

# 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

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## Experience

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

France May 2025 – Present

- AAF Consulting is an entrepreneurial project supported by **Pépite 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)

Toulouse, France Jul 2023 – Present

- 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)

Nîmes, France Jun 2023 – Aug 2024

- 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

### ENSEEIHT (Toulouse INP)

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

Sep 2024 – Jun 2027

### Lycée Alphonse Daudet

CPGE — Mathematics & Physics

Sep 2021 – Jun 2024

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## 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