

EDUCATION

University of Colorado Boulder Boulder, CO
MBA – Master of Business Administration & MSBA – Master of Business Analytics May 2024

- Full-time MBA and concurrent MSBA in Healthcare Analytics track, GPA 3.6
- Utilized R on two real-world projects:
 - Optimized undergraduate admissions policies, shaping the future admissions at Leeds School of Business
 - Developed tiered pricing for the Inclusive Guide service for the Inclusive Journey Company
- Applied structured data modeling and analysis skills to optimize operations for a gas provider business in Nigeria
- Cooperated with the Ball Corporation on an internal AI
- Analyzed Seagate Technology's data on voluntary employee churn

Allameh Tabataba'i University Tehran, Iran
BS – Bachelor of Science in Economics Jul 2020

- Specialized in Business Economics, GPA: 3.3

WORK EXPERIENCE

University of Colorado Boulder Boulder, CO
Teaching Assistant Jan 2024 – May 2024

- Grading and providing constructive feedback to students for the BCOR Applied Semester Experience course.

Research Assistant Mar 2023 – May 2024

- Analyzed the similarities between various patents utilized by pharmaceutical companies in the realm of antibiotics
- Utilized various software for analyzing data, such as RStudio, Python, and Excel

Nooriplast Company Tehran, Iran
Medical packaging company specializing in plastic-based containers for medications. Jan 2020 – Jul 2022

Sales and Marketing Manager and Cost Analyst

- Supervised a sales team of 3 by communicating the job expectations and providing direction, motivation and support to them to meet the sales target
- Managed an annual budget of \$600K, ensuring that all policies and procedures were fully followed, worked in compliance with all government policies and procedures
- Cooperated with various teams in the company regarding product pricing and technology development
- Assisted in project administration including writing reports, gathering information, drafting proposals and correspondence, tracking project costs, and completing progress reports
- Developed electronic databases in different formats according to each project's needs
- Introduced 2 new products to the market per year and promoted the value of the company's brand

Aryantakplast Company Tehran, Iran
Packaging company specialized in plastic containers for chemical substances Jan 2019 – Dec 2019

Sales and Marketing Assistant

- Collaborated with the internal teams in closing 20 profitable sales, wrote up 8 sales agreements, capturing all the needs of customers
- Cold-Called 5 customers daily, with a closing rate of 10-15%
- Managed and organized data using Excel spreadsheets to ensure effective data management
- Identified the business requirements by creating reports and presenting them to the C-Suite of the company

ADDITIONAL INFORMATION

- Proficient in Microsoft Office (Word, Excel, and PowerPoint), R, Python, SQL, Spark, Hadoop
- Languages: Farsi (native) and English (fluent)