2020-Jul 2020**

- Conducted research in a group of 3 to advance the plans for an arts & culture district in downtown Wooster
- Examined data on the economic impact of arts in the community that led to an increase of 11 % in cultural tourism in 2021 and presented ROI strategies and KPI metrics of similar-sized cities to key stakeholders

Cyprus Investment and Securities Corporations Ltd., Finance Intern, Nicosia, Cyprus **Jun 2018-Jul 2018**

- Participated in the daily briefings of the investment and advisory unit of 15+ senior corporate management while maintaining and successfully providing FP & A procedures and account receivables assistance for 500+ clients

LEADERSHIP & MILITARY EXPERIENCE

College of Wooster Men's Soccer Varsity Player, Student-Athlete, Wooster, OH **Aug 2018-May 2021**

- Devoted 20+ hours per week to athletics with a full-time course load & earned All-Conference Honors in 2019
- Organized the off-season practices that resulted in an increase in the fitness test success from 16 to 22 players

Army of the Republic of Cyprus, Infantry Soldier, Nicosia, Cyprus **Jul 2015-Jan 2017**

- Completed a 6-month specialized training and a mandatory term of service and led a team of 7 soldiers
- Served as kiosk manager (stocktaking, purchase orders, goods receipt) of the largest battalion in Nicosia handling over \$700 on a daily basis led to an increase in revenue by 22% in eight months

SKILLS & CERTIFICATIONS

Technical Skills: Proficient in advanced Excel, R, SQL, Tableau, CRM, A/B testing, Python, STATA, Google Analytics
Certifications: Branch Rickey Mentorship Program, Salesforce Business Analyst Trail, U14 Cheshire Club Soccer Coach

LANGUAGES

Native Greek | Fluent English | B1 Intermediate German