

Khodr Kurdi

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Professional Summary

Business and Data Analyst with proven experience in business intelligence, data analysis, and process improvement. Skilled at bridging business needs and technical solutions by leveraging Power BI, Tableau, SQL, Python, and Excel. Strong track record in dashboard development, reporting automation, sales analysis, and stakeholder management. Adept at translating data into actionable insights that drive revenue growth, improve operational efficiency, and support strategic decisions.

Core Skills

- Analytics & Visualization: Power BI, Tableau, Excel (Advanced), Google Analytics
- Data Management & Programming: SQL (MySQL), Python (Intermediate), R
- Business & BI Tools: Microsoft Dynamics NAV, HubSpot, Google Workspace, Microsoft Office
- Business Analysis: Requirements Gathering, Process Improvement, Reporting Automation, Sales Optimization
- Soft Skills: Data Storytelling, Stakeholder Engagement, Problem Solving, Communication
- Languages: Arabic (Native), English (Fluent), German (Basic)

Professional Experience

Business Development Analyst

Toothpick, Lebanon | Nov 2023 – Present

- Improved operational efficiency through analytics reports, process evaluations, and data-driven recommendations.
- Designed and deployed interactive Power BI dashboards, enabling stakeholders to monitor KPIs and make faster strategic decisions.
- Boosted sales performance by conducting offer optimization and product trend analysis, resulting in measurable growth.

Microsoft Presales Specialist

CCI (ICT Innovations), Lebanon | Jun 2021 – Sep 2022

- Analyzed client requirements and prepared accurate license pricing and competitive quotations for Microsoft solutions.
- Managed ECIF trackers and fulfillment processes, ensuring accurate project delivery and order completion.

- Partnered with account managers to address client inquiries, negotiate discounts, and provide tailored solutions.
- Streamlined communication across teams and suppliers, cutting lead times and enhancing customer satisfaction.

Sales Analyst Trainee

Jubaili Agrotec, Lebanon | Mar 2021 – Jun 2021

- Prepared sales forecast reports in alignment with supply chain operations.
- Transformed raw sales data into Power BI dashboards, improving decision-making and performance tracking.
- Wrote efficient SQL queries to optimize data retrieval, ensuring timely and accurate sales insights.

Education

American University of Beirut – Beirut, Lebanon

MSc in Business Analytics (Expected Jun 2026)

Rafik Hariri University – Meshref, Lebanon

BBA in Business Information Technology Management (Graduated Jul 2020)

Certifications & Courses

- Intermediate Python – DataCamp (Jan 2025)
- Business Intelligence Analyst Course – Udemy (Sep 2023)
- Visual Analytics with Tableau – Coursera (Jun 2023)
- Essential Design Principles for Tableau – Coursera (May 2023)
- Fundamentals of Visualization with Tableau – Coursera (Mar 2023)
- Excel Skills for Business (Essentials & Intermediate) – Coursera (Jul 2021)