

Ahmed Zaky

AI Automation Specialist

Business Intelligence | Power BI | PL-300 Certified

Dubai, UAE
+971 58 950 0552
ahmeddzaki@hotmail.com
linkedin.com/in/ahmed-zaky1
ahmed-zaky.com

PORTFOLIO

Nationality: **Egyptian** | Visa: **UAE Employment Visa (Transferable)**

PROFESSIONAL SUMMARY

BI analyst who builds AI automation that people can check. At SKM Air Conditioning, one of the UAE's largest HVAC manufacturers, built 10 AI automations for costing work, rebuilt an AI pricing tool around 446 automated tests, and cut a monthly management report from 3 to 4 days to under an hour. Introduced AI-assisted development to the department and handed the toolchain to IT, which now runs it. The rule behind all of it: AI reads and proposes, tested code does the math, and a person approves. MSc thesis applies machine learning and agentic AI to predicting late orders.

Live dashboards and an AI pricing demo: **ahmed-zaky.com**

CORE COMPETENCIES

AI Workflow Automation | Agentic AI & LLM Tools | AI Adoption & Enablement | Human-in-the-Loop Design | Python & Automated Testing | Use-Case Scoping & Requirements | Process Automation | Data Governance | Staff Training | Power BI & DAX | SQL | Microsoft Fabric

TECHNICAL SKILLS

AI & Automation	Claude Code, Claude Cowork, custom agent skills, Model Context Protocol (MCP) tool connections, Claude API, browser automation, Power Automate, Excel VBA
Programming & Data	Python (pytest), Git, SQL Server, MySQL, Microsoft Fabric, Infor LN ERP
BI	Power BI (Desktop, Service, paginated reports), DAX, Power Query M, Advanced Excel
Languages	Arabic (Native), English (Professional)

PROFESSIONAL EXPERIENCE

SKM Air Conditioning LLC

Sharjah, UAE

One of the UAE's largest HVAC manufacturers, serving commercial and industrial projects across the GCC.

Business Intelligence Analyst

Feb 2024 - Present

Strategic Planning & Cost Control (internal title: Business Analyst)

- Sole BI resource for the department, serving directors and managers across the business.
- Turned manual costing work into **10 AI automations**. They pull live ERP data, build Excel workbooks anyone can audit, and flag anything a person must confirm.
- Automated the monthly sales meeting report end to end with a scheduled AI workflow: data pull, checks, finished presentation. Prep time went from **3 to 4 days to under an hour**.
- Introduced AI-assisted Power BI development to the department. Tested the toolchain on live production models, cleared open questions with the tool's author, and handed it to IT, which now runs it. One report build went from **two weeks to three days**.
- Set up AI use for a non-technical team, covering account setup, use cases and data-handling rules, and wrote staff training on using AI tools well. Kept AI use inside company security rules: approved connectors, tools that run locally, and a person signing off every change.
- Built the company's first executive dashboard (**12 business areas**) and the shared production data model that every production report uses.

KEY PROJECTS IN THIS ROLE

Custom Unit Pricing Engine Pending IT deployment

- Rebuilt the AI tool that prices modified HVAC units from customer change requests. A review found **37 contradictions** in the method documents and showed the AI was handling about **70%** of fixed calculations unreliably.
- Moved every calculation into Python backed by **446 automated tests**, so AI only reads the request and proposes changes for a person to confirm. Closed a **~97K AED** material costing gap and wrote the handover pack for IT.

Report Documentation & Review Tool Live

- Built an internal tool that reads a full Power BI model and writes its documentation: measures, data lineage, table relationships, data preparation steps and a column dictionary.
- Wrote the **17 review rules** behind it, grading issues by severity, from weak table relationships to passwords left in data connections, so faults are caught before release.

Sales Performance Report Live

- Leadership had been reviewing data up to **5 days** old, assembled by hand over **3 to 4 days**. It now runs on live ERP data, and new views ship in hours.

Cost Engineer

Nov 2022 - Feb 2024

Strategic Planning & Cost Control

- Priced and estimated **100+** HVAC projects across the GCC, with project values from **USD 50K** to multi-million.
- Built cost models, cost breakdown structures and budgets, with variance and sensitivity analysis to find savings and support forecasts.
- Automated pricing and cost reporting in Excel VBA, cutting proposal turnaround by **30 to 40%** and reducing manual errors.

R&D Engineer

Jul 2022 - Nov 2022

Engineering and R&D

- Produced technical documentation and 3D models, and built an iLogic automation tool for drawing generation.

CERTIFICATIONS, TRAINING & AWARDS

PL-300

Microsoft Certified: Power BI Data Analyst Associate (PL-300)

Microsoft | 2025, valid to Sep 2027 | Credential ID 3C0CC0631A059C0E

Verify credential ↗

Neo4j

Neo4j & Generative AI Certification

Neo4j | 2026 | Timed exam: RAG, vector search, data modelling

Professional Development All 2026 unless noted

Microsoft & LinkedIn: Career Essentials in Generative AI (Professional Certificate); AI for Organizational Leaders / **Microsoft Learn:** Azure AI Fundamentals modules (AI concepts, NLP, computer vision, generative AI and agents, RAG) / **Google Cloud:** Introduction to Generative AI; Introduction to Large Language Models; Responsible AI / **OpenAI Academy:** Apply AI at Work pathway (AI Foundations, Agents and Workflows, Scope AI Solutions, AI Leadership) / **Anthropic Academy:** Building with the Claude API; Model Context Protocol (Intro and Advanced); Claude Code in Action; AI Fluency: Framework & Foundations / **Hugging Face:** AI Agents Fundamentals; Fundamentals of MCP / **IBM (Cognitive Class):** Machine Learning with Python / **MongoDB:** Building AI Agents with MongoDB (skill badge) / **LinkedIn Learning:** Requirements Elicitation and Analysis; Predictive Analytics: Data Mining; SQL: Data Reporting and Analysis (2024)

Awards

Employee of the Quarter, Q1 2025 | SKM Air Conditioning

EDUCATION

MSc Business Analytics (Part-time, in progress)

2025 - 2028

University of Sharjah, Sharjah, UAE

Thesis (proposal defended Nov 2026): Applying machine learning and agentic AI to predict late orders at order entry, rebuilding order-to-delivery timelines from millions of ERP records (SQL, Python, RapidMiner, LLM agent).

BEng Mechanical Engineering

2018 - 2022

University of Sharjah, Sharjah, UAE