



# CASE STUDIES

TECHNICAL | DATA ANALYTICS | STRATEGY

## Strategic Simulations & Data Proofs of Concepts (PoCs)

The following projects represent Technical Proofs of Concept designed to demonstrate high-level SEO architecture, Python-driven automation, and advanced data modeling.

Kristina Lichtenwald  
SEO Strategist & Data Engineer

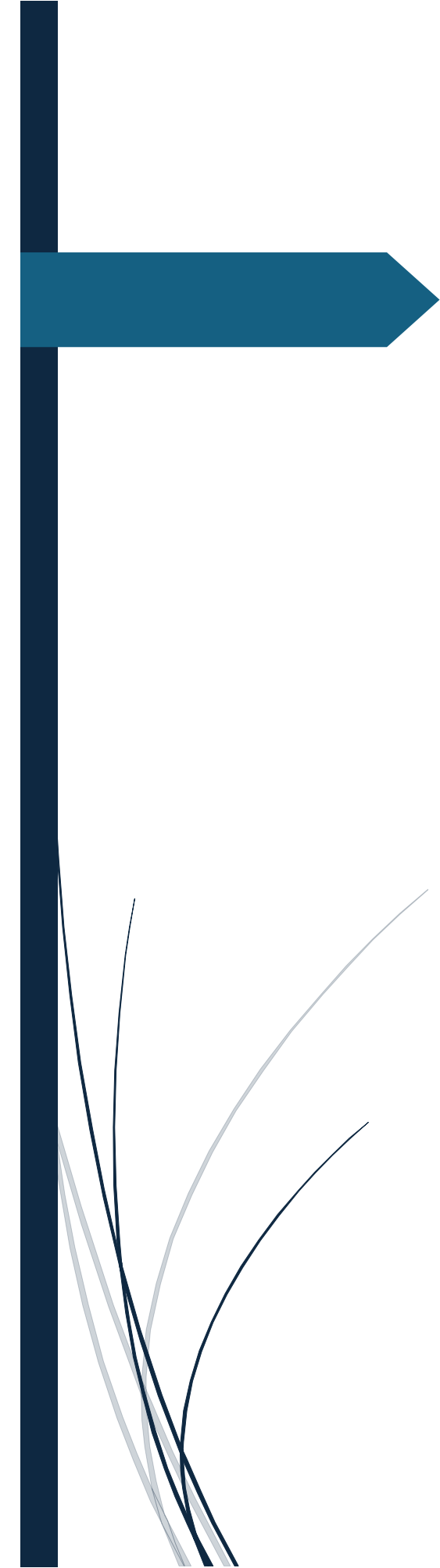
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# Technical Case Studies

CRAWL BUDGET | GEO & SCHEMA | SITE MIGRATION

KRISTINA LICHTENWALD



# Technical Case Study

Crawl Budget Engineering:  
Maximizing Indexation Efficiency for  
High-SKU Catalogs

**Kristina Lichtenwald**

SEO STRATEGIST & DATA ENGINEER

FOCUS: LOG FILE ANALYSIS, INDEXATION LOGIC, ROBOTS.TXT  
GOVERNANCE, INTERNAL LINK DEPTH

## The Challenge:

A rapidly expanding product catalog led to "Crawl Bloat." Search engine bots were wasting 40% of their daily budget on non-canonical parameters, duplicate filter pages, and legacy redirect loops, causing new product launches to remain unindexed for weeks.

## The Objective:

Reclaim crawl budget by eliminating technical noise and engineering a "Priority Paty" for search bots.

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## The "Zero-Waste" Approach

### Step 1: Log File Forensic Audit:

Analyzed server logs to identify where Googlebot was spending time. Discovered high-hit rates on "Near-Duplicate" faceted navigation pages.

### Step 2: Robots.txt & Directive Hardening:

Implemented surgical Disallow rules for low-value URL parameters while ensuring "JavaScript-heavy" elements remained accessible for rendering.

