

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 Scientist with over 7 years of hands-on experience** building reliable, data-driven pipelines focused on data quality, anomaly detection, and large-scale data integration. Experienced in developing and deploying **Machine Learning and AI solutions** for multimodal data, including text, images, time series, and structured data, enabling real-time insights and data-driven strategic decision-making.



Work Experiences and Projects

April 2025 – Present



Senior Data Scientist - [Khorasan Science & Technology Park \(KSTP\)](#)

- 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 **80%** by designing and developing interactive **BI dashboards** using **SQL** and **Power BI** for KPI monitoring and customer purchasing behavior analysis.
- Analyzed operational data and translated insights into **data-driven solutions**, from **data understanding** and **feasibility analysis** through the design, development, and evaluation of **analytical solutions** and **machine learning models** within an **Agile/Sprint** framework.

February 2024 – May 2025



CEO & Data/AI Lead - [Khalij Fars Technical and Vocational Training Institute](#)

- Developed automated **web scraping** and **OSINT** data-collection workflows to gather and structure data from competitor websites, social media, and internal databases; performed **data cleaning, preprocessing, exploratory data analysis (EDA), and statistical analysis** to identify pricing and market-demand patterns, contributing to a **50%** increase in net profit and **60%** growth in online customers.
- Built **data-processing** and analytical workflows using **Python, SQL, and web data sources** to integrate heterogeneous datasets and generate actionable insights for pricing and market analysis.

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%**.