



Igli Ferati

Nationality: Albanian **Date of birth:** 04/05/1993 **Place of birth:** Tirane, Albania

Gender: Male **Phone number:** (+355) 692031025 **Email address:** igli.ferati@gmail.com

WhatsApp Messenger: +355692031025

LinkedIn: [iglifferati](#)

GitHub: <https://github.com/iglifferati>

Tableau Public: <https://public.tableau.com/app/profile/igli3989>

Website: <https://iglitheanalyst.wixsite.com/home>

Home: Rruga Myslym Egra Nd.1, 1001 Tirane (Albania)

ABOUT ME

As a Purchasing Director in the furniture industry, I blend strategic sourcing and supplier management with advanced data analysis to drive efficiency, reduce costs, and optimize inventory operations.

With over 5 years of experience, I've built and led high-performing purchasing teams, negotiated with key suppliers, and introduced data-driven decision-making across procurement and supply chain processes.

My passion lies in transforming raw data into meaningful insights. I leverage tools like SQL, Python, Tableau, R, and Power BI to automate reporting, forecast demand, evaluate vendor performance, and identify cost-saving opportunities. I'm especially experienced in using OData feeds from Microsoft Dynamics 365 Business Central to build real-time dashboards for purchasing and sales performance.

WORK EXPERIENCE

BestSeller Sh.p.k – Tirana, Albania

City: Tirana | Country: Albania | Website: <https://bestseller.al/> | Email address: pm@bestseller.al | Name of unit or department: Purchasing Department - Business or sector: Other service activities

Purchasing Director

[01/07/2023 – Current]

- Lead and mentor a team of 3, overseeing all procurement activities across product categories and logistics operations.
- Delivered over **20% cost reduction on key product lines** by introducing innovative procurement strategies and negotiating improved supplier contracts.
- Identified and onboarded new logistics partners, resulting in significant savings and improved shipping efficiency.
- Utilized **Business Central, Excel (Power Query, Pivot Tables)**, and **Power BI** to analyze purchasing trends, monitor vendor performance, and support strategic decision-making.
- Established and implemented risk management protocols to mitigate supply chain disruptions and increase resilience.
- Fostered long-term relationships with suppliers to ensure consistent quality and supply, while continuously driving better terms and service levels.

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Purchasing Manager

[31/05/2022 – 01/07/2023]

- Led a team of Purchasing Coordinators and acted as the key liaison between suppliers and the Purchasing Director.
- Negotiated supplier contracts to reduce costs and secure more favorable terms, including improved delivery schedules.
- Streamlined procurement workflows, reducing lead time by **15%** through process improvements and data tracking.
- Collaborated with logistics and finance teams to monitor purchasing KPIs using **Excel dashboards and Business Central**.
- Conducted risk assessments across product lines, contributing to supply continuity during Q1-Q2 seasonal peaks.

BestSeller Sh.p.k – Tirana, Albania

City: Tirana | Country: Albania

Purchasing Coordinator

[09/11/2020 – 31/05/2022]

- Conduct market research to understand customer needs and desires.
- Develop product sales strategies and analyze market competition.
- Optimize inventory turnover and product availability.
- Utilize Microsoft Dynamics NAV for financial data management.
- Collaborate with sales department on new product launches and handle product issues.

EDUCATION AND TRAINING

Banking & Finance

European University of Tirana [09/11/2011 – 01/10/2014]

Address: Bulevardi Gjergj Fishta Nd. 70,, 1023 Tirana (Albania) | Website: <http://www.uet.edu.al/> | Level in EQF: EQF level 3

- General
- Finance, Banking, Marketing, Economics, Statistics, Investments
 - Occupational Skills
- Spss Ibm Statistics, Alpha Business

Google Data Analytics

Coursera [05/03/2023]

Website: <https://coursera.org/verify/professional-cert/QQJP9GNAZZMG> | Field(s) of study: Data Analyst

- Gain an immersive understanding of the practices and processes used by a junior or associate data analyst in their day-to-day job.
- Understand how to clean and organize data for analysis, and complete analysis and calculations using spreadsheets, SQL, and R programming.
- Learn key analytical skills (data cleaning, analysis, & visualization) and tools (spreadsheets, SQL, R programming, Tableau)
- Learn how to visualize and present data findings in dashboards, presentations, and commonly used visualization platforms.