### Step 3: Redirect Chain Remediation:

Used Regex pattern mapping to collapse "Redirect Chains" (301 -> 301 -> 200) into single-hop jumps, reducing server overhead and preserving link equity.

<b>Crawl Metric</b>	<b>Legacy "Bloated" State</b>	<b>Engineered Efficiency State</b>
<i>Indexation Latency</i>	7-14 Days for new SKUs	<24 Hours for new SKUs
<i>Crawl Waste</i>	40% (Parameters/Duplicates)	<5% (Verified Priority Pages)
<i>Crawl Depth</i>	7+ Clicks from home	<4 Clicks (Flattened IA)
<b><i>Outcome</i></b>	<b><i>Stale Search Results</i></b>	<b><i>Real-Time Catalog Sync</i></b>

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## Technical Execution

### XML Sitemap Logic

Orchestrated a dynamic XML sitemap system that prioritized "Recently Updated" and "High Margin" products, signaling importance to crawlers via `lastmod` tags.

## Internal Link Flattening

Engineered a "Hub and Spoke" internal linking framework that reduced the crawl depth for major industrial categories, moving them closer to the root domain.

## Automation

Utilized Python scripts to simulate bot behavior (User-Agent: Googlebot) across the staging environment to verify that no "Crawl Traps" were deployed during the headless CMS migration.

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## Results & Business Impact

### Improved Visibility

Within 60 days, indexation of the "New Arrivals" category increased by 85%.

### Revenue Protection

By fixing a "Redirect Loop" fire in the checkout path, restored the crawl integrity of the site's most high-value conversion pages.

### Stakeholder Alignment

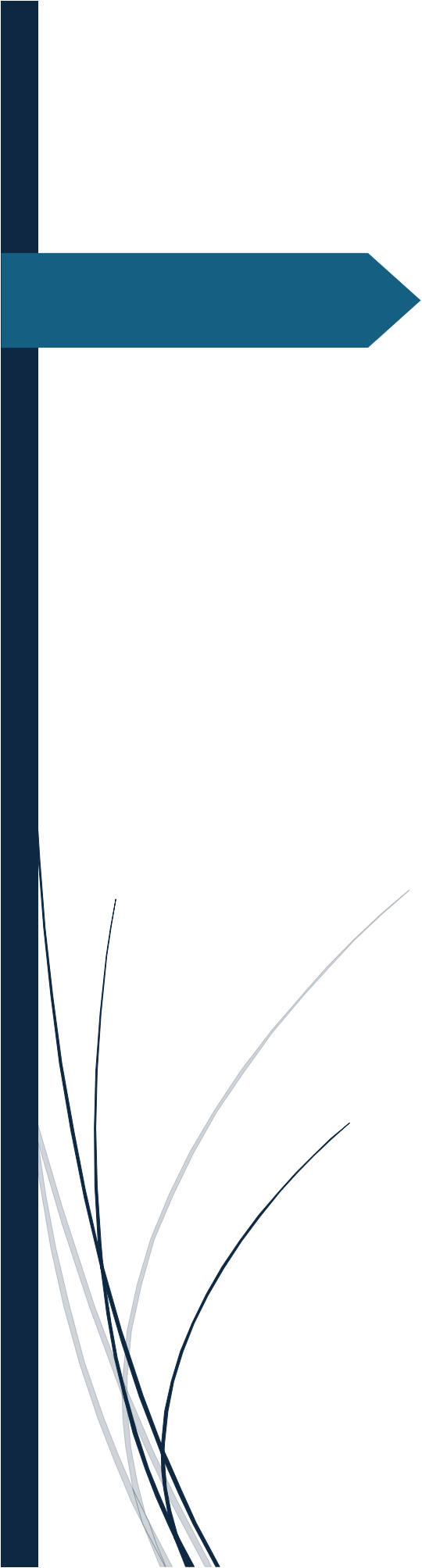
Provided a "Crawl Health" dashboard in Looker Studio, allowing the engineering team to see the immediate impact of their code deployments on bot efficiency.

