

Michał Piecuch

Data Analyst | SQL, Python and statistics for decision-ready data

Contact

Location: Warsaw, Poland

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Education

B.A. Computer Science

Polish-Japanese Academy of Information Technology (PJAiT) (part-time, 2024–2026, in progress)

M.A. Mechanical Engineering

Warsaw University of Technology (2005–2010)

Erasmus Exchange
University of Natural Resources and Life Sciences, Vienna (2009–2010)

Languages

English (C2+)
Polish (native)
Spanish (B1)
German (B1)
Russian (A1)

Professional Summary

3rd year Computer Science student completing a fast-track engineering degree (2024–2026) at the Polish-Japanese Academy of Information Technology, with a quantitative base from coursework in linear algebra, calculus and statistics. I extract with SQL, clean with pandas and NumPy, present with matplotlib, Tableau or Power BI, and have spent a career being asked for a number someone can act on.

Professional Experience

- **Senior New Business Manager, Security Operations Centre** — Tenesys
(cloud & DevOps house, AWS/Azure/GCP partner; London, Mar 2025 – present)
 - Built the market for a new SOC service: researched cybersecurity trends and competitor offerings, then ran outbound campaigns and tracked pipeline in Pipedrive
- **Senior New Business Manager, UK & Ireland** — STX Next
(software development services; Warsaw and Belfast, Jul 2023 – Apr 2025)
 - Sold Python engineering projects to CTOs, CIOs, Chief Data Officers and Heads of AI, translating business problems into technical scope
 - Managed pipeline reporting in HubSpot and Sales Navigator; 170% discovery-call attainment in FY24
- **Director, Engineering & Business Development** — Neat Group
(outsourcing; London, Jan 2018 – present)
 - First sales hire: built the function from scratch to ca. £250k annual value; FY22 £250k at 139% of quota, then trained outsourced reps
- Earlier: Kingspan Environmental (Business Development Manager CEE, 2013–2016); Net Zero City (Business Development Director, 2016–2020)

Technical Skills

- **SQL:** queries, joins, aggregations, schemas (MySQL, SQLite)
- **Python:** pandas, NumPy, matplotlib, scikit-learn, Jupyter
- **Statistics:** descriptive statistics, distributions, regression
- **BI & visualisation:** Tableau, Power BI, Dataiku, Excel
- **Data preparation:** cleaning, transformation, validation
- **Practice:** Git, Linux, Bash; Claude Code, Cursor, Windsurf

Selected Coursework

- **Statistics and data:** PJAiT Statistical Data Analysis (2025), PJAiT Linear Algebra (2024), PJAiT Database Systems (2025), Data Analysis with Python and Pandas (2024)
- **Machine learning:** PJAiT Fundamentals of ML (2026), Stanford CS229 (2023), Mathematics for ML (2024)