

David Dangol: Business Intelligence Analyst / Research Analyst

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 [Kathmandu](#)

PROFESSIONAL SUMMARY:

Business Intelligence & Market Development professional with 9+ years of proven expertise in blending data analytics, AI-driven research, and market expansion strategies to deliver business impact. Adept at designing and implementing business intelligence frameworks, AI-enabled automation, and advanced reporting systems to drive operational excellence and competitive advantage. Experienced in U.S. and Asian markets, delivering insights that shaped executive decisions, boosted client acquisition, and enhanced organizational growth. Strong leadership background in managing BI teams, mentoring analysts, and fostering cross-functional collaboration with IT, product, and research departments. Known for transforming data into strategy, improving performance metrics, and guiding businesses through scalable, innovation-focused solutions.

Technical Skills

- Business Intelligence & Data Analytics: SQL, Python, Tableau, Power BI, Excel
- Requirements gathering & documentation (BRD, FRD, SRS)
- Data Management: MySQL, PostgreSQL, Data Modeling, ETL pipelines
- Statistical & Market Research: Trend forecasting, competitive analysis, customer segmentation
- Business & Market Growth: Lead generation, market entry strategies, client engagement
- Collaboration & Leadership: Cross-functional team management, Agile environments, strategy alignment

EXPERIENCE

Market Intelligence & Pricing Analyst – Yoddha Labs/Calilio

July 2025 – Present

- Conducted in depth market research and customer behavior analysis, uncovering additional revenue streams.
- Produced detailed analytical reports and recommendations that guided executive decision making.
- Partnered with development teams to integrate BI insights into agile product development cycles, resulting in faster feature rollouts.
- Improved customer satisfaction scores by embedding feedback analytics into business strategy.
- Reduced reporting delivery times through workflow redesign and automation.

Business Intelligence Manager | Kalash Services

May 2025-July 2025

- Directed BI operations, transforming data governance, reporting, and analytics infrastructure.
- Implemented executive level dashboards in Power BI, enabling senior management to monitor KPIs in real time.
- Streamlined BI workflows, cutting reporting and analysis time by 30%, improving overall productivity.
- Spearheaded market research initiatives, which led to a 10% increase in business opportunities.
- Oversaw BI strategy alignment with IT and product teams, ensuring data integration and reporting consistency across departments.

Head of AI labs as a research analyst & Business analyst, Naamche AI Labs

Sept 2024 – May 2025

- Researched and identified high value opportunities in the U.S. mortgage and financial services industry using AI-driven market intelligence platforms.
- Partnered with product, research, and engineering teams to embed AI powered insights into business expansion strategies.
- Conducted comprehensive competitor and trend analysis, leading to improved client acquisition and

pipeline growth.

- Built forecasting models leveraging GPT-4 and generative AI tools to support mortgage industry outlook and strategic planning.
- Delivered data backed business recommendations that strengthen product market fit and client engagement.

Market Development & Research Analyst, D.G Groups Pvt Ltd

Nov 2017 – Aug 2024

- Led the BI department of 10+ analysts, managing data analytics, reporting, and market intelligence for multiple business units.
- Designed and implemented advanced reporting and visualization systems, improving executive planning by 25%.
- Directed market entry and expansion strategies across multiple sectors, contributing to a 20% growth in new business verticals.
- Standardized data management and reporting practices, ensuring consistent insights across projects.
- Mentored analysts, fostering a culture of innovation, continuous learning, and data-driven problem-solving.

Department Manager / Sales Analyst, Decathlon Sports India

Oct 2014- Nov 2017

- Managed a 15 member sales and analytics team, overseeing operations and conducting an 18% increase in annual sales.
- Developed predictive sales forecasting models, improving inventory planning and reducing waste by 10%.
- Partnered with marketing to build data driven promotional strategies, boosting customer engagement.
- Analyzed customer purchasing patterns, enabling targeted campaigns that optimized sales performance.

EDUCATION

Bangalore University, ST.Joseph's College

Master's in economics

Grade A

Bachelor's Degree with Industrial Relations

Grade A

SKILLS

Critical Thinking Data Modeling Marketing Analyzing Data Attention to Detail Data Modeling Technique
Research Projects Statistics Teamw o r k Data Interpretation Decision Making Communication Skills
Research Collaboration Communication Problem-Solving Business Acumen Time Management

CERTIFICATE

- The Complete SQL Bootcamp: Go from Zero to Hero
- Microsoft Power BI Desktop for Business Intelligence
- Python for Data Science and Machine Learning Boot camp

PROJECTS

- Business Analysis & BI Portfolio: dangol-david.github.io
- GitHub: github.com/dangol-david – BI/Analytics scripts and research projects
- vercel.com/dangol-davids-projects