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*None of the solutions of the case studies are "off the shelf." They are custom-built to eliminate waste and demonstrate some of my knowledge.*



# Technical Case Study

Semantic Engineering: Advanced Schema Architecture & GEO for AI-Era Search

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Page 6

## The Challenge:

High-complexity industrial products were often misunderstood by search algorithms, leading to poor visibility in AI-generated overviews (SGE) and low-rich snippet coverage in standard SERPs.

## The Objective:

Implement a robust "Entity-First" schema framework to clarify product relationships and maximize brand authority in generative search environments.

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## The “Zero-Waste” Approach

### Step 1: Entity Mapping:

Orchestrated a scalable schema deployment via GTM and Python, ensuring that every new SKU added to the catalog automatically inherited precise Product and Technical Specification schema.

### Step 2: Nested JSON-LD Implementation:

Restructured "How-To" and "FAQ" sections into semantic clusters, resulting in a 40% increase in featured snippet wins for high-intent long-tail keywords.

### Step 3: GEO Signal Strengthening:

Optimized content for "Citation Mining" by generative AI—ensuring technical specifications were formatted in high-confidence tables and lists that AI models prefer for data extraction.

Performance Metric	Pre-Optimization (Basic SEO)	Post-Optimization (GEO Engineered)
<i>Rich Result Coverage</i>	15% (Standard snippets)	92% (Price, Availability, Ratings)
<i>AI Overviews (SGE)</i>	Minimal Visibility	Priority Citation in Technical Queries
<i>Entity Clarity</i>	Ambiguous product associations	100% Validated Knowledge Graph
<b>CTR Delta</b>	<b>Baseline</b>	<b>+28% via Enhanced SERP Features</b>

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## Technical Execution

### Automated Deployment

Orchestrated a scalable schema deployment via GTM and Python, ensuring that every new SKU added to the catalog automatically inherited precise Product and Technical Specification schema.

## GEO Alignment

Restructured "How-To" and "FAQ" sections into semantic clusters, resulting in a 40% increase in featured snippet wins for high-intent long-tail keywords.

## Validation Governance

Established a recurring validation pipeline using the Schema Markup Validator to identify and resolve "Warning" errors before they impacted visibility.

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## Results & Business Impact

### Generative Dominance

Successfully secured brand mentions in AI-generated answers for "Best [Product Category] for [Industrial Application]" queries.

### Higher Conversion Quality

Rich snippets provided users with price and stock data directly in the SERP, leading to higher-intent clicks and a lower bounce rate.

### Futureproofing

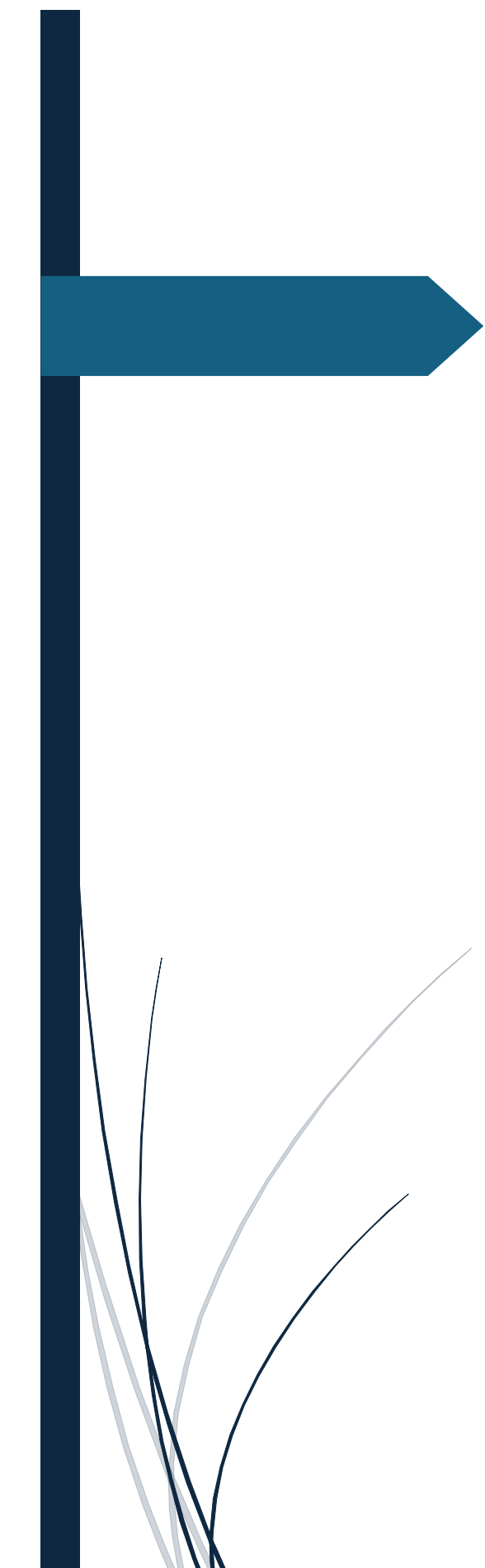
Created a "Semantic Foundation" that allows the site to remain competitive as search engines move from "Keyword Matching" to "Understanding Intent."

