

# Denis Kleptsov

DATA ANALYTICS

## Professional Summary

A strategic Data Analyst and proven operations leader with two decades of experience transforming complex global supply chains. Excels at diagnosing hidden inefficiencies, building the business case for strategic change, and executing solutions using **SQL, Python, and Tableau** to drive measurable improvements. Track record of delivering significant business value, demonstrated by spearheading a strategic overhaul that cut supply chain costs by **20%** and holding costs by **2M EUR**.

## Professional Experience

### Lindström | Transport & Logistics | Tallinn, Estonia

TRANSPORT & LOGISTICS MANAGER | OCT 2024 - PRESENT

- Established a new baseline for data-driven decision-making by architecting and implementing a core KPI - "cost per delivered kilogram" -to create a transparent, standardized framework for measuring efficiency.
- Identified a strategy with the potential to **reduce logistics costs by up to 30%** by utilizing the new KPI to model and forecast the impact of route clustering, with final field tests pending.

### Tallink Grupp | Supply & Procure for Burger King | Tallinn, Estonia

SUPPLY MANAGER FOR BALTIC COUNTRIES | NOV 2021 - OCT 2024

- Delivered a **20% reduction in total supply chain costs** and cut annual holding costs by 2M EUR by building the business case and executing a strategic shift from an opaque 4PL to a data-driven 3PL model.
- Cut **COGS by 12.7%** in 2023 and reduced product write-offs to under 1% by enhancing vendor accountability through direct contract negotiations with key central European suppliers (e.g., Coca-Cola).

### Go3 | Global Media House | Tallinn, Estonia

GLOBAL BUYER | OCT 2011 - MAY 2021

- Achieved a **30% savings on 3PL services** and a **25% reduction** in associated equipment costs by orchestrating the end-to-end implementation of a new Warehouse Management System (WMS), from process mapping and requirements authoring to vendor selection.
- Reduced B2C logistics costs by **32%** and achieved a **40% cost reduction** through strategic vendor consolidation and by establishing new direct import routes from the Asia Pacific.

## Education

### CareerFoundry | Data Analytics Program | 2024

- Intensive, project-based program focused on data analysis, visualization, and statistical modeling.
- Capstone Project:** Analyzed a complex fleet dataset by integrating a third-party logistics API to process routing data efficiently. The final model identified an optimization strategy with the potential to **reduce operating costs by over 20%**. Project details available on GitHub.

### Tallinn University of Technology | Microdegree in Business Logistics | 2024

Automobile and Road Construction State Technical University (MADI) | Master's in Business Administration, Logistics and Supply Chain Management | 2020

## Details

Tallinn, Estonia

(Open to Relocating)

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## Links

LinkedIn

GitHub profile & Repositories

Personal Page

## Technical Skills

SQL

Python (Pandas, Jupyter)

Tableau & Power BI

Data Analysis & Modeling

Logistics APIs

Advanced Excel & VBA

## Operational Expertise

Supply Chain Optimization

Process Improvement

Logistics Management

Warehouse Management (WMS)

Vendor Management & Negotiation

Cost Reduction Strategy

## Core Competencies

Forensic Systems Thinking

KPI Development

Business Case Development

Project Management

Stakeholder Communication