

# ZOIA PANASENKO

Supply Chain Optimization | Project Management | Data Analytics | Transportation Procurement

## PROFESSIONAL EXPERIENCE

Iselin, NJ,  
USA

DSV - *Global Transport and Logistics*

Sep 2025  
- present

**SR. ANALYST, TENDER MANAGER**

– Built and automated **end-to-end data pipelines** to replace manual Excel workflows, streamlining data wrangling, cleaning, and visualization processes - reducing reporting time and improving data accuracy.

– Developed **KPI dashboards** for ocean freight and tender analytics.

Sep 2022  
- Sep 2025

**STRATEGIC GROWTH MANAGER, DB Schenker**

– Streamlined strategic account development using **Sales CRM, Piers and Panjiva**, unlocking 20% YoY growth through smarter lane trading.

– Automated last-mile trucking procurement using **Python + Outlook** Integration cutting quote time by 95% and batch-emailing 100+ vendors in seconds.

– Built a **Power BI dashboard** linking **Tango** bookings with quote data, giving the pricing team real-time KPI visibility and boosting quote-to-book ratio.

– Developed a **Microsoft Canvas App** with **Power Automate + Lists** to digitize pricing requests, reducing email follow-ups by 80% and saving 15+ hours weekly.

– Automated retention pricing updates via **VBA**, saving 10+ hours/week and boosting new-client bookings by 20% through standardized templates.

– Built a **Power BI dashboard** for drayage optimization across 2,500 lanes, slashing vendor selection time by 90% and reducing last-mile costs by 20%.

Leer,  
Germany

BRIESE SCHIFFFAHRT - *Leading Multi-purpose vessels owner*

Oct 2021  
- Apr 2022

**PROJECT MANAGER**

– **Financial Portfolio Digitalization:** Liaised between the software engineering and finance departments to advance digitization of investment portfolio management, focusing on enhancing UI and UX.

## CONTACT INFO

 zoia.panasenko@gmail.com

 +1 201 360 1133

 New York

 LinkedIn

 [Portfolio Website](#)

## SKILLS

 Power BI, Tableau, ArcGis

 Python, JS, HTML, CSS, SQL

 Colab, Databricks, Azure, Excel

 Salesforce, MS Dynamics CRM

 Power Automate, Forms, Lists

## EDUCATION

 SAINT PETERS UNIVERSITY

Jersey City, NJ

MS Data Science (2024)

GPA: 3.95

 CITY UNIVERSITY OF LONDON

London, Islington

MS Maritime Operations and

Management (2013) / GPA: 3.36

## CERTIFICATION

 MIT - Sustainable Supply Chain Mgmt

 COLUMBIA UNIVERSITY

Data Analysis with Python - A

Machine Learning - A

 CODEWORKS

Web Development

– **Business Analytics:** Generated insightful, data-driven reports for clients, utilizing Power BI and Tableau. Streamlined reporting processes, achieving a 50% reduction in report generation time and boosting department performance.

## CERTIFICATION

 HARVARD BUSINESS SCHOOL  
CORE BUSINESS ANALYTICS

New-York,  
USA

**ARRC LINE** - *Transatlantic Ocean Carrier*

Feb 2016

**SALES AND OPERATIONS MANAGER**

- Sep 2021

– **Enhanced Operational Efficiency:** Initiated and implemented modernization of terminal operations by improving appointment system, refining warehouse inventory management and facilitating EDI processes.

– **Strategic Logistics Solutions:** Designed and implemented customized logistics solutions for top-revenue accounts, generating over \$1M in additional revenue.

– **Strategic Lead Generation Initiatives:** Analyzed competitive landscape using Panjiva, Piers, and Datamine to guide targeted marketing, increasing AAGR by 10%.

Jan 2014

**SUPPLY CHAIN MANAGER**

- Feb 2016

– **Liner Owned Equipment Management:** Established equipment interchange procedures across 5 trade lanes, enhancing asset control and improving turnover time by 25%.

– **Supplier / Contractor Procurement:** Negotiated SLA terms and implemented SOPs with global suppliers, optimizing cost-metrics and enhancing service coverage.

– **Intermodal Logistics:** Streamlined operations of intermodal freight unit and diversified portfolio of intermodal vendors through direct contacts with US Class I freight railroads and asset-based trucking companies.

## SELECT PROJECTS

-  [Port NYNJ Trends - Python](#): TEU trends dashboard with interactive graphs and filters by year, month, and status.
-  [On-Line Survey - Python](#): Custom logic-based survey app with Excel export; no subscription tools used.
-  [Global Fleet - Power BI](#): Dashboard comparing 100K+ vessels by country, tonnage, and age (1990–2026).
-  [Port NYNJ - Power BI](#): Interactive KPI tracker with weekly/yearly filters for port performance.
-  [US Trucking - Power BI](#): Visualized 500+ vendors across 2,300+ lanes to analyze rates and coverage.