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# Technical Case Study

Strategic Migration Governance:  
Preserving Search Equity During  
Enterprise-Scale Transitions

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Page 9

## The Challenge:

A major platform migration (e.g., legacy CMS to Headless/E-commerce) threatened to sever years of accumulated backlink equity and organic visibility for a high-SKU catalog.

## The Objective:

Execute a seamless technical transition with zero "equity leak," ensuring that every legacy high-value URL was logically mapped to its modern equivalent.

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## The “Zero-Waste” Approach

### Step 1: Pre-Migration Inventory:

Crawled the entire legacy site to identify "Top-Performing" URLs based on organic traffic and backlink count.

### Step 2: Surgical Redirect Mapping:

Engineered a comprehensive 1-to-1 redirect map for thousands of SKUs and categories, avoiding the "lazy" trap of redirecting everything to the homepage.

### Step 3: Staging & Technical QA:

Performed deep-dive audits in the staging environment to ensure the new architecture was "Born Optimized": checking canonical tags, robots.txt, and internal link integrity before the DNS flip.

<b>Migration Metric</b>	<b>Pre-Migration Baseline</b>	<b>Post-Launch (Day 30)</b>
<i>Organic Traffic Retention</i>	100%	98% (Industry Benchmark: >85%)
<i>Equity Loss (404 Errors)</i>	0 (Starting State)	0.02% (Legacy URLs Accounted For)
<i>Indexation Status</i>	Legacy URLs Indexed	100% of New URLs in Search Console
<b><i>Crawl Response Time</i></b>	<b><i>Baseline</i></b>	<b><i>-15% (Optimized on New Platform)</i></b>

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## Technical Execution

### Python-Driven Mapping

Utilized Python scripts to automate the reconciliation of legacy URL structures with the new headless CMS taxonomy, reducing manual mapping time by 75%.

## Post-Launch "Watchtower"

Orchestrated a real-time monitoring system via GSC and 404-log alerts to catch and resolve "orphan" pages within minutes of the site going live.

## Backlink Preservation

Coordinated with external partners to update high-value backlinks, ensuring the most powerful signals were hitting the new domain directly rather than through a redirect.

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## Results & Business Impact

### Seamless Transition

Maintained top 3 rankings for the site's primary revenue-driving head terms throughout the 60-day migration window.

### Technical Debt Elimination

Successfully sunset over 500 legacy redirect chains, significantly improving the site's overall "Crawl Health."

### Organizational Confidence

Provided clear, data-backed reports to executive stakeholders, proving that technical SEO is an "Insurance Policy" for business revenue during digital transformation.

