

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.

Ali Hafezi

Data Scientist



About Me

- As a Data Science specialist with 7+ years of experience, harnessing massive volumes of various real-world data and utilizing them is a significant part of my professional activity, enabling everyone from end-users to business managers to make important, optimized, and strategic decisions from this data in real-time. I have developed machine learning and artificial intelligence models on multimodal data (text, image, time series, and structured data) and successfully deployed them in operational environments in close collaboration with various teams.
- In my projects, I place a special focus on data health; meaning I actively resolve anomalies, hidden errors, and data bias using statistical methods and pattern recognition to build accurate and reliable models. This precision has allowed me to provide precise operational insights in areas such as churn prediction, demand forecasting, and advanced clustering when interacting with business stakeholder



Work Experiences and Projects

○ Oct 2024 – Present

- Designed and developed a multi-agent intelligent assistant based on LLMs to fully automate the personalization of academic correspondence. By automatically scraping Google Scholar, semantically processing research papers, and dynamically rewriting CVs, SOPs, and other application documents, the system reduced application preparation time by **90%**. The system also features a smart scheduling engine integrated with the Gmail API, which automatically sends emails at the optimal working hours of the target university.
- Designed and developed an intelligent fraud detection system for dental services based on machine learning and computer vision, which automatically verifies invoices against before-and-after images and monitors patient records.

○ Jan 2023 – Oct 2024



Data Scientist at [Khalij-e Fars Vocational Training Institute](#)

- Developed interactive dashboards to visualize key performance indicators (sales, net profit) and analyze customer purchasing behavior.
- **Reduced** management reporting **time** by **75%** by designing and developing interactive Business Intelligence (BI) dashboards using SQL and Power BI for real-time monitoring of KPIs and customer behavior analysis.
- **Increased** net profit by **20%** and boosted new course **enrollments** by **25%** by analyzing data scraped from social media and competitor websites, leading to optimized pricing strategies and precise identification of market demand.
- **Reduced** registration form processing time by **85%** by implementing and integrating OCR models to automatically digitize physical contracts and documents, eliminating manual data entry and significantly reducing human error.

○ Sep 2021 – Dec 2022



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

- AI Modeling and Feasibility Study in Steel Production: Designed machine learning model 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 by analyzing historical and industrial sensor data to predict furnace behavior and provide data-driven solutions.

○ Sep 2017 – Oct 2018



R&D Intern | [Mashhad Electric Energy Distribution Company](#)

- Demand-Side Optimization: Analyzed subscriber consumption data and implemented a Genetic Algorithm (GA) in MATLAB to formulate the load shifting problem and conduct scenario-based



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.
- Developed, evaluated, and optimized deep learning models: Designed, implemented, and fine-tuned advanced computer vision architectures (CNN, GAN), sequential and textual models (RNN, LSTM, GRU, Transformers), and utilized transfer learning techniques to improve model accuracy and efficiency.
- **GenAI:** Deployed and utilized Large Language Models (LLMs) and Multi-Agent systems locally; designed and implemented a live stream voice chat pipeline integrating Whisper (Speech-to-Text), Qwen (core reasoning and text processing), and XTTS (Text-to-Speech) models.