

Pavel Kukushkin

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Kochhannstr. 39a, 10249 Berlin

Senior data analyst and analytics engineer with 6+ years of experience, fluent in the modern data stack (SQL, dbt, BigQuery, Redshift, Amplitude, Python), combining strong technical expertise with a sharp focus on business needs. Fluent in English, German, and Russian.

CAREER

IU International University of Applied Sciences | Berlin

Senior Data Analyst

01.2025 – ongoing (6m+)

Currently leading infrastructure migration to dbt and BigQuery within my team
Clarified cross-system blind spots, directly supporting engineering and operations
[dbt](#), [Jinja](#), [BigQuery](#), [Docker](#), [Cube](#), [Python](#)

Business Analyst

09.2023 – 12.2024 (1y 4m)

Prepared data and built 10+ reports to evaluate Sales and CRM impact on conversion and retention
Standardized core metrics for analyzing sales agent performance
Took over and fixed a broken data pipeline within two weeks
[Power BI](#), [DAX](#), [Redshift](#), [Salesforce](#), [Git](#), [Python](#), [R](#), [Twilio](#), [Marketing Cloud](#)

phase-6 | Berlin

Business Analyst

05.2020 – 08.2023 (3y 4m)

Created and maintained 60+ dashboards on revenue, retention, product usage, and campaign KPIs
Built revenue prediction model using cancellation-based forecasting
Led website and in-app 20+ A/B tests from design to final analysis
[MySQL](#), [Metabase](#), [Looker Studio](#), [Amplitude](#), [BigQuery](#), [GA4](#), [GTM](#), [App Store Connect](#), [Google Ads](#)

smava | Berlin

Junior Data Analyst

09.2019 – 03.2020 (7m)

Automated data preparation for daily CRM sendouts and supplied the team with ad-hoc analyses
[PostgreSQL](#), [Tableau](#), [Excel](#), [Marketo](#)

Factworks | Berlin

Market Research Assistant

07.2018 – 08.2019 (1y 2m)

Tested questionnaire, cleaned data, and ran statistical analyses for 5 survey projects
[SPSS](#), [R](#), [WinCross](#), [Excel](#), [Quip](#)

EDUCATION

Otto von Guericke University Magdeburg | Magdeburg

M.Sc. Management

10.2016 – 07.2019

GPA: 1,3 (with distinction)
[Deutschlandstipendium](#), [Dean's List of Excellent Alumni](#)

American University in Bulgaria | Blagoevgrad, Bulgaria

B.A. Business Administration; Political Science and International Relations

08.2012 – 05.2016

GPA: 1.2 (Magna Cum Laude)
[Merit-based scholarship from Open Society Foundations](#), [Dean's List](#)