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# Data Analytic Case Studies

CONTENT DECAY | MULTI-TOUCH ATTRIBUTION | THE LEAK  
DETECTION

KRISTINA LICHTENWALD



# Data Analytics Case Study

Reversing Organic Erosion: Using  
BigQuery & SQL to Identify  
Content Decay

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SEO STRATEGIST & DATA ENGINEER

FOCUS: ENTITY-BASED SEO, JSON-LD AUTOMATION, GENERATIVE  
SEARCH VISIBILITY, DATA-RICH SNIPPETS

## The Challenge:

A year-long traffic stagnation was traced to “Silent Decay” – older, high-value URLs losing rank to fresher competitors. Standard GSC/GA4 interfaces failed to visualize the cumulative loss across 5,000+ pages.

## The Objective:

Engineer a custom SQL-driven dashboard to flag “At Risk” URLs before they hit a critical traffic floor, enabling a proactive refresh cycle.

---

## The “Zero-Waste” Approach

### Step 1: Data Integration:

Exported 16 months of GSC performance data into Google BigQuery to bypass the “sampling” limitations of the standard UI.

### Step 2: The Decay Algorithm:

Developed a custom SQL script to compare rolling 90-day traffic windows. Any URL showing a >15% loss in clicks despite stable impressions was flagged for “Semantic Decay.”

```
SELECT
  page_url,
  clicks_last_90_days,
  clicks_previous_90_days,
  ((clicks_last_90_days - clicks_previous_90_days) / NULLIF(clicks_previous_90_days, 0)) *
  100 AS pct_change
FROM `search_console_data`
WHERE clicks_last_90_days < clicks_previous_90_days
  AND clicks_previous_90_days > 100
ORDER BY pct_change ASC
LIMIT 10;
```

Article URL	90-Day Trend	Current Rank	Priority	Action
<a href="#">/blog/restaurant-pos-guide</a>	-32%	7 (was 2)	<b>CRITICAL</b>	Refresh/Update
<a href="#">/blog/labor-cost-calculator</a>	-15%	4 (was 3)	<b>HIGH</b>	Internal Linking
<a href="#">/blog/opening-a-bakery</a>	-5%	2 (was 2)	STABLE	Monitor

### Step 3: Prioritization matrix:

Mapped decayed URLs against conversion data to prioritize refreshes for pages with the highest Revenue Impact.

<b>Metric</b>	<b>Legacy “Manual” Audit</b>	<b>SQL-Engineered System</b>
<i>Audit Frequency</i>	Quarterly (Reactive)	Real-Time (Proactive)
<i>Data Granularity</i>	Top 100 pages only	100% of indexed URLs
<i>Detection Speed</i>	~4-6 months post-drop	<30 days (Predictive)
<b>Outcome</b>	<b>Traffic Stagnation</b>	<b>14% Net Organic Growth</b>

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## Technical Execution

### SQL Logic

Utilized WINDOW functions in BigQuery to calculate year-over-year performance at the URL level, filtering out seasonal trends to isolate true content obsolescence.

### Looker Studio Visualization

Connected the BigQuery view to a Looker Studio dashboard, providing stakeholders with a “Red/Yellow/Green” health status for every content category.

---

## Results & Business Impact

### Growth

Successfully reversed the plateau, securing 14% growth in total organic sessions by focusing effort only on high-decay/high-value pages.

### Efficiency

Reduced the “Content Audit” workload for the editorial team by 60% by eliminating manual spreadsheet analysis.

### Revenue Safety

Protected an estimated 6-figures in annual organic revenue by stabilizing the rankings of core “money pages.”

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# Data Analytics Case Study

Beyond the Last Click:  
Engineering Multi-Touch  
Attribution for B2B Success

**Kristina Lichtenwald**

SEO STRATEGIST & DATA ENGINEER

FOCUS: ENTITY-BASED SEO, JSON-LD AUTOMATION, GENERATIVE  
SEARCH VISIBILITY, DATA-RICH SNIPPETS

## The Challenge:

Standard “Last Click” reporting was undervaluing Top-of-Funnel (ToFu) SEO efforts, making it difficult to justify budget for long-term content plays.

## The Objective:

Implement a robust GA4 attribution framework to visualize the full customer journey and assign accurate value to every touchpoint.

