

AMIR ZAMANI

School of Management

University of Tehran

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EDUCATION

University of Tehran - School of Management, Tehran, Iran

Master of Business Administration (MBA), 2018, **GPA (3.81/4.00)**

Shiraz University, Shiraz, Iran

Bachelor of Science, Mechanical Engineering, 2015, **GPA (3.60/4.00)**

TEST SCORES

GRE (General): 325

Quantitative (167) Verbal (158) Writing (2.5)

TOEFL (IBT): 102

R (27) L (29) S (22) W (24)

RESEARCH INTERESTS

- **Substantive:** *Supply Chain Design; Operations Strategy; Data Analytics & Decision Modeling*
- **Methodological:** *Machine learning; Econometrics; Game Theory; System Dynamics*

DISSERTATION

“Essay on *Investigating the Strategic Formation Patterns in Travel Industry in Tehran and Shiraz, Iran*”

(Defense Session: Sep 2018)

RESEARCH

Work in Progress

[1] “A Game Theory Model for Competitiveness among Suppliers in Supply Chain,” with Mohd Nor Esmaeil and Neda Mohamadesmaeili. Writing stage. *Preliminary Data Analysis*

[2] “The Relation Between Strategic Formation Patterns and Performance by Focusing on the Effect of Market Orientation Factor,” Dissertation Essay, with Ali Asghar Shalbafian and Ali Heidary. Writing stage. *Preliminary Data Analysis*

Early Stage Idea

[3] “Developing Machine Learning Algorithms for Improving the Supply Chain Performance,” with Nader Seyed Kalali and Mohd Nor Esmaeil. *Data Collection Stage*

HONORS AND AWARDS

[1] 3000\$, Research Grant, Surfing Persia Travel Agency, 2017

[2] Ranked in the top 0.1% among more than 50,000 participants, Iranian National University Entrance Exam (Konkour) for graduate programs, 2015

[3] Ranked in the top 0.1% among more than 350,000 participants, Iranian National University Entrance Exam (Konkour) for undergraduate programs, 2011

[4] Top student Award, Ranked 1st in differential equations and mathematical engineering in my major at University of Shiraz, 2012 & 2013

TEACHING EXPERIENCES

Surfing Persia Company

[1] **Instructor**, Data Analysis (2018, 2019)

- **Responsibilities:**

- Teaching Data Cleaning and Database (with Excel, SSIS, and SQL)
 - Teaching Modeling (with Gretl)
 - Teaching Data Visualization (with Tableau)
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School of Management, University of Tehran, Iran

[2] **Teaching Assistant**, Operations Management, Core graduate course for MBA program (Spring 2017)

- **Responsibilities:**
 - Help with preparing course contents, created class activities, homework & assignments
 - Helping students with their final projects, grading students' exams, holding office hours
- Enrollment: 45 MBA students with Dr. Nima Mokhtarzadeh

[3] **Teaching Assistant**, Human Resource Management, Core graduate course for MBA program (Spring 2017)

- **Responsibilities:**
 - Help with preparing course contents, created class activities, homework & assignments
 - Helping students with their final projects, grading students' exams, holding office hours
- Enrollment: 45 MBA students with Dr. Neda Mohamadesmaeili

Scientific & Cultural Center of Ghalamchi, Shiraz, Iran

[4] **Instructor**, Mathematics & Physics Core high school courses (2010, 2013)

- **Responsibilities:**
 - Developing and presenting lectures; creating class curriculum, administering homework, quizzes, and exams
 - Grading students' works; holding review sessions
 - Teaching test taking tactics
- Enrollment: 25 high school students

RELEVANT COURSEWORK

Mathematics and Statistics

Statistics
General Calculus I
General Calculus II
Differential Equations
Engineering Mathematics

Operations Management

Operations Management
Supply Chain Management Specialization
Supply Chain Principles
Operations & Supply Chain Decisions and Metrics

Numerical Analysis

Research Methods

Business Research Methods
 Qualitative Research Methods
 Quantitative Methods
 Game Theory
 Econometrics: Methods & Applications
 System Dynamics

Data Science

Machine Learning (Andrew Ng)
 Deep Learning Specialization (Andrew Ng)
 Neural Networks & Deep Learning (Andrew Ng)

COMPUTER SKILLS

COMPUTER PROGRAMMING

Python, MATLAB

DATA ANALYSIS TOOLBOX

Python Libraries (Matplotlib, Scikit-Learn, Stat Model, Pandas, Numpy, TensorFlow, Keras)
 SPSS, STATA, Tableau, SSIS, SQL, Gretl

SIMULATION SOFTWARE

VENSIM, AMOS

OTHER SKILLS

HTML, CSS, Javascript, JQuery, React.js, Django, Microsoft Office, MSP, COMFAR

HUMANITARIAN ACTIVITIES

- Instructed high school mathematics and physics free for some students.
- Raised funds for students in my city who are in need.
- Helped gather necessities for schools of Kermanshah which became destroyed in the earthquake.

PROFESSIONAL EXPERIENCE

SBD Travel Company

Marketing Specialist

Shiraz, Iran

05/2020-06/2021

- **Responsibilities**
 - Holding brand awareness campaign, contest campaign, and email marketing campaign
 - Build, guide, manage, and promote a sales team
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Surfing Persia Company
Data Analyst

Shiraz, Iran
01/2018-04/2020

- **Responsibilities**
 - Collecting and interpreting data
 - Analyzing results
 - Reporting the results back to the relevant members of the business
 - Identifying patterns and trends in data sets
 - Instructing Data Analysis team

REFERENCES

Dr. Ali Asghar Shalbafian, Assistant Professor, Faculty of Tourism, University of Semnan, Semnan, Iran. Tel: +98 23 31535582, Email: ashalbafian@semnan.