

DAVID AMBANI

Data Analyst/ Business Development

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SUMMARY

A dedicated and results-oriented Data Analyst with a strong background in Business Information Technology, possessing a proven track record of identifying and researching potential business opportunities, developing client relationships, and exceeding sales targets. Skilled in data analysis, client relationship management, and communication, seeking to leverage expertise to contribute to the success of institutions.

SKILLS

- Business Data Analysis & Visualization (Power BI, Tableau, Excel)
- Python for Data Science (Pandas, Numpy, Matplotlib, Seaborn)
- Data Cleaning & Pre-processing
- Marketing & Sales Data Insights
- Financial Behavior & Customer Pattern Analysis
- Dashboard Development & Reporting
- Data-Driven Strategy Design
- Communication with Non-Technical Team.
- Graphic design.

EXPERIENCE

Freelance Data Analyst

Various Clients | Remote | Present

- Analyzed bank loan, sales, and marketing data using SQL, Power BI, and Excel to extract insights that supported smarter business and financial decisions.
- Led data cleaning and pre-processing tasks, ensuring accuracy and consistency in datasets before any analysis or reporting vital for financial institutions.
- Developed interactive dashboards in Power BI that visualized trends in loan performance, sales growth, and customer behaviour, improving stakeholder decision-making.
- Identified risk patterns and opportunities through data, helping clients optimize lending strategies and improve customer outreach.
- Delivered actionable insights that contributed to improved efficiency, better targeting, and informed planning—value I aim to bring.

Founder & Operations @ Ambani Auto Rental

Oct 2024 – Present | Kakamega

- Founded and managed Ambani Auto Rentals, overseeing daily operations, marketing, and customer service to ensure smooth business processes and high customer satisfaction.
- Developed and executed expansion strategies, increasing the company's visibility and market presence in Western Kenya through innovative marketing and customer engagement.
- Built and maintained strong customer relationships, handled rental agreements, and negotiated terms to ensure client satisfaction and repeat business.
- Created and enforced rental policies, ensuring compliance with industry standards while safeguarding both business interests and customer rights.

- Led social media marketing campaigns across platforms, increasing brand awareness, customer engagement, and online bookings through targeted advertising.

Graphic Designer | Data Analyst | Freelance

Present | Kakamega

- Designed eye catching poster for business promotion, events, and digital market campaigns
- Applied branding principle to deliver consistent visual identity across all platform
- Develop layouts that enhanced the message clarity and visuals.
- Developed and maintained relationships with prospective clients, partners, and stakeholders.

Business Intelligence | Tuijenge Agency

Dec 2022 – Oct 2024 |

- Analysed and researched potential business opportunities in target markets, providing valuable insights to support strategic decision-making.
- Developed and maintained relationships with prospective clients, partners, and stakeholders, ensuring a strong network of contacts.
- Effectively pitched products and services to potential clients, communicating value proposition and generating new business leads.
- Tracked and reported on sales and business development activities, including pipelines and performance metrics, to management.
- Continuously exceeded sales targets and business development goals through proactive lead generation and negotiation of agreements with clients.
- Successfully won new clients and converted leads into sales, contributing to the growth and expansion of the business.
- Collaborated with internal teams to ensure alignment and support, fostering a cohesive and results-driven work environment.

NHIF MBALE BRANCH

Feb 2023 – Dec 2023 | Mbale

- Processed healthcare claims, including verifying eligibility, determining coverage, and ensuring accurate payment.
- Assisted in the implementation of solutions from conception to initiation by providing key business analysis tasks
- Filed physical and Biometric copies of important data maintain accuracy.
- Provided recommendations based on data analysis
- Designed and identified efficient ways to capture and consolidate necessary data from various sources.
- Supported the delivery of innovation projects by collaborating with different departments within the organization.

EDUCATION

Kabarak University | Bachelor of Business Information Technology

- Second class upper

Moringa school | Data Science

- Data Analysis and Machine Learning

Mbale Boys High School | KCSE

Reference: Available upon request.