MILTIADIS STEFANIDIS

Boston, MA • 8572498607 • milt.stefanidis@gmail.com • linkedin.com/in/miltiadis-stefanidis

PROFILE OVERVIEW

• Experienced Behavioral Scientist and Quantitative UX Researcher with deep expertise in experimental psychology, behavioral economics, and data science, adept at leveraging analytics and machine learning to drive product development and UX enhancement—passionately committed to elevating user experiences through evidence-based research

RELEVANT WORK EXPERIENCE

• Advisor 360, Weston, MA, USA   *March 2022 – March 2025*
Quantitative Researcher / Data Analyst (UX / ML)

- **AI-Powered Feedback Dashboard & Efficiency Gains:** Led end-to-end development of a User Feedback Intelligence Dashboard by integrating disparate data sources via SQL/Python ETL, applying ML sentiment analysis to classify feedback and visualizing insights in Power BI. Achieved an 83% reduction in manual feedback processing time (12 hrs to 2 hrs/week) and increased product feature prioritization confidence by 47%.
- **Data-Driven Dashboard Development:** Leveraged Python and SQL for advanced analytics, including user journey sequencing, feature-request clustering, and predictive modeling (logistic regression); translated insights into targeted product improvements, driving a 58% increase in user satisfaction scores.
- **In-Depth User Analytics & Product Innovation:** Designed and executed mixed-methods research studies (usability tests, heuristic evaluations, surveys, and user interviews), pinpointing critical UX pain points such as data redundancy (75% impact) and complex user interactions. Synthesized findings into actionable design recommendations, resulting in a 30% improvement in task completion and a 60% reduction in user errors.
- **Behavioral Data Insights & Streamlined Delivery:** Developed comprehensive analytics dashboards by mapping cross-platform user behavior, and visualizing key metrics. Delivered near real-time insights into user segmentation, feature adoption rates, and workflow inefficiencies, contributing to a 28% faster feature time-to-market and a 32% reduction in development cycle duration.

• Harvard Business School, Boston, MA, USA   *January 2020 – October 2020*
Research Associate with *Prof. Thomas Eisenmann (Arthur Rock Center for Entrepreneurship)*

- **Startup Failure Analysis & Key Insights:** Headed a groundbreaking research project for Professor Thomas Eisenmann's book on early startup failures. Analyzed quant and qual data from 470 early-stage startups, revealing critical success and failure factors.
- **High-Engagement Survey & Performance Drivers:** Crafted and administered a 60-item Qualtrics survey to over 2000 early-stage startup CEOs, using engagement strategies that boosted expected participation by 10%. Analysis of this expanded dataset uncovered core performance drivers, including fundraising efficiency, strategic pivot frequency, and clarity of financial projections.
- **Predictive Modeling & Data-Focused Strategies for Founders:** Conducted multinomial logistic regressions with gathered data, culminating in a predictive model with 69% accuracy. This framework highlighted the importance of strategic adaptability, targeted market strategies, and well-defined financial pathways.

• UCL School of Management, London, UK   *January 2016 – September 2019*
Research Associate (Organizational Psychology and Risky Decision Making)

- **Pioneering Creativity & Organizational Risk Research:** Initiated the first study on workplace creativity, cognitive biases, and risk willingness, conducting cognitive interventions on 536 participants and significantly advancing the field's understanding of organizational risk perception and management.
- **Advanced Experimental Techniques:** Employed advanced experimental protocols-leveraging Qualtrics, Amazon MTurk, and statistical techniques (mediation analysis, T-Tests, bootstrapping)-to explore risk evaluation processes and illuminate key factors in managerial decision-making.
- **Industry Leading Collaborations:** Teamed with over 50 executives to investigate risk-taking strategies, generating critical insights that shaped robust risk management frameworks and strengthened organizational readiness.

