

Maxim Kachalich

Business Analyst · Management Accounting · FP&A

Novosibirsk, Russia · Remote · Open to international projects

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PROFESSIONAL SUMMARY

I am a business analyst and finance systems specialist working at the intersection of corporate finance, management accounting, data and business process automation.

In my current role, I analyse and design ERP, integration and data solutions for financial and operational processes. My work includes requirements management, data modelling, reconciliation, management reporting and decision-support systems.

As a self-employed finance consultant, I build management accounting systems, P&L, cash flow and balance sheet reporting, budgets, financial models and analytical tools for business owners and management teams.

Selected work is presented using anonymised or demonstration data. Employment references and supporting documents are available upon request.

EXPERIENCE

Business Analyst, First Category

November 2025 — Present

ERP, logistics and foreign trade company

- Business and system analysis for ERP, finance and logistics processes.
- Requirements development, business rules, acceptance criteria and UAT.
- Design of ERP, DWH, BI and integration solutions.
- Financial and operational data reconciliation.
- Development of analytical models using SQL, ClickHouse, MariaDB, Python and Power BI.

Management Accounting and FP&A Consultant

2025 — Present

Self-employed

- Management reporting: P&L, cash flow and management balance sheet.
- Budgeting, forecasting and plan-versus-actual analysis.
- Financial modelling and working capital analysis.
- Marketplace unit economics, inventory turnover and profitability analysis.
- Automation using Google Sheets, Apps Script, SQL, Python and APIs.
- Preparation of recommendations for business owners and management teams.

Product and Solution Analyst

May 2024 — October 2025

BookNTrack — independent SaaS project

- Designed a SaaS platform for computer clubs.
- Defined product domains, business processes, integrations and data architecture.
- Worked with PostgreSQL, ClickHouse, FastAPI, React, Docker and external APIs.
- Connected operational data with management analytics.

Project Manager and Business Analyst

February 2022 — June 2025

Computer club network

- Designed operational and management reporting.
- Documented AS-IS and TO-BE processes.
- Developed budgeting and forecasting models.
- Automated reporting with Google Sheets and Apps Script.
- Connected business objectives with processes, data and system requirements.

SELECTED PROJECTS

Project titles link to the detailed case studies on kachalich.ru (Russian).

Management Accounting and Marketplace Finance Platform

2026

Management Accounting · FP&A ANONYMISED DATA

A management reporting system combining P&L, cash flow, balance sheet, budgeting, marketplace economics and working capital analysis.

Result: Identified unproductive inventory, profitability gaps and financial drivers affecting margin and cash flow.

Python · SQL · Power BI · Google Sheets · Apps Script · Marketplace APIs

ERP and 1C Reconciliation Service

2026

Business Analysis · Finance Automation NDA-SAFE

A reconciliation system designed to identify differences between ERP and 1C financial records and display only transactions requiring investigation.

Result: Discrepancies, period-close blockers and exception owners became visible in a single management loop.

Python · FastAPI · React · OpenAPI · MariaDB · 1C

Client Margin and Lifecycle Analytics

2026

ERP · DWH · BI DEMO DATA

An analytical model connecting client activity, shipments, margin, service mix and operational events.

Result: Client risk became visible before margin loss, with a stated reason, an owner and a deadline for each signal.

ClickHouse · MariaDB · SQL · Power BI

Process Mining and Operational Efficiency

2025

Process Analytics DEMO DATA

Analysis of event logs, bottlenecks, repeated cycles and SLA risks with an assessment of their financial impact.

Result: Bottlenecks and rework loops were ranked by modelled financial effect into a prioritised action queue.

Process Mining · BPMN · SQL · Data Analysis

BookNTrack

2025

SaaS · Product Analytics DEMO DATA

A SaaS platform combining booking, payments, customer management, integrations and operational analytics for computer clubs.

Result: Club operations, self-service and analytics were brought into one product loop.

FastAPI · React · PostgreSQL · ClickHouse · Docker · REST API

SKILLS

Finance	Management accounting · P&L, cash flow and management balance sheet · Budgeting and forecasting · Plan-versus-actual analysis · Financial modelling · Unit economics · Working capital management · DIO, DSO and DPO analysis · Marketplace profitability
Business and System Analysis	Business requirements · Functional and non-functional requirements · AS-IS and TO-BE · Business rules · Use Cases and User Stories · BPMN and UML · Acceptance criteria · UAT · OpenAPI · Process modelling
Data and Analytics	SQL · Power BI · ClickHouse · PostgreSQL · MariaDB · Power Query · Data modelling · DWH and ELT · Data quality · Reconciliation
Development and Automation	Python and Pandas · Google Apps Script · FastAPI · React · REST API · Docker · Git · AI-assisted development

EDUCATION AND PROFESSIONAL DEVELOPMENT

Business and System Analysis

2025

School 21 (Sber education programme)

Advanced Accounting

September — December 2026

Saint Petersburg State University · Online course · in progress

Management Accounting

Professional development programme

English — professional working proficiency · Russian — native

ACHIEVEMENTS

- **Top 3 — Process Mining Hackathon by Sberbank** — Event log analysis, bottlenecks and target SLA compliance.
- **1st place — Business and System Analysis competition** — 2025
- **2nd place — School 21 tribe tournament** — Among 3,000+ participants, 2025

CONTACT

I am open to business analysis, management accounting, FP&A and finance transformation opportunities.

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Employment references, client references and supporting documents are available upon request. Public evidence is limited to published case studies, anonymised working screens, demonstration models and open repositories.