

ARIADNI AIKATERINI APOSTOLERI

BI & Business Process Analyst • M.Sc. Chemistry • Life Sciences & Regulated Industries • ex-Bayer CropScience

I turn complex, regulated workflows into trusted systems people actually adopt.

Remote, EU-wide • EU citizen

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PROFESSIONAL SUMMARY

I turn complex, regulated workflows into trusted systems people actually use, owning the work from requirements and process redesign through analytics, delivery, and adoption. At Bayer CropScience I took a global safety process that ran entirely on email and rebuilt it: I defined the KPIs, built the Power BI reporting, coordinated delivery across **10+ release cycles**, and drove it to **100% voluntary adoption across 100+ users in five regions**. A chemist by training with four working languages, I translate between the scientists who generate the data and the executives who act on it, something most analysts can't offer.

"She consistently excelled at turning complex matters into practical, workable solutions." - Bayer reference

KEY ACHIEVEMENTS

- **Built the Power BI environment that replaced an email-run global safety process.** Now used daily by 100+ stakeholders across five regions on a workflow where each case carries a €2M+ business case forecast, generating the case-level data leadership had been deciding without.
- **Reduced case turnaround by roughly 50%, from 6–8 weeks to 3–4 weeks**, by identifying delay patterns through Power BI reporting and collaborating with cross-functional teams to resolve the process bottlenecks.
- **Prevented a duplicate two-month regulatory investigation through cross-regional dashboard visibility.** Dashboard visibility helped the LATAM team find a similar case the China team had already worked on and reach a decision in about one week, instead of repeating the original two-month investigation.
- **100% voluntary adoption in six months; peer team adopted the same architecture on request.** Expanded the solution to cover their workflow and trained a peer manager to extend the Power BI environment further.

CORE COMPETENCIES

Business Analysis & Delivery: Requirements gathering • KPI definition • User stories & acceptance criteria • Process redesign • Release & delivery coordination (10+ cycles) • UAT • Agile & iterative delivery • Stakeholder workshops

Adoption, Training & Governance: Change adoption (100% voluntary) • Training & onboarding (100+ users) • Standard Operating Procedure (SOP) development • SharePoint governance hubs • Process documentation

Business Intelligence & Reporting: Power BI (multi-page enterprise dashboards) • DAX (CALCULATE, SUMX, FILTER, time intelligence, filter context) • Dashboard design & data storytelling (drill-through, slicers, bookmarks, audience-specific views) • KPI design • Executive reporting • Data validation

Data, Tools & Automation: SQL (SELECT, JOIN, GROUP BY, aggregations, CTEs; certified, strengthening via Mode Analytics) • Python (foundational) • Excel (advanced) • OriginLab • Power Apps (design, UAT) • Power Automate • Microsoft 365 • AI-assisted analytics: LLMs (ChatGPT, Claude) via MCP

Domain & Cross-functional: Life sciences & regulated industries • GMP-awareness • Scientific-to-commercial translation • End-to-end regulatory safety assessment • Multi-region collaboration (LATAM, NA, APAC, EMEA, AU, NZ)

PROFESSIONAL EXPERIENCE

Professional Development

Sep 2025 – Present

Independent • Germany (remote)

- Preparing for the Microsoft PL-300 certification exam (scheduled Q3 2026) and advancing SQL through Mode Analytics.
- Completing the Google Project Management Certificate (Coursera) and deepening my BI and data toolkit ahead of my next role.

BI Analyst / Power BI Analyst

Sep 2023 – Aug 2025

Bayer CropScience • Crop Science R&D • Germany (remote-friendly) • Internal title: Safety Standard Manager – 3rd Party Assets

- Owned the reporting for a global regulatory safety process end to end. Defined the KPIs that mattered (cycle time, regional workload, approval bottlenecks) and built the Power BI environment on SQL-backed sources with a DAX semantic layer (CALCULATE, SUMX, time intelligence, filter context).

- Designed report navigation, drill-through paths, slicers, bookmarks, and audience-specific views so scientific experts, regional managers, and leadership each worked from the right level of detail in one environment, instead of separate manual reports.
- Coordinated weekly and bi-weekly calls across **27 scientific experts**, regional liaisons, and leadership; served as central approval contact for LATAM, NA, APAC, EMEA, AU, and NZ and provided executive reporting for strategic decisions. Used chemistry training to translate between research and commercial teams.
- Coordinated delivery of the underlying Power Apps application with an external development team across **10+ release cycles**: user stories, acceptance criteria, mock-ups, UAT, and post-launch follow-up. Most improvements came from user-flagged problems the original design had not anticipated.
- Led a seven-person cross-functional team on a 90-day process-improvement initiative, removing a step that had been duplicated across two teams and introducing an A/B/C urgency triage for expert prioritization.
- Built a SharePoint governance hub from scratch (workflow, dashboard usage guides, SOP content, data governance), replacing institutional knowledge that had lived in email chains.
- Trained **100+ users** globally with one-to-one onboarding and drove 100% voluntary adoption within six months, because the new system was easier and more transparent than the email process it replaced.

Systems Consultant (Freelance)

Apr 2023 – Oct 2023

TH Köln – Cologne University of Applied Sciences • Germany

- Engaged to extend the digital exam infrastructure I had built during my prior role. Selected as the team member with the most experience in the university's no-code education CMS.
- Built a comprehensive pool of exams and practice exercises across multiple chemistry courses, with automated evaluation logic designed for long-term maintainability.

Research Associate

Jan 2021 – Mar 2023

TH Köln – Cologne University of Applied Sciences • Germany

- Commissioned and documented a new analytical instrument (TD-GC-TOF) from scratch: setup, user training, vendor coordination, troubleshooting, and operating manuals to support consistent day-to-day use.
- Introduced electronic lab journals and structured SOPs where paper-based documentation had been the norm.
- Digitized exam and practice-exam workflows on the university's no-code education CMS, including automated evaluation logic. This first hands-on experience with no-code platforms is what later drew me toward Power BI, SharePoint, and the Microsoft Power Platform.
- Supervised bachelor theses; coordinated the relocation of three chemical laboratories; worked entirely in German across documentation, training, meetings, and scientific coordination.

University Research Assistant

Aug 2019 – Dec 2019

Ruhr University Bochum • Germany

- Research placement in electrochemistry. Systematic measurement, careful documentation, and structured experimental work under supervision.

EDUCATION

M.Sc. Chemistry, Ruhr University Bochum, Germany • Sep 2016 – Dec 2019

B.Sc. Chemistry, Aristotle University of Thessaloniki, Greece • Sep 2011 – Mar 2016

CERTIFICATIONS AND PROFESSIONAL DEVELOPMENT

- **Microsoft Power BI Data Analyst Associate (PL-300)** — in preparation, exam scheduled Q3 2026
- **Mode Analytics SQL** — in progress
- **Google Project Management Certificate** (Coursera) — in progress
- Introduction to SQL, SoloLearn (2026)
- Power Apps and Power Automate for Beginners, Bayer Data Academy (2025)
- Negotiation – Harvard Concept, Bayer (2024)
- Basic Good Manufacturing Practices (GMP), Udemy (2021)
- Mini MBA in Business Management, IBMI (2020)
- Python Core, SoloLearn (2019)
- *Bayer reference (Dr. Martina Preu, Crop Science R&D) at the top German-Zeugnis grade; available with colleague references on request.*

LANGUAGES English (C1, professional) · German (C1, professional) · French (C1) · Greek (native) · Spanish (B2)