

# Mohammed Jamal Al-Mutarreb

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## SUMMARY

Analyzing issues and making decisions with experience for over 10 years. Reliable and an enthusiast data analysis demonstrating a high level of initiative. Eager to apply hard earned skills and experience. Possessing an exceptional work ethic and a desire to go above and beyond to exceed expectations. Offering a knack for building productive working relationships. Successful in fast-paced, deadline-driven environments to manage goals and team development.

## TECH SKILLS

Spreadsheets, SQL, Data Visualization (Power BI, Tableau).

## TECH PROJECTS

### Zomato | 07/25 | Tripletten Project

Zomato is a multinational restaurant aggregator and food delivery company based in India. The customer segment analysis performed for them

- Analysed who their majority of customers are. It shows that the young, busy college students are the most customers. The outcomes were achieved by the amount of orders and who made these orders. This was a deep customer segment analysis.
- Analysed what percentage every group of customers contributes to the total revenue. This is performed by dividing customers by gender, age, educational qualifications, and marital status.
- Recommended simple and easy achievable recommendations to add more customers.

### Superstore | 05/18 | Tripletten Project

The SuperStore had hired us as a consultant to review the superstore's operations and increase its profitability to avoid bankruptcy. Sales and profits, products, and customers behaviours are the 3 analysis approaches to determine the root causes,

- Analysed sales, returns, and profits - Discovered that the majority of returns come from the west coast market region with the return rate of 2.97/3 and technology is the most returned category . Recommended the shorter return period and stopage of selling and 25% stocking fee .
- Calculated the return rates. The return rates of products, customers, and by state were calculated to identify the issues.
- Identified what returns cause to the total revenue. Returns at 27% of the total income.
- Recommended simple and easy achievable recommendations to add more customers and reduce returns.

## RELEVANT EXPERIENCE

**Tripletten | Apprenticeship | BIA | Online Bootcamp | Dec 2024 - current**

## EXPERIENCE

**Baldwin Mini Mart | Manager | 07/23 - Current | Pontiac, MI**

Local gas station and convenient store.

- Monitoring and reducing inventory waste by 20% by implementing an active stock monitoring system and optimizing orders cycle and vendor coordination.

- Increased customer traffic by 10% by monitoring and strategically gas prices to ensure competitiveness in the market and that's what kept the business busy.
- Achieved 99% system functionality by conducting testing of software and systems to ensure quality and reliability and that resulted with almost no system crashes.
- Resolved 97% of customer complaints by investigating any complaints from customers regarding pricing discrepancies or product quality issues and others by demonstrating strong customer service and conflict resolution skills..

#### **Al-Mutarreb Enterprises | Deputy CEO | 02/13 - Current | Sana'a - Yemen**

- Monitoring company's achievements and results.
- Improved organizational transparency and decision making by implementation of the company's governance and family constitution to guarantee longevity of the company.
- Cultivated and maintained positive working relationships with employees, executives, and other stakeholders.
- Expanded company's visibility across the MENA region by representing the company at JITEX and Gulf Food Dubai.
- Analysing financial reports and applying SWOT analysis

#### **Al-Mutarreb Food & FMCG | Executive Manager | 12/12 - 05/15 | Sana'a - Yemen**

- Leading the team on day-to-day process and achievements, handling communications with manufacturers and wholesalers.
- Analysing the company's financials.
- Collaborated with organizational leadership, including the board of directors to strategically affect the direction of the company.
- Developed sales plan, goals, strategies and objectives to achieve team goals and revenue objectives
- Built sales forecasts and schedules to reflect desired productivity targets.

## **EDUCATION**

#### **TripleTen Bootcamp | Business Intelligence Analysis | 12/24 - 07/25**

Spreadsheet Data Analysis, SQL, Business Analysis, Tableau, Power BI

#### **Limkokwing University | Bachelor of Science - Business and Information Technology | Cyberjaya - Malaysia.**