Financial Markets

Yale University Coursera [19/06/2024]

Website: <https://coursera.org/share/b140bbbd40d668ac0c3b2c7371e5d7cf>

- Gained foundational knowledge in **investment banking**, **risk management**, and **financial markets structure**.
- Explored the psychological underpinnings of market behavior via **behavioral economics**.
- Studied real-world examples of **insurance**, **capital markets**, and **ERM** in global finance.
- Taught by Nobel Prize-winning economist **Robert Shiller**.

PROJECTS

HELICOPTER PRISON BREAK

- In this project, we analyze the dataset of helicopter escapes (1971 - 2020) obtained from Wikipedia to find the patterns of helicopter prison breaks.
- We use basic **Python** techniques to analyse the data and **Matplotlib** to visualise some results. We find the patterns based on years, countries, and escapees.
- We start preparing the data and get it through helper.py.
- Remove the details and start extracting the year.
- Find attempts per year and we use **Matplotlib** to visualize data.
- After visualizing it, we can come to a conclusion.

Link: <https://iglitheanalyst.wixsite.com/home/post/helicopter-prison-break-finding-the-prison-escape-patterns>

COVID 19 DATA EXPLORATION

- Skills used: Joins, CTE's, Temp Tables, Windows Functions, Aggregate Functions, Creating Views, Converting Data Types.
- Looked at vaccination rate from Total Population in World, or also by selected countries.
- Checked death rate percentage by countries.
- Filtered countries with highest death rates.
- Percentage of population that got at least one Covid Vaccine.
- Create a dashboard with **Tableau** to present the tables that we created.

Link: <https://iglitheanalyst.wixsite.com/home/post/covid-19-project>

SALES DATA USING RFM ANALYSIS IN SQL

- Skills used: **SUB QUERY**, **CTEs**, **AGGREGATE**, and **WINDOW** functions.
- Explore sale datasets and generate various analytics and insights from customer's past purchase behavior.
- Analyze sales revenue to create a customer segmentation analysis using **RFM** technique.
- Analyze Sales by Year, Sales by Product Line, Sales by Deal Size, Best Month for Sales per Year, who is the Best Customer, what Product Code sells together.
- Create 3 dashboard (Sales 1, Sales 2, Executive Dashboard) with **Tableau**

Link: <https://iglitheanalyst.wixsite.com/home/post/rfm-analysis-in-sql>

VOLUNTEERING

[01/01/2015 – 15/07/2015] Albania

Local Committee Vice President for Talent Management - AIESEC Albania

- Responsible for managing a team of 10 people.
- Responsible for searching and interviewing new students who applied to join the organization.
- Managing external events and meetings for the executive board and members.

[01/10/2013 – 30/11/2014] Albania

Organising Committee Vice President for Finance - AIESEC In Albania

- Preparing budget for the conference.
- Finding sponsors for support.
- Setting the price for the delegates based on the costs of the event.
- Managing fees paid by delegates and taking care with payments.

LANGUAGE SKILLS

Mother tongue(s): Albanian

Other language(s):

English

LISTENING C1 **READING** C1 **WRITING** B2

SPOKEN PRODUCTION B2 **SPOKEN INTERACTION** B2

Italian

LISTENING B2 **READING** B2 **WRITING** B1

SPOKEN PRODUCTION B1 **SPOKEN INTERACTION** B1

French

LISTENING A2 **READING** A2 **WRITING** A2

SPOKEN PRODUCTION A2 **SPOKEN INTERACTION** A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

JOB-RELATED SKILLS

Skills

- Strategic Sourcing
- Supplier Management
- Negotiation
- Cost Analysis
- Contract Management
- Supply Chain Management
- Team Leadership
- Data Analysis
- Communication
- Ethical Practices
- Project Management
- Stakeholder Engagement
- Market Research
- Risk Management
- Problem Solving
- Microsoft Office (Excel: Power Query, Pivot Tables, Macros)
- SQL (SQL Server, PostgreSQL, MySQL)
- Python (Matplotlib, NumPy, Pandas)
- Visualization (Tableau, Power BI)