

KHODR KURDI

| Business Analyst |

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PROFESSIONAL SUMMARY

Results-driven Data Analyst and Business Analyst with 3+ years of experience translating complex datasets into actionable business insights. Demonstrated expertise in dashboard development (Power BI, Tableau), SQL-based data extraction, Python analytics, and stakeholder reporting. I possess hands-on experience in KPI design, sales performance analysis, process optimization, and data-driven decision-making across healthcare and e-commerce sectors. Proven ability to own end-to-end analytics workflows — from data cleaning and modeling to executive-level presentations.

CORE COMPETENCIES

BI & Visualization: Power BI, Tableau, Google Data Studio, Excel (Advanced), Pivot Tables, Charts

Data & Programming: SQL (MySQL), Python (pandas, NumPy, Matplotlib, Seaborn, Plotly, Streamlit), R

Business Analysis: Requirements Gathering, Process Improvement, Reporting Automation, Stakeholder Management

Tools & Platforms: Microsoft Dynamics NAV, HubSpot CRM, Google Workspace, Jupyter Notebook, Google Colab

Soft Skills: Data Storytelling, Cross-functional Collaboration, Problem Solving, Executive Presentations

Languages: Arabic (Native), English (Fluent)

PROFESSIONAL EXPERIENCE

Business Development Analyst

Nov 2023 – Present

Toothpick | Beirut, Lebanon

- Built and maintained interactive Power BI dashboards tracking revenue KPIs, order trends, and clinic-level sales performance, enabling faster strategic decisions across commercial and operations teams.
- Conducted end-to-end sales analysis in Python (pandas) across multi-month datasets covering 2,000+ clinic accounts, delivering LTV modeling, behavioral profiling, and cohort-level retention insights.
- Led product performance analysis comparing top-ranked SKUs against account manager selections, producing data-driven Word reports that informed commercial strategy and product prioritization.
- Performed offer optimization and product trend analysis, identifying revenue growth opportunities and supporting account managers with data-backed recommendations.
- Streamlined operational reporting workflows through process evaluation and analytics automation, improving efficiency and data accuracy across the business intelligence function.

Microsoft Presales Specialist

Jun 2021 – Sep 2022

CCI (ICT Innovations) | Beirut, Lebanon

- Analyzed client requirements and produced accurate Microsoft license pricing and competitive quotations, directly supporting a high win-rate on enterprise deals.
- Managed ECIF (Engineering, Co-Investment Fund) trackers and order fulfillment pipelines, ensuring on-time project delivery and complete audit trails.
- Collaborated with 6+ account managers to resolve client inquiries, negotiate pricing, and tailor solutions to technical and business requirements.
- Streamlined cross-team and supplier communication workflows, reducing lead times and improving customer satisfaction scores.

Sales Analyst Trainee

Mar 2021 – Jun 2021

Jubaili Agrotec | Saida, Lebanon

- Developed sales forecast reports aligned with supply chain operations, supporting inventory planning and demand forecasting cycles.
- Built Power BI dashboards from raw sales data to improve decision-making and performance tracking for the commercial team.
- Wrote optimized SQL queries to automate data retrieval and ensure accuracy of sales reporting pipelines.

EDUCATION

MSc in Business Analytics

May 2026

American University of Beirut (AUB) – Olayan School of Business | Beirut, Lebanon

BBA in Business Information Technology Management

July 2020

Rafik Hariri University | Meshref, Lebanon

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

- **Intermediate Python** — DataCamp (Jan 2025)
- **Business Intelligence Analyst** — 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)