

Ahmed Zaky

Business Intelligence Analyst

Power BI | SQL | Microsoft Fabric | PL-300 Certified

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PORTFOLIO

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

PROFESSIONAL SUMMARY

Business Intelligence Analyst with 4 years at SKM Air Conditioning, one of the UAE's largest HVAC manufacturers, the last 3 in BI. Builds Power BI reporting on ERP data, from the data model through to the executive dashboard. Built the company's first executive dashboard and a shared production data model that every production report now uses. Uses AI tools to build and test faster, which cut one report build from two weeks to three days. A cost engineering background means numbers get checked before they get published. MSc Business Analytics in progress.

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

CORE COMPETENCIES

Power BI Development | DAX & Power Query | SQL | Data Modelling (Star Schema) | Microsoft Fabric | Executive Dashboards & KPIs | Requirements Gathering | Data Governance & Documentation | Reporting Automation | Cost & Variance Analysis | Stakeholder Management | AI-Assisted Development

TECHNICAL SKILLS

BI & Visualisation	Power BI (Desktop, Service, row-level security, incremental refresh, paginated reports), DAX, Power Query M, custom visuals in DAX, Advanced Excel, Tableau (coursework)
Data	SQL Server, MySQL, Microsoft Fabric (Lakehouse, Warehouse, Direct Lake), Infor LN ERP, star schema modelling, Power Query ETL
Automation & AI	Python (pytest), Git, Power Automate, Excel VBA, Claude Code, scheduled AI workflows for recurring reports
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. Built and maintain **10+** Power BI dashboards and reports covering sales orders and invoicing, backlog, inventory, cost allocation and production.
- Built the company's first executive dashboard, giving senior leadership one view across **12 business areas**.
- Designed the production data model in SQL and Microsoft Fabric on ERP data. Every production report now uses it, so each metric is defined once.
- Automated the monthly sales meeting report from data pull to finished presentation. Prep time went from **3 to 4 days to under an hour**, checks included.
- 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.
- Set standard metric names, shared business definitions and auto-generated model documentation, ending conflicting numbers between departments.

KEY PROJECTS IN THIS ROLE

Sales Performance Report Live

- Tracks orders received and invoiced against the yearly plan. 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.

Inventory Risk Analysis Live

- Analysed **100,000+** inventory, financial and operational records in SQL and Power BI, classifying **1,000+** raw material items by age and risk, with an owner for every risk band.
- Flagged **26%** as high risk and surfaced **about 25M AED** of at-risk stock early enough to act, triggering corrective action across Procurement, Engineering and Planning.

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.

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