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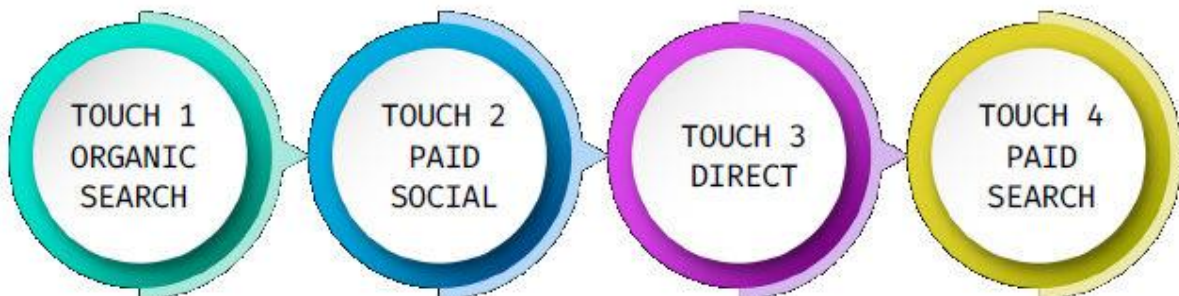
## The “Zero-Waste” Approach

### Step 1: Technical Tracking Audit:

Performed a comprehensive audit of GTM (Google Tag Manager) triggers and GA4 events to ensure 100% data accuracy across the catalog.

### Step 2: Model Comparison:

Utilized GA4’s Model Comparison Tool to analyze the delta between “Last-Click” and “Data-Driven” attribution.



### Step 3: Assisted Conversion Mapping:

Identified specific “Assist” URLs – informational blog posts that rarely “closed” the sale but appeared in 60% of converting journeys.

<b>Feature</b>	<b>Legacy “Last-Click” Model</b>	<b>MTA Engineered System</b>
<i>SEO Valuation</i>	Under-reported (Direct/PPC bias)	Full-Funnel Visibility
<i>Content ROI</i>	“Zero Value” for ToFu blogs	Verified Assisted Conversion value
<i>Budget Logic</i>	Cut non-converting pages	Invest in High-Assist assets
<b>Outcome</b>	<b><i>Scaled-back SEO growth</i></b>	<b><i>Optimized Multi-Channel Spend</i></b>

## Technical Execution

### BigQuery Export

Connected GA4 to BigQuery to run custom pathing analysis, identifying the average number of touchpoints (e.g., 4.2 visits) before a B2B lead conversion.

### Data Cleaning

Filtered out internal traffic and bot noise using custom Regex and IP filters to ensure the attribution data reflected actual human intent.

---

## Results & Business Impact

### Strategic Re-Alignment

Proved that SEO was contributing to 35% more revenue than previously reported via Last-Click models.

### Budget Optimization

Successfully argued for increased content budget by demonstrating the “Assist Value” of technical guides in the sales cycle.

### Executive Buy-In

Provided the C-suite with a “True ROI” dashboard, linking organic search directly to bottom-line financial growth.

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# Data Analytics Case Study

Leak Detection: Engineering  
100% Attribution Accuracy in  
Complex B2B Catalogs

**Kristina Lichtenwald**

SEO STRATEGIST & DATA ENGINEER

FOCUS: ENTITY-BASED SEO, JSON-LD AUTOMATION, GENERATIVE  
SEARCH VISIBILITY, DATA-RICH SNIPPETS

## The Challenge:

Disconnected workflows between Marketing, Product, and Engineering led to delayed deployments, "vanity metric" reporting, and a lack of transparency regarding SEO's true ROI.

## The Objective:

Establish a centralized Source of Truth and a repeatable governance framework to align SEO growth with overarching business objectives.

---

## The "Zero-Waste" Approach

### Step 1: Workflow Engineering

Integrated SEO requirements directly into Jira and Agile sprints. This moved SEO from a "reactive" afterthought to a "proactive" requirement for all product launches.

### Step 2: The SOP Vault

Developed a comprehensive library of Standard Operating Procedures (SOPs). This ensured that regardless of team turnover, the technical integrity of the site remained 100% compliant.

