



SEPIDEH HAYATI

Computer Engineering

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SUMMARY

- With over 6 years of experience as a Data Analyst and Researcher
- Completing a Master of Science in Computer Science at the University of Pavia, Italy
- Applying these concepts in academic projects and small-scale implementations Big Data and Data Science, MySQL and Python libraries such as Pandas and Matplotlib.
- Eager to continue advancing in Data Analysis and leverage the knowledge gained during my master's degree to pursue opportunities as a Data Scientist.

PROFESSIONAL EXPERIENCE

BUTANE INDUSTRIAL GROUP (Hybrid) | TEHRAN, IRAN

Superintendent of Regional Offices

2021/04 – 2022/09 | 1 year 6 months

- **Supervision & Teamwork:** Oversaw five regional offices across 13 provinces, ensuring efficient operations and promoting cohesive teamwork through regular missions.
- **Project Management:** Led research and data analysis projects for teams in 32 provinces, ensuring consistent project execution.
- **Budgeting & Sales Contribution:** Annual budgeting for the sale of 10+ specialized supplementary heating system products

Data Analyst

2016/04 – 2021/03 | 5 years

- **Data Analysis & Insights:** Performed data collection, cleansing, visualization, and analysis using advanced tools (Excel, Power Query, Power BI) for over 30 projects.
- **Project Management:** Led research teams on three product categories (heating, cooling, accessories), expanding project scope across the country.
- **Reporting:** Presented findings to more than three departments Marketing, Customer Service, and Sales, supporting decision-making with Power.
- **Leadership & Team Building:** Trained 10+ professionals and led the creation of nationwide remote data analysis teams, boosting project quality and speed.
- **Exhibitions:** Represented the company at 20+ national exhibitions and seminars.

Market Researcher

2014/06 – 2016/03 | 1 years 10 months

- **Research & Insights:** Conducted field and library-based statistical research, including surveys for 20+ projects across 10 provinces, improving product performance and customer satisfaction.
- **Reporting & Analysis:** Created statistical reports in Excel and PowerPoint, identifying trends and solutions.
- **Consumer Behavior:** Analyzed customer preferences, collaborating with marketing to enhance strategic planning

EMPLOYMENT AGENCY NAVID-GHARB (On-site) | KERMANSHAH, IRAN

- **Technical Support:** Guided 10+ users through step-by-step solutions and troubleshooting, following pre-determined scripts.
- **Problem Resolution:** Resolved 90% of user inquiries regarding software and hardware operation, ensuring a high level of customer satisfaction.
- **IT Support:** Installed 10+ devices, cables, and software solutions, meeting 100% of team requirements and improving operational efficiency.

EDUCATION

MBA IN MARKETING

Payam Noor University - Hamedan, Iran

Sep 2017 - Feb 2020

MS IN COMPUTER SCIENCE

University of Pavia — Pavia, Italy

Sep 2022 - Present

SKILL

- **PROFICIENT:** Data Analytics, Microsoft Power BI, Microsoft Power Query, MySQL, Microsoft Excel, Statistics
- **BASIC:** Python (Pandas, Matplotlib), Machine Learning, DAX

Certificate

- Python Essential Training (LinkedIn-May 2024)
- Introduction to SQL (SoloLearn-May 2024)
- Safety and Health at Work-GENERAL Training (University of Pavia- May 2023)
- Low-Risk Activities in Safety and Health at Work-SPECIFIC Training (University of Pavia- May 2023)

LANGUAGE

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| ▪ Persian | Native |
| ▪ English | B2 |
| ▪ Italian | Basic (Actively developing my Italian language skills) |