

Amine Foufa

| Internship (2–5 months) | Availability: May 2026

ML / Data Engineer (Student) | Python | SQL | FastAPI | Experimentation & Evaluation
Toulouse / Paris (hybrid) | foufa.amine.30@gmail.com | LinkedIn | Portfolio | GitHub

Experience

AAF Consulting — Data & ML Automation (Self-employed)

May 2025 – Present

France

- AAF Consulting is an entrepreneurial project supported by **Pépité France** through a competitive selection program.
- Built reproducible data pipelines (Python/SQL): cleaning, standardization, deduplication, data quality checks, logging for traceability.
- Productionized CRM + automations **still used**: reduced repetitive admin workload by **4–5h/week per salesperson**.
- Outcome: **Qualified-lead rate +19%** over a 7-month improvement cycle (tracked via CRM/reporting).

A.Industry — Sales Ops / Sales Manager (Renewable Energy)

Jul 2023 – Present

Toulouse, France

- Drove pipeline execution and sales ops routines; structured CRM tracking and segmentation to improve targeting quality.
- Implemented funnel instrumentation (contact→qualified→proposal→close) with KPI review cadence.
- Outcome: **Meeting-booking rate +17%** over 6 months (CRM-tracked). Contribution to cumulative **€450k** revenue generated.

Enertec France — Business Development (Renewable Energy / Solar)

Jun 2023 – Aug 2024

Nîmes, France

- Managed prospecting and client advisory; structured qualification and proposal workflow.
 - Standardized follow-ups and reporting to improve response discipline and pipeline visibility.
 - Outcome: **Lead-to-proposal rate +13%** over 8 months (CRM-tracked).
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Education

ENSEEIH (Toulouse INP)

Sep 2024 – Jun 2027

MEng — Digital Sciences (Telecom & Data) | ML, Probability/Stats, Algorithms, Networks, Systems

Lycée Alphonse Daudet

Sep 2021 – Jun 2024

CPGE — Mathematics & Physics

Impact (achieved, 6–8 months windows)

- **AAF Consulting**: **Qualified-lead rate +19%** (7 months) + deployment of CRM automations (4–5h/week saved per rep; still used).
 - **A.Industry**: **Meeting-booking rate +17%** (6 months) via funnel instrumentation + segmentation + follow-up discipline.
 - **Enertec France**: **Lead-to-proposal rate +13%** (8 months) via standardized qualification + reporting + response workflow.
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Skills (ATS)

- **Python**: Pandas, NumPy, scikit-learn, Jupyter
 - **SQL**: joins, aggregations, feature tables
 - **Machine Learning**: supervised learning, class imbalance, feature engineering, evaluation (AUC/PR), error analysis
 - **Recommender Systems (foundations)**: implicit feedback, baselines (popularity / CF / MF), ranking metrics (Precision at K, Recall at K, NDCG at K)
 - **Backend**: FastAPI, REST, JSON
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Selected Projects

Lead Scoring Service — Python, scikit-learn, FastAPI

- End-to-end: feature engineering, offline validation, packaging inference as REST endpoints, integration into operational workflow.

Recsys Foundations Notes / Mini-prototype (public dataset)

- Baselines (popularity, CF, MF) + evaluation protocol (Precision at K / Recall at K / NDCG at K); documented split strategy and limitations.
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Languages & Certifications

- **French**: Native : **English**: Cambridge English **C1** (certified) : **Spanish**: **B2**