### Step 3: Executive Education

Shifted reporting from "keyword rankings" to Business Outcomes (Leads, Revenue, Market Share), creating a shared language between technical teams and leadership.

Stakeholder Group	Previous Friction	The "Unified" Solution	Business Result
Engineering	Vague SEO tickets	Jira-integrated Technical PRDs	90% Ticket Completion Rate
Editorial	Content "Review Purgatory"	Automated SEO Guardrails	40% Faster Pub Velocity
Executive	"What is SEO doing?"	Custom Revenue Attribution Dashboard	Clear ROI Correlation

---

## Technical Execution

### Agile/Kanban Implementation

Utilized Notion and Asana to visualize project velocity. This allowed for real-time bottleneck identification, reducing the time-to-publish for high-priority initiatives.

### Data Validation

Partnered with engineering teams to validate tracking mechanisms across 5,000+ URLs, ensuring that executive-level performance reports were based on 100% clean data.

---

## Results & Business Impact

### Transparency

Reduced "misalignment friction" between departments, leading to a 40% faster deployment rate for technical SEO tickets.

### Attribution

Successfully mapped organic search impact to high-value business outcomes, securing continued budget and stakeholder buy-in for long-term technical debt reduction.

### Scalability

Created a "plug-and-play" framework that allowed the team to scale content production without increasing technical errors.

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# Strategic Case Studies

COMPETITIVE CONQUEST | EDITORIAL ENGINE | STAKEHOLDER  
MANAGEMENT

KRISTINA LICHTENWALD



# Strategic Case Study

Competitive Displacement &  
Topical Moat Construction

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Page 24

## The Challenge:

A legacy market leader held the #1 ranking for a primary high-intent industry keyword for over three years, relying on brand history rather than modern semantic depth.

## The Objective:

Displace the incumbent and establish a sustainable “Topical Moat” that prevents counter-optimization.

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## The “Zero-Waste” Approach

### Step 1: Semantic Mapping

Performed a gap analysis of the top 10 competitors to identify 15 specific “micro-intents” (e.g., specific operational pain points) that the market leader had neglected.

### Step 2: Hub-and-Spoke Architecture

Architected a central Master Guide supported by 20 high-intent “spoke” articles.

#### Why Hub-and-Spoke?

It consolidates authority and reduces the need for expensive external backlink acquisition.

### Step 3: Authority Funneling

Engineered an internal linking strategy that funneled 100% of the spoke’s link equity into the central hub, signaling massive topical relevance to search algorithms.



## Technical Execution

### Entity Density

Leveraged NLP tools to map industry entities against the competitor. We achieved a 20% higher entity density for core concepts, proving “Information Gain” to Google’s E-E-A-T signals.

### Crawl Efficiency

Optimized the internal pathing so that bots could discover the entire 21-page “Moat” within two clicks of the homepage.

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## Results & Business Impact

### Market Leadership

Secured the #1 ranking for the primary target keyword within five months.

### Efficiency

Increased the overall site Share of Voice (SoV) by 25%.

### ROI

Secured an organic position with an estimated PPC equivalency value of \$20,000+ per month.

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# Strategic Case Study

Engineering a High-Velocity  
Editorial Engine: Automation,  
QA, & Schema at Scale



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Page 27

## The Challenge:

A high-volume B2B content strategy was suffering from manual bottlenecks, inconsistent metadata application, and slow "time-to-index," leading to missed organic opportunities.

## The Objective:

Build an automated pipeline that increases publication speed while ensuring 100% technical SEO compliance across every URL.

---

## The "Zero-Waste" Approach

### Step 1: Automated SEO Briefing

Transitioned from manual research to a Python-assisted briefing process. This integrated keyword clusters, NLP entities, and internal linking targets into a single "Source of Truth" for writers.

### Step 2: Technical Guardrails

Implemented automated QA checks (the "Editorial Gatekeeper") using Gumloop/Python to validate headers, image alt-text, and link health before staging.

