

# Ahmed Ashraf

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## SUMMARY

Experienced in data analysis and automation, with a strong background in preparing comprehensive reports on sales, production, finance, and inventory. Proficient in Power BI, Excel, and SQL, with a proven track record of developing innovative systems to streamline operations.

## Research Interests

- Digitalization of manufacturing & digital twin
- AI agentic automation for industrial systems
- Data-driven optimization of production and operations
- Computer vision for intelligent monitoring

## EXPERIENCE

### *Elshorbagy Plastic Group, Analytics and Automation Section Head*

*Jul 2023 - Present*

- Prepared comprehensive reports for the board of directors on sales, production, human resources, finance, and inventory, providing actionable insights that improved decision-making by 30%.
- Developed an automation system for injection machines using PLC, enhancing operational efficiency and reducing system runtime by 35%.
- Applied for a patent for the project 'Future Vision for Production Management,' showcasing innovative solutions in production management.

### *B. TECH, Operations & Distribution Specialist | SAP, OMS, POS Expert*

*Aug 2020 - Jun 2023*

- Designed and implemented a streamlined part-counting system, reducing inventory errors by 28% and enabling faster supplier communication for rental car operations.
- Optimized inventory workflows and delivery processes, cutting order fulfillment time by 22% and ensuring on-time customer delivery across all branches.
- Coordinated logistics and cross-functional collaboration, enhancing operational efficiency and contributing to overall company objectives.

### *Miraco Carrier, Sales Engineering*

*Jul 2019 - Aug 2020*

- Built robust client relationships, driving revenue growth through effective communication and strategic sales techniques, contributing to a 15% increase in sales.
- Developed and implemented sales strategies, enhancing customer satisfaction and improving retention rates by 18%.
- Collaborated with cross-functional teams to identify and capitalize on new business opportunities, resulting in a 12% increase in market share.

## EDUCATION

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*Faculty of Graduate Studies for Statistical Research – Cairo University  
Pre-master's in data science (In Progress)*

*Faculty of Graduate Studies for Statistical Research – Cairo University*

*Diploma in Data Science • Jan 2023 - Jan 2025*

*Diploma in Academic Data Science*

*Ain Shams University*

*Bachelor of Agricultural Engineering • Power and Machinery Engineering (Mechanical Engineering) • Sep 2015 - Jun 2019*

## LICENSES & CERTIFICATIONS

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**Google Analytics Certification**

**Data Analyst with Python**

*Data Camp •*

**The Complete Python Bootcamp from Zero to Hero in Python**

*Pierian Training •*

**Python for Data Science and Machine Learning Bootcamp**

*Pierian Training •*

**ISO 9001:2015 – Quality Management Systems**

*Issued Apr 2019*

**ISO 22000:2018 – Food Safety Management Systems**

*Issued Oct 2018*

## SKILLS

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Python • SQL • Tableau • Power BI • Looker • Excel • Data Collection • Mathematics • Statistics • Data Preprocessing • RAG • AI Agentic Automation • n8n (workflow automation) • IOT • communication • problem-solving • ERP integration • real-time monitoring

## HONORS & AWARDS

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**Outstanding Performance Award**

*B. TECH • 2022*

Awarded for optimizing inventory workflows and distribution processes, reducing order fulfillment time by 22% and improving cross-departmental coordination

**Employee of the Year**

*Elshorbagy Plastic Group • Aug 2024*

Recognized for outstanding contributions in analytics and automation, including the development of an automated reporting system and PLC-based production monitoring that improved operational efficiency by 35%.