

DARWISH M. QANNAN

Data Analyst | Dashboards, portals and AI-assisted internal tools

darwishqannan@hotmail.com / darwishqannan.com / linkedin.com/in/darwishqannan / Riyadh, KSA

PROFESSIONAL SUMMARY

Data Analyst who builds dashboards, client portals and AI-assisted internal tools, with professional experience across government consulting, fintech, insurance and healthcare. At Ideal Innovation House (IIH), moved weekly management reporting from manual PowerPoint decks to a live dashboard, cutting about a working day of preparation to roughly 15 to 20 minutes, and built a delivery tracking system for a second government entity. Earlier, supervised a 30-person sales team at HALA and, in insurance, closed agreements with 23+ public sector entities. Preparing for the PMP exam, planned for Q4 2026.

PROFESSIONAL EXPERIENCE

Project Coordinator and Performance Analyst

Ideal Innovation House (IIH) / AI Consulting and Government Delivery / iih.ai

May 2026 - Present

- ▶ Moved the weekly management report for a government entity from manual PowerPoint decks to a live dashboard: about a minute to refresh, a few minutes to check, roughly 15 to 20 minutes to send or present, instead of a working day
- ▶ Designed the tracking workbook and a larger multi-view executive dashboard for a second government entity, presented to leadership every week
- ▶ Built HTML/JS performance dashboards giving senior management and client stakeholders real-time visibility of an AI solutions portfolio and 10+ team members
- ▶ Standardized delivery documentation for government engagements: shared folder structure across 9+ departments and unified document templates

Data and Team Performance Analyst

HALA Logistics [Fintech]

2024 - 2025

- ▶ Solely managed B2B team performance tracking, monitoring conversion rates, activity metrics, and pipeline health for the dedicated B2B division
- ▶ Maintained data integrity across Excel trackers and CRM platforms, ensuring accuracy of all reporting outputs
- ▶ Produced reports, profiling decks, and event-related analysis as requested by senior management

Business Development Supervisor

HALA Logistics [Fintech]

2022 - 2024

- ▶ Supervised a team of 30 Sales Developers, overseeing daily activity and performance reporting
- ▶ Produced daily KPI reports for a 30-member national team, distributed to team leads and C-level management
- ▶ Delivered 2 formal weekly reports: a team-level performance review presented to direct management, and a department-level report escalated to Senior Leadership
- ▶ Resolved escalated merchant and customer issues, maintaining service quality across fintech payment operations
- ▶ Analyzed sales metrics and market data to inform team strategy and optimize individual performance

Office and Sales Manager

World of Labs

2019 - 2022

- ▶ Managed client retention strategy and new business acquisition, growing the existing client base while maintaining loyalty programs
- ▶ Handled end-to-end deal closure: quotations, invoicing, contract management, and client communications in Arabic and English
- ▶ Organized and digitized company documentation and archiving systems

Insurance Underwriting Admin

DAAM Insurance Broker Company

2013 - 2019

- ▶ Closed insurance agreements with 23+ government ministries and public sector entities, building long-term institutional relationships
- ▶ Advanced from Sales to Underwriting Admin based on IFCE certification and trilingual proficiency (Arabic, English, Urdu)
- ▶ Monitored client satisfaction and resolved complex policy issues across all insurance lines

Insurance Sales Agent

Al Ahlia Cooperative Insurance Company

2011 - 2013

- Managed insurance product sales and client onboarding across individual and corporate segments

Resident Dentist

King Saud Medical Hospital (KSMH) / Al Shumaisi Hospital

2010 - 2011

- Provided clinical dental services including diagnostics, extractions, and root canal preparation; referred complex cases to specialists

INDEPENDENT PROJECTS

darwishqannan.com

Personal portfolio, designed and built independently

2026

- Nine live, interactive systems, designed and deployed end to end with fictional data: an operations platform with a client portal, and dashboards for sales, HR, PMO, team tracking and an AI solutions portfolio
- Spreadsheet Roast: a private in-browser health check that scores any Excel file and lists its data quality issues
- Meeting Cost Meter: a live calculator that shows what a meeting costs while it runs

CORE COMPETENCIES

Project Management: AI Project Delivery / BRD Lifecycle / Stakeholder Management / Government Consulting / Vision 2030 Alignment

Data and Analytics: Dashboard and Portal Development / Performance Reporting / KPI Tracking / Data Visualization / Excel (Advanced) / PowerPoint Storytelling

Tools and Platforms: Microsoft Office Suite / Google Workspace / CRM Systems / Firebase / GitHub / HTML/JS Dashboards / Chart.js

Soft Skills: Cross-functional Collaboration / Executive Communication / Process Optimization / Problem Solving / Leadership

Languages: Arabic (Native) / English (Professional) / Urdu (Conversational)

EDUCATION AND CERTIFICATIONS

- PMP (Project Management Professional) - In Progress, exam planned Q4 2026
- Google Project Management Certificate - Google / Coursera, 2024
- Google Advanced Data Analytics Certificate - Google / Coursera, 2024
- Google Data Analytics Certificate - Google / Coursera, 2024
- Digital Marketing Specialist - Simplilearn, 2021
- IFCE Certificate (Insurance) - SAMA / Saudi Central Bank, 2013
- Bachelor of Dental Surgery - Liaquat University of Medical and Health Sciences, 2008

REFERENCES

Available upon request.