

Profile

Graduated with a master's degree in industrial Engineering with several published articles; fluent in English and proficient in technical tools, with several published articles in the field of data analysis, advanced unsupervised statistical learning models, supply chain analysis; interested in Optimization model, Data analysis and Artificial Intelligence, or related areas.

Education

M.S in Epidemiology

2024 – Present

Ludwig Maximilian University of Munich

M.S in Industrial Engineering

2014 - 2016

Iran University of Science and Technology, Tehran, Iran

GPA: 17.23/20.00 - 3.7/4

Thesis Title: "The combination of earned value management and structural interpretation model construction projects" (**Grade:** 20/20)

B.S in Industrial Management

2010 - 2014

Shiraz University, Shiraz, Iran

GPA: 15.62/20.00 – 3.12/4

Final Project Title: "Feasible study of assembling computer products (Mini PC)"

Interested Fields

- Supply Chain Management
- Optimization Models
- Decision-Making Systems
- Operation Research
- AI and Data Analysis
- High-dimensional Analysis

Publications

Under-Review

1. Gaussian Mixture Modeling and Elastic net Modeling for Enhanced Multi-Criteria Decision Making (Case study: Water Pipeline Routing) (2024) (First Author).
2. Optimizing Water Pipeline Route Selection Using a Sparse Deep Neural Network and the Fuzzy VIKOR Method (Case study: water pipeline transmission) (2024) (Second Author).
3. Longitudinal Monitoring using Generalized estimating equation and Joint Optimization method (A case study in the Personal Care Industry) (2024) (First Author).

Published

4. **M. Khajehzadeh**, F. Pazhuhian, F. Seifi, R. Nourohsana, A. Asli, N. Saeedi "Analysis of Factors affecting product sales with an outlook toward sale forecasting in cosmetic industry using statistical methods", 2022, International Review of Management and Marketing, *International Review of Management and Marketing*, 2022, 12(6), 55-63. ([Link](#))
5. Bagherpour, M., **Khajezadeh, M.**, Mahmoudi, A., & Deng, X. "Interpretive structural modeling in Earned Value Management." *Journal of Civil Engineering and Management*, 26(6), 524-533, 2020. ([Link](#))
6. **M. Khajezadeh**, M. Saied Fallah Niasar, S. Ali Asli, D. Davani Davari, M. Godarzi, & Y. Asgari. "Application of Neural Network in Portfolio Product Companies: Integration of Boston Consulting Group Matrix and Ansoff Matrix (Version 10010459)." *International Journal of Business, Human and Social Sciences*, 12.0(6), 2019. ([Link](#))
7. M. H. Karimi Gavareshki, S. J. Hosseini, M. **Khajezadeh**, "A Case Study of Green Supplier Selection Method Using an Integrated ISM-Fuzzy MICMAC Analysis and Multi-Criteria Decision Making," *Industrial Engineering & Management Systems Vol 16, No 4*, 2017. ([Link](#))
8. M. Alimohammadlo, M. Sadat Mohammadi Jahromi, **M. Khajezadeh**, N. Keshavarzi, Determining Product Portfolio for Insurance Companies using Combined Fuzzy VIKOR – Fuzzy AHP Approach (A Case Study of Iran Insurance Industry)" Organizational Committee MAC 2013- MAC-EMM 2013 Conference ([Link](#))

Experience

▪ CEO Strategic Assistant – Analyzing Business Operation & Sales

Oct 2021 - Oct 2024

- **Optimization of Omni-channel Distribution:** Streamlined ship-from-store operations using advanced optimization models, addressing uncertainties in demand and shipping costs, leading to 35% improvement in efficiency.
- **Sales Prediction Modeling:** Developed predictive sales models utilizing Neural Network Algorithms to improve sales forecasting and decision-making processes by 20% in accuracy.
- **Business Feasibility & Development:** Led comprehensive feasibility studies for launching new business lines and product development initiatives, driving strategic growth.
- **Data-Driven Decision Making:** Spearheaded the collection, cleansing, and analysis of project data to support key strategic initiatives
 - PCA and Sparse modeling for dimension reduction of correlated features.
 - Linear and non-linear regressions for prediction.

Zarrin Group, Tehran, Iran ([Website](#))

2016– April 2021

▪ Strategic Development and Planning Senior Expert

- **Market Sizing Estimation & Consumer Segmentation:** Implemented K-means clustering for customer segmentation, and used spatial statistical analysis to estimate market sizes and consumer behavior patterns resulting in an estimation with a 5% tolerance for both volume consumption and values
- **Market Positioning & Financial Analysis:** Evaluated market positions using financial KPIs, driving insights for business strategy.
- **Business Development & Planning:** Delivered in-depth business plans across multiple sectors, leading to expansion and strategic growth of headquarter by 15% in annual revenue:
 - Cosmetic and Personal Care Retail Chain
 - Wholesale Retail Business
 - Auto Parts Aftermarket Retail Chain
 - Product Expansion – Producing goods including Biscuits, Wafers.

Golrang Industrial Group, Tehran, Iran ([Website](#))

Computer skills

PL	▪ Python, R, Matlab
Python	▪ NumPy, Scipy.optimize, Machine Learning
Data Analysis	▪ SPSS, Minitab
Visualization	▪ Power BI, Excel Dashboarding

Selected Courses and Projects

Developing Strategic Planning for Renewable Energy

- Benchmarking and determining the significant factors of national energy institution in the world
- Determining the vision and mission of Iran energy efficiency organization
- Developing the proper goals and main strategies toward the goals
- Developing action plans and measurable aims regarding the strategy of the Iran Energy Efficiency Organization

Language proficiency

TOEFL iBT:

	Overall Score	Reading	Listening	Speaking	Writing
My Best Score	104	27	26	24	27

GRE:

Verbal	Quant	Writing
159	167	3.5