



# Behdad Karimi

## Data Scientist

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 Iran - Shiraz

## Objective

Information Technology graduate with certifications in Data Science, Machine Learning and programming languages SQL, Python and Java. More than 7 years of experience as a Software Engineer and business developer in e-commerce. Excellent in business analytics, development of modeling techniques and operational improvement processes.



## Experience

**Business Development Manager** | 4 Apr 2016–Present  
*Asre Toseie Aryan Hamyar co , Shiraz (Iran)*

- Develop implementation plans.
- Collect and analyze data on customer demographics, preferences, needs, and habits to identify potential markets and factors.
- Forecast and track marketing and sales trends, analyzing collected data
- Synthesize current business intelligence or trend data to support recommendations for action.
- Analyze competitive market strategies through analysis of related product, market, or share trends.
- Gather data on competitors and analyze their prices, sales, and method of marketing and distribution.

**Chief Technical Officer| Product Manager** | 28 Feb 2016–10 Feb 2019  
*inKarnet - Online Marketplace Platform , Shiraz (Iran)*

- Meet with department heads, managers, supervisors to solicit cooperation and resolve problems.
- Developed technical solutions to diverse operational problems.
- Prepare and review operational reports or project progress reports.
- Review project plans to plan and coordinate project activity.
- Prepare and review operational reports or project progress reports.
- Analyzed project-related information and made recommendations based on discoveries.

**Business Analyst** | 4 Jan 2016–11 Aug 2018  
*Handica Online Shop , Shiraz (Iran)*

- Analyze competitive market strategies through analysis of related product, market, or share trends.
- Seek and provide information to help companies determine their position in the marketplace.
- Gather data on competitors and analyze their prices, sales, and method of marketing and distribution.



## Education

**Master of Science in Information Technology** | Sep 2013–Feb 2015  
*Qom University, Qom (Iran)*  
GPA: 18.08/20.00

**Relevant Coursework:** e-commerce(A+), Supply Chain Management(A+), E-commerce security(A+), Electronic payment systems(B+), knowledge management(A+), Business Intelligence(A), Financial Management(A+), Thesis (Recommender System) (A+)

**Bachelor of Science in Software Engineering** | Sep 2007– Sep 2011  
*Fasa University, Shiraz (Iran)*  
GPA: 16.96/20.00

**Relevant Coursework:** Data structures, Engineering Probability and Statistics, Object-Oriented Systems Design, Design of Algorithms, Principles of database Design, Artificial Intelligence



## PUBLICATIONS:

- [Location Recommendation based on location-based social networks for Entertainment services](http://www.acsij.org/documents/v4i1/ACSIJ-2014-4-1-629.pdf) (<http://www.acsij.org/documents/v4i1/ACSIJ-2014-4-1-629.pdf>)
- [Effect of Cloud Computing Systems in Terms of Service Quality of Knowledge Management Systems](http://www.inse.org/vol4/226-SE007.pdf) (<http://www.inse.org/vol4/226-SE007.pdf>)



## Abilities

**Probability and Statistics:** probability distributions, statistical significance, hypothesis testing, regression, Bayesian thinking such as conditional probability, priors and posteriors, and maximum likelihood.

**Programming and Software Engineering:** Python, Java, SQL and Adaptability and propensity to learn new coding languages and programs.

**Machine Learning, AI:** data evaluation and modelling supervised and unsupervised machine learning algorithms.

**Data Wrangling and Visualization:** Tableau and MS-Excel and python libraries such as Pandas, numpy, Matplotlib, Seaborn and more.

**Communication skills:** good communication skills gained through my experience as a manager and ability to boil down complex subjects to simple terms.

**Organizational / managerial skills:** leadership (responsible for a team of 17 people), good organizational skills gained as manager of the two start-up company. good team-leading skills gained as technical manager (team of 5 people), Critical thinking and problem-solving skills.

## Languages:

- Persian(Native)
- English (Full Professional)
- German (B1)



## Certifications

**Statistics with Python Specialization** by University of Michigan(Online)

**Machine Learning** by Stanford University(Online)

**Machine Learning with Python** by IBM(Online)

**Data Science Math Skills** by Duke University(Online)

**Data Visualization with Tableau Specialization** by University of California, Davis(Online)



## Achievement

**The Best Startup Team Award - Feb 2016**  
Tbilisi, Georgia