EDUCATION

• University College London, UK

- *Master of Science* in *Cognitive and Decision Sciences* (3.8 U.S. GPA)   *September 2016*

• University of Sheffield, UK

- *Bachelor of Science (Hons)* in *Psychology* (First-Class Honors / 4.0 U.S. GPA)   *June 2014*

LEADERSHIP & ENTREPRENEURSHIP

• **UCL Union StAR, University College London, UK**   *October 2015 – September 2016*
   Advanced Student Academic Representative (StAR)
   - **Championing Graduate Interests:** Advocated for the academic and administrative needs of 30 graduate classmates, creating a collaborative environment that significantly enhanced the overall academic experience.
   - **Recognized Leadership Excellence:** Earned the Advanced Certificate for StARs in recognition of outstanding leadership and advocacy skills, achieved through extensive training in assertiveness, public speaking, meeting facilitation, negotiating, and campaigning.

• **First Class Representative, The University of Sheffield, UK**   *September 2011 – June 2014*
   President of Class
   - **Bridged Student-Faculty Relations:** Elected President for 45 peers over three years, fostered a strong cooperative relationship between students and faculty, contributing to one of the highest grade averages in the department's history.
   - **Strengthening Communication and Mediation:** Facilitated effective communication across diverse groups, ensuring student concerns and ideas were actively addressed and integrated into tangible outcomes.

• **University of Sheffield Enterprise, Sheffield, UK**   *January 2013 – May 2013*
   Student Entrepreneur (Making Ideas Happen Project)
   - **Founded Sustainable Business Solutions:** Selected for a cross-disciplinary team to innovate sustainable business models, leading to the development of a groundbreaking bicycle lending program for the university campus.
   - **Award-Winning Business Plan:** Spearheaded the design and presentation of a business plan for the bicycle lending initiative, securing the top award for its creativity and potential impact.

VOLUNTEERING

• **Harvard Business School, Boston, MA, USA**   *March 2020 – June 2020*
   Online Learning Facilitator for *Prof. Brian Hall's module, Behavioral Approaches to Decision-Making*
   - **Fortified PhD Education Delivery:** Teamed up closely with HBS faculty to streamline the delivery of course material to around 20 PhD students, ensuring a high-quality learning experience.
   - **Innovative Remote Learning Leadership:** Steered the adoption of Zoom and Slack for remote education, overcoming the challenges of distance learning. This initiative preserved the engagement and dynamism of traditional classroom settings, maintaining a vibrant educational environment.

• **London Science Museum, London, UK**   *September 2016 – December 2016*
   Project Leader for *UCL's Institute of Cognitive Neuroscience Pocket Smile Residency*
   - **Cutting-Edge Cognitive Intervention Research:** Directed a team of 10 Masters students in a novel study to assess the impact of cognitive-based video game interventions on visitor happiness, showcasing pioneering research methods.
   - **Record-Breaking Engagement:** Drove the project to unparalleled success, recording a monthly engagement rate of 4,000 participants, the highest in the museum's Live Science projects, demonstrating exceptional project management and innovation.
   - **Data-Driven Intervention Analyses:** Engaged in rigorous Regression Analyses to correlate intervention data with established fMRI and EEG findings, enhancing the scientific understanding of cognitive interventions on well-being.

MILITARY SERVICE

• **Hellenic Army, Greece**   *November 2008 – June 2010*
   Military Police (Sergeant)
   - **NATO Transportation Operations:** Supervised convoy logistics throughout the Northern Greek region, ensuring secure, efficient coordination under strict compliance protocols for all NATO units.
   - **Field Supervision and Readiness:** Served on the European border and in Thessaloniki, ensuring the Army maintained peak appearance and performance during missions and high-pressure environments.

SKILLS & INTERESTS

• **Programming Languages:** Python, SQL, MATLAB, Java, C/C++
• **Data Tools:** Power BI, Snowflake, Amplitude, R, SPSS, STATA, Tableau, Google Analytics
• **UX Tools:** Qualtrics, SurveyMonkey, UserTesting, Optimal Workshop, Userlytics, Dovetail, UserPilot
• **Prototyping Tools:** Miro, Figma, Adobe XD
• **Languages:** English / Greek (Bilingual) • Spanish (Intermediate) • Italian (Beginner)
• **Interests:** Music (Multi-Instrumentalist) • Sports • Economics • Creativity • Neuroscience • Travelling