







Saeed Lotfi

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Research Interests

Machine Learning, Deep Learning, Natural Language Processing, Recommender Systems, Generative AI

Education

M.Sc. in Artificial Intelligence and Robotics

K.N. Toosi University of Technology – Tehran, Iran

2019 – 2022 | GPA: 16/20

B.Sc. in Electrical Engineering – Electronics

Semnan University – Semnan, Iran

2012 – 2017

Research Experience

Data Scientist

Ofogh Koorosh Chain Stores – Tehran, Iran | July 2025 – Present

AI Developer / Researcher

Sharif Hamrah Pazhouhan – Tehran, Iran | Nov 2023 – Apr 2025

- Conducting research on **trajectory data prediction** using Transformer-based models.
- Developed **PyQt-based applications** for interactive data analysis.
- Fine-tuned language models for **feature extraction from tweets**.
- Collaborated in integrating models into applied software systems.

AI Researcher

Iranian Research Organization for Science and Technology (IROST) – Tehran, Iran | Jul 2022 – Feb 2023

- Designed a **self-supervised model** for **cardiac arrhythmia detection** using EEG signals.
- Tackled class imbalance with representation learning methods requiring minimal labels.

AI Developer

Aicell – Tehran, Iran | Oct 2020 – Jan 2022

- Fine-tuned **wave2vec** for real-time speech recognition in social robots.
- Created an **intent detection** model for airport interaction systems.

- Worked on deploying conversational agents in real-world environments.
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Publications

Network Intrusion Detection with Limited Labeled Data Using Self-supervision

ArXiv Preprint (2022)

 <https://arxiv.org/abs/2209.03147>

Honors & Academic Awards

-  **1st Place – Rahnesan Contest**, National Elite Foundation (2020)
 -  **Teaching Assistant** – Advanced Data Mining, K.N. Toosi University (2022)
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Technical Skills

- **Programming:** Python, PyTorch, TensorFlow, Scikit-learn, NumPy, Pandas
 - **ML Techniques:** NLP, Time Series, Recommender Systems, Contrastive Learning, Signal Processing
 - **DevOps & Tools:** Git, GitLab, GitHub Actions, Docker, Airflow, MLflow
 - **Software Development:** PyQt, REST APIs
 - **Databases:** MySQL, PostgreSQL
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Training & Certifications

- **Machine Learning Specialization** – Coursera, 2023 (3 months)
 - **ML in Production** – Coursera, 2022 (2 months)
 - **Neural Networks and Deep Learning** – Coursera, 2020 (2 months)
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Languages

- IELTS – Score: **6.0**