

Hamed Shojae Sangchouli

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EDUCATION

B.Sc. in Industrial Engineering

September 2006 – September 2010

Shahid Bahonar University of Kerman, Iran

Diploma, Mathematics and Physics

September 2003 – July 2006

Shahed High School, Mashhad, Iran

WORK EXPERIENCES

Senior Business Analyst | Khorasan Science and Technology Park, Iran, 2019-present

- Analyzed and interpreted complex data sets to identify business trends, opportunities, and risks.
- Developed and implemented data-driven strategies to improve operational efficiency and optimize business performance.
- Collaborated with cross-functional teams to gather requirements, define business objectives, and recommend solutions.
- Created and presented comprehensive reports and dashboards to stakeholders, enabling data-driven decision making.
- Conducted regular business performance reviews and provided insights to senior management for strategic planning.
- Designed and maintained 4 management dashboards using Microsoft Excel,

Senior Business Analyst [Part Lastic Group, Auto-Part Manufacturing Company], Iran, 2017-2019

- Collaborated with cross-functional teams to analyze business processes, identify areas of improvement, and develop strategic plans for enhancing operational efficiency.
- Conducted thorough data analysis and presented actionable insights to senior management, resulting in a 15% reduction in production wastes.
- Led the implementation of a new inventory management system, resulting in a 20% reduction in stockouts and a 10% increase in on-time deliveries.
- Designed and maintained 2 management dashboards using Microsoft Excel, providing real-time visibility into key performance indicators and enabling data-driven decision-making.

Planning and Business Analyst [Samen Pharmaceutical Co.], Iran,2015-2017

- Conducted market research and competitive analysis to identify new business opportunities and develop strategic plans for product expansion.
- Collaborated with cross-functional teams to create detailed sales forecasts and demand plans, resulting in a 10% increase in sales accuracy and optimized inventory levels.
- Streamlined procurement processes by implementing automated reporting systems, reducing lead times by 20% and saving costs.
- Analyzed and monitored key performance metrics to identify areas for improvement, leading to a 15% increase in overall operational efficiency.
- Designed and maintained 3 management dashboards using Microsoft Excel,

Business Analyst [Simin Tak toos Co.- Dried Fruits export], Iran,2013 - 2015

- Conducted market analysis to identify potential export markets and develop pricing strategies, resulting in a 30% increase in international sales.
- Collaborated with suppliers and logistics teams to optimize supply chain operations and reduce shipping Time by 15%.
- Developed comprehensive business reports and presented findings to senior management, enabling data-driven decision-making and improved profitability.
- Conducted feasibility studies for new product lines, providing recommendations for expansion into new markets and diversification of product offerings.

PUBLICATION

International Journal of Review in life Sciences, V.5, issue, 4 (ISI)

Strategy the use of technology in customer relationship management

Ahamdi, M.shoja sangchouli, H.Riahi, M.Shahabi,S – 2015

LANGUAGES

English: Fluent in English (written and spoken) **Germany:** Basic

Persian: Native

• **Arabic:** Basic

TEACHING EXPERIENCES

University Lecturer

September 2018 - 2022

Asrar Institute of higher Education University, Mashhad, Iran

-work&Time study

-Human Factors Engineering

SKILLS

Computer skills:

- Advanced Excel
- Initial knowledge of SQL, Tableau and Power BI

Soft skills:

-Business Analysis

-Process Improvement

-Inventory Optimization

-Attention to Detail

-Strategic Planning

-Market Research

-Dashboard Design

-Continuous Learning

-Data Analysis and Reporting-

-Supply Chain Management

-Problem Solving

-Critical Thinking