

**Phone :** 438-921-3122**E-mail :** hadi.mohammadibajgiran@hec.ca**Address:** No. 3494, Jeanne Mance, Montreal**LinkedIn:** [www.linkedin.com/in/hadi-mohammadi-bajgiran-08393557](http://www.linkedin.com/in/hadi-mohammadi-bajgiran-08393557)**Status:** Student permit

## Summery

Familiar with supply chain management (SCM) through studying in the field of industrial engineering and working in different components of this chain. Chosen marketing for the field of interest and gained experience through working in the product marketing department as well as the service marketing of different companies. Established a company in the field of Market Research and provided services to customers in the field of collecting, analyzing and consulting based on data for 5 years. Returned to the university and chosen the field of business intelligence to learn and master the new theories and tools of big data analysis.

Now, Bilingual data scientist and BI professional eager to harness insights from data using advanced tools and techniques to help organizations solve complex problems, make informed decisions. Proficient in data management, ETL, data processing, visualization, dashboards, reporting, data mining, Text Mining, machine learning, and modeling (Supervised, Unsupervised, Reinforcement, Recommended systems, and neural networks (ANN, CNN, RNN).

**Programming languages and software:** Python (Numpy, Pandas, Scikit-learn, Spacy, Matplotlib, PyTorch), R, SAS, SQL, Power BI, Tableau.

## Education

- ❖ Master of Management – **Business Intelligence** Jan 2022, Oct 2023  
HEC Montréal Montréal, Canada  
Courses: Data mining, Machine Learning, Deep Learning, Text mining.
- ❖ Master of science, **Industrial Engineering** Sep 2007, Jan 2010  
Sharif University of Technology Tehran, Iran  
**Thesis:** Developing Pricing- Inventory- Location model for distribution systems.
- ❖ Bachelor of engineering, **Industrial Engineering** Sep 2002, Sep 2007  
Sharif University of Technology Tehran, Iran  
**Thesis:** Feasibility study in production of petrochemical products.

## Language Proficiency

**French:** Professional Working Proficiency**English:** Professional Working Proficiency

## Work Experience

- ❖ **Quality control and processes** May.2022, Present  
Ronor International (part-time) Montreal, Canada
  - Design, optimize and document quality control and production processes.
  - Design standards and produce quality control forms for products.
  - Create quality control reports, returned and nonconforming products.

❖ **Market Research Manager****Dec.2013, Sep.2019**Danesh Bazaar Sam (**Market Research Company**)

Tehran, Iran

- Prepared an average of 50 market research proposal per year and negotiate with clients which result of 12 surveys in a year.
- Lead a team of staff 6 people to operate and analyze of around 15 surveys in a year.
- Prepared market research survey questionnaires in collaboration with experts.
- Verified database accuracy and analyzed with Tableau & QLIK Software's and EXCELL
- Market advisor of clients to prepare marketing plan in some projects (base on request)

❖ **Product Marketing Manager****May.2013, Dec 2013**MazMaz Company (**FMCG Industry**)

Tehran, Iran

- Developed promotion and advertisement plans for 10 SKU every month.
- Trade marketing of 10 SKU and analyzed sales data.
- One new product launch (Ketchup Sauce)

❖ **Market Research Manager****Jun.2012, May.2013**Hoze Honari Institute (**Book Publisher**)

Tehran, Iran

- Calculate the cost of producing and publishing a book (the A-to-Z price for a book).
- Prepared and analyzed book published data in 2011-2012
- Developed a market research project for analyzing consumer behavior.

❖ **Marketing Associate****Oct.2011, May.2012**Asan Pardakht Persian Company (**Value-added service**)

Tehran, Iran

- Prepared a feasibility study of desktop ATM.
- Participated in the team to prepare a marketing plan of services.
- Researched for new methods in payment and banking services.

❖ **Production Planning Specialist****May.2010, Aug.2011**Golrang Company (**FMCG Industry**)

Tehran, Iran

- Prepared production plan and Control (monthly and weekly for 9 products in 3 factories). First-year the company succeeded in Non-stop production planning.
- Inventory control, raw and supplemental material ordering for factories. Succeed to 15% decrease of inventory costs with the EOQ model.
- Collaborated with related departments to ensure scheduling and made unexpected changes to the production plans.

❖ **Marketing Associate****May.2007, Feb.2008**Keyla-pakhsh Company (**FMCG Industry Distributer**)

Tehran, Iran

- Evaluated market data and sale analyze.
- Prepared monthly promotion plans for 3 products.
- Weekly market visit and communicated directly with customers conducting surveys and evaluating satisfaction.