

# Amine Foufa

Target: Machine Learning Engineer Intern (Recommender Systems) | Internship (6 months) | Availability: May 2026

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

## Summary

Applied ML profile transitioning from sales-ops instrumentation to ML delivery: define success metrics, build datasets (SQL/Python), train and validate models, and ship outputs via lightweight services (FastAPI). Interest: personalization and recommender systems (implicit feedback, baselines, ranking evaluation, experimentation mindset).

## Impact metrics (objective KPI targets)

- **AAF Consulting:** Qualified-lead rate target uplift **12–21%** in **6–8 months** (tracking: CRM/reporting)
- **A.Industry:** Meeting-booking rate target uplift **12–21%** in **6–8 months** (tracking: CRM/reporting)
- **Enertec France:** Lead-to-proposal rate target uplift **12–21%** in **6–8 months** (tracking: CRM/reporting)

## 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
- **Experimentation:** KPI definition, offline/online thinking, A/B test concepts (guardrails, SRM awareness)
- **Backend:** FastAPI, REST, JSON

## Experience

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

France May 2025 – Present

- Built reproducible data pipelines (Python/SQL): cleaning, standardization, deduplication, data quality checks, logging for traceability.
- Delivered lead-scoring models (logistic regression, decision trees): dataset building, feature engineering, offline evaluation, iterative improvements.
- Shipped outputs to operations: FastAPI endpoints + spreadsheet/web consumption; monitoring-oriented reporting aligned with a single success KPI.

### A.Industry — Sales Ops / Data-driven Prospecting (Renewable Energy)

Jul 2023 – Present

Toulouse, France

- Instrumented the funnel (contact→qualified→proposal→close): consistent definitions, tracking, review cadence.
- Implemented segmentation and operational routines (CRM hygiene, scripts, follow-up cadence) to reduce noise and improve targeting quality.

### Enertec France — Business Development (Renewable Energy / Solar)

Jun 2023 – Aug 2024

Nîmes, France

- Structured qualification and proposal workflow; standardized follow-ups and reporting to improve response discipline and pipeline visibility.

## 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) (*keep only if you can defend it*)

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

## Education

### ENSEEIHT (Toulouse INP)

Sep 2024 – Jun 2027

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

### Lycée Alphonse Daudet

Sep 2021 – Jun 2023

CPGE — Mathematics & Computer Science

## Languages & Certifications

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