

Contact

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Honors & Awards

Ranked 3rd Nationally in the Competitive National Master's Degree Entrance Examination for Electrical Engineering.

Education

-  Master of Science in Electrical Engineering - Control, University of Tehran.
-  Bachelor of Science in Electrical Engineering - Power, Sadjad University, Mashhad.

Technical Skills

- ◆ **Programming and Scripting:** Python (Pandas, NumPy, SciPy), SQL, NoSQL, R, Bash, Docker.
- ◆ **AI and Machine Learning:** PyTorch, TensorFlow, Scikit-Learn, LLMs, Multi-Agent Systems
- ◆ **Visualization and BI:** Power BI, Matplotlib, Seaborn, Tidyverse
- ◆ **Infrastructure and Cloud:** Git & GitHub, Linux/Ubuntu (WSL), AWS, Hugging Face.
- ◆ **Web Analytics:** Google Analytics, Google Search Console

Soft Skills

- ◆ **Teamwork & Collaboration:** Led a multidisciplinary team at Monenco to secure major industrial contracts.
- ◆ **Communication & Engagement:** Partnered with clients and business managers online and in-person to close deals.
- ◆ **Creative Thinking:** Conceptualized and transformed innovative ideas into tangible business value.
- ◆ **Critical Thinking & Problem Solving:** Diagnosed complex organizational issues and executed effective solutions.

Data Scientist

Ali Hafezi



About Me

- Data Science with 7+ years of hands-on experience designing robust, data-driven pipelines with a strong emphasis on data integrity, anomaly detection and error handling. Demonstrated ability to build large data sets from multiple sources to support end-to-end products that empower stakeholders to make data-driven strategic decisions in real-time. Specialized in developing and deploying multi-modal AI models (text, vision, time-series, and structured data) into production environments while leading teams cross-functionally across entire machine learning lifecycle.



Work Experiences and Projects

July 2025 – Present



Data Scientist at [Zanav](#)

- Designed and developed an intelligent fraud detection system for dental services based on **Machine Learning**, **Computer Vision**, and **Anomaly Detection** to analyze patient records and automatically.
- Reduced management reporting time by **75%** by designing and developing interactive Business Intelligence (BI) dashboards using **SQL** and **Power BI** to monitor real-time Key Performance Indicators (KPIs) and analyze customer purchasing behavior.
- Increased net profit by **20%** and the customer base by **30%** for the "[Koodak-e Bahoosh](#)" (Smart Child) online shop: Leveraged data analysis and **OSINT** to extract insights from the database, social networks, and competitor websites; optimized pricing strategies and identified market demand patterns.
- Conducted stakeholder meetings for project needs assessment and feasibility studies; aligned business strategies with data-driven system architecture, and managed the **ML Lifecycle** within **Agile sprints**.

February 2024 – May 2025



Data Scientist at [Khalij Fars Technical and Vocational Training Institute](#)

- developed a Django-based website, deployed a database for storing, **analyzing**, and **visualizing** data, and designed training courses based on market demands, which resulted in an **80%** increase in enrollments during the first three months.

October 2021 – December 2022



Data Scientist and AI Specialist at [Monenco Iran Consulting Engineers](#)

- Conducted AI modeling and feasibility studies in the steel production process; designed machine learning prototypes to optimize blast furnace operational parameters, demonstrating a potential **5.5%** reduction in fuel consumption and significant energy cost savings.
- Optimized quality control and reduced waste: Analyzed log data and industrial sensor data to predict furnace behavior and provide data-driven solutions.

September 2017 – October 2018



R&D Intern at [Mashhad Electric Energy Distribution Company \(MEEDC\)](#)

- Demand-side modeling and optimization: Analyzed subscriber consumption data and implemented Genetic Algorithms (GA) in MATLAB to formulate the load shifting problem and evaluate scenario-based peak reduction potential in critical feeders.



Some Other Projects



MCI (Hamrahe Aval) Customer Churn Prediction and Analysis (| Jun 2022 – Sep 2022)

Collaborated effectively in customer segmentation through predictive analysis and customer segmentation using clustering and machine learning methods.

Technical Highlights & Projects:

- Deep Learning Optimization: Designed and fine-tuned **CNN**, **GAN**, **RNN**, **LSTM**, **GRU**, and **Transformer architectures** using transfer learning to improve performance.
- Local **LLM & Voice AI Pipeline**: Deployed local LLMs and built an end-to-end voice chat pipeline integrating **STT**, Qwen (for reasoning), and **TTS**.
- **Multi-Agent** RAG Assistant: Developed an LLM/**RAG** system to automate academic correspondence via paper scraping, semantic processing, and dynamic CV/SOP customization, cutting prep time by **90%**.