

ZAKHAR GOROKHOV

Dubai, UAE | zvg10work@gmail.com | +971 55 609 71 61 | [LinkedIn](#) | [zakhargorokhov.com](#)

ABOUT ME

- Business analyst at BARNES Dubai working across BI reporting, financial modeling, market research, and AI-assisted data engineering for the luxury real estate market
- Translates commercial questions from agents and leadership into reusable KPIs, dashboards, and decision-ready market briefs; comfortable across the full analyst stack from raw data through executive presentation
- MSc Business Analytics (Heriot-Watt); native Russian, fluent English (C1)

EDUCATION

Heriot-Watt University, Edinburgh Business School, Dubai 2024 - 2025

MSc Business Analytics and Consultancy

Concentrations: Data analytics, Strategic Change, Project Management, Management Consultancy. Dubai, UAE.

University of London, London School of Economics and Political Science 2021 - 2024

BSc Politics and International Relations

Concentrations: International political economy, Business and Management in global context.

National Research University Higher School of Economics 2020 - 2024

BSc International Relations and Global Studies

Concentrations: Economics and Corporate Finance.

PROFESSIONAL EXPERIENCE

BARNES Dubai - Business Intelligence Analyst; Dubai, UAE August 2025 – Present

- Built Power BI and Excel KPI dashboards covering commercial performance, pipeline funnel metrics, conversion trends, and agent leaderboards used in weekly sales reviews.
- Owned the analytics and production of the firm's annual Dubai Residential Real Estate Report (English and French editions) - from raw DLD data preparation and KPI definitions through chart design, narrative drafting, and final published layout.
- Built investment-appraisal models in Excel using NPV, projected rental income, operating costs, and exit scenarios to evaluate Dubai residential property opportunities.
- Integrated LLMs across production pipelines for market briefs, anomaly explanations, and insight generation, backed by reusable prompt templates for market pulses, launch briefs, and weekly reports.
- Represented the business at GITEX Dubai 2026 as a business development representative, promoting an AI product built by a sister company - engaging visitors, qualifying interest, and supporting product positioning and sales conversations.

Outter - AI Adoption Analyst; Manchester, UK (remote) April 2025 – August 2025

- Conducted market research and industry audits, analysed client businesses for strategic challenges and AI readiness.
- Prepared detailed audit reports with ROI estimates and feasibility analyses, translated findings into actionable implementation plans.
- Worked cross-functionally with product and tech teams, led client discovery calls to guide AI solution planning, and designed feature visualisations in Figma to prototype AI solution concepts for stakeholders.

Ministry of Economic Development of the Russian Federation - Intern, Department of Banking and

Investments; Moscow, Russia

June 2023 – July 2023

- Conducted analysis of economic data and the banking market in the country and supported department operations.
- Prepared annual reports for banks and insurance companies.
- Handled public inquiries on financial regulations and investment strategies.

PROJECTS

RealEstateEye

2026

- Built daily DLD transaction intelligence for Dubai: the complete historical record of every sold transaction in the market, with anomaly detection and an AI-written analyst report generated every morning.
- Shipped a plain-English 'Ask-AI' query layer over the data, on the dashboard and over Telegram, so non-technical staff query the market without SQL.
- Automated the daily pipeline end to end, ingest through published report, on a scheduled cloud job; duplicate and gap guards keep DLD's repeated rows out of the warehouse.

Smart Deals Global

2026

- Designed and built the whole marketplace alone: brand and art direction, all imagery, a templated system rendering 1,049 listing pages plus district, collection and country landings, and the production deploy at smartdeals.global.
- Engineered the property tagging system (best-price, high-appreciation, high-rental, off-market, early-access) wired to WhatsApp deep-links and email-based lead capture for inbound enquiries.
- Built the 10-market browse experience around a custom SVG world map with animated transitions, so buyers navigate by geography rather than a filter list.

Mall Performance Optimisation

2024

- Conducted in-depth category and sales performance analysis using Excel dashboards and pivot tables to identify high-performing product groups.
- Applied Pareto and ABC principles to recommend assortment prioritisation and space reallocation strategies across 30+ retail departments.
- Proposed inventory adjustments and consolidation of low-demand categories to improve sell-through and overall mall profitability.

Valuation of X5 Group

2023

- Estimated fair market value using DCF and Multiples methods.
- Conducted competitive analysis of key players in the FMCG retail sector, identifying industry trends and market gaps.
- Provided investment recommendations based on a comprehensive financial analysis.

SKILLS & INTERESTS

Languages: Russian (Native), English (C1), German (A2-B1), Japanese (studied at school)

Technical: Power BI, SQL, Excel, Python, Pandas, PostgreSQL, ETL pipelines, Data visualization, Statistical analysis, API integrations, LLM integration, DCF valuation, NPV modeling, Market research

Certification: Data Analyst Associate (DataCamp)