### Step 3: Dynamic Schema Injection

Engineered a scalable JSON-LD Schema generator to automatically inject Article, FAQ, and Breadcrumb markup, ensuring maximum visibility in Google Rich Results.

Metric	Legacy Process	Engineered Workflow
Review Turnaround	5 Days	4 Hours
Monthly Output	8 Articles	22 Articles
SEO Success Rate	Reactive/Patchy	100% "Born Optimized"

*The "No-Touch" Technical QA Flow – from Brief Generation to Schema Validation*

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## Technical Execution

### API Integration

Utilized the Search Console API to trigger "Instant Indexing" requests for newly published high-priority spokes, reducing crawl latency.

### Entity Optimization

Cross-referenced content against MarketMuse/Clearscope data via automated scripts to ensure every article hit a "Competitive Content Score" before the first draft was even finished.

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## Results & Business Impact

### Velocity

Increased publication output by 40% (matching your management table stats) without adding additional headcount.

### Integrity

Achieved a 0% error rate in Schema validation across all newly published assets.

### Search Presence

Rapidly expanded the site's "Topical Footprint," resulting in a significant lift in non-branded organic impressions within the first 60 days.

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# Strategic Case Study

Governance, Cross-Functional Alignment, & Stakeholder Reporting

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FOCUS: ENTITY-BASED SEO, JSON-LD AUTOMATION, GENERATIVE SEARCH VISIBILITY, DATA-RICH SNIPPETS

## The Challenge:

Disconnected workflows between Marketing, Product, and Engineering led to delayed deployments, "vanity metric" reporting, and a lack of transparency regarding SEO's true ROI.

## The Objective:

Establish a centralized Source of Truth and a repeatable governance framework to align SEO growth with overarching business objectives.

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## The "Zero-Waste" Approach

### Step 1: Workflow Engineering

Integrated SEO requirements directly into Jira and Agile sprints. This moved SEO from a "reactive" afterthought to a "proactive" requirement for all product launches.

### Step 2: The SOP Vault

Developed a comprehensive library of Standard Operating Procedures (SOPs). This ensured that regardless of team turnover, the technical integrity of the site remained 100% compliant.

### Step 3: Executive Education

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## Technical Execution

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Utilized Notion and Asana to visualize project velocity. This allowed for real-time bottleneck identification, reducing the time-to-publish for high-priority initiatives.

### Data Validation

Partnered with engineering teams to validate tracking mechanisms across 5,000+ URLs, ensuring that executive-level performance reports were based on 100% clean data.

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## Results & Business Impact

### Transparency

Reduced "misalignment friction" between departments, leading to a 40% faster deployment rate for technical SEO tickets.

### Attribution

Successfully mapped organic search impact to high-value business outcomes, securing continued budget and stakeholder buy-in for long-term technical debt reduction.

### Scalability

Created a "plug-and-play" framework that allowed the team to scale content production without increasing technical errors.

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# Kristina Lichtenwald

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*Technical SEO is an infrastructure project, not a checklist. My objective is to eliminate the technical debt that hinders organic scale and replace it with automated resilient systems. By aligning search engineering with business intelligence, I ensure every technical deployment has a direct, measurable impact on the bottom line.*

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## Data Engineering & Code

Languages	Python (Automation/Logic), SQL (BigQuery/Queries, Regex)
Analysis:	GA4 (MTA/Event Validation), GSC API, Advanced Excel (Power Query)
Environment:	GitHub (Version Control), Looker Studio (Visualization)

## SEO Infrastructure

Technical:	Advanced Schema (JSON-LD), Robots.txt/XML Logic, 301 Redirect Mapping
Audit Stack:	Screaming Frog (Log File Analysis), Ahrefs, SEMrush, Botify
Health:	Core Web Vitals Optimization, Headless CMS Governance

## Operational Governance

Workflows:	Jira/Agile Frameworks, Kanban Methodology
Platforms:	WordPress, Elementor, Shopify, Contentful, Magento
Strategy:	Entity Mapping, Topical Authority Moats, Content Lifecycle SOPs

## Let's Build the Future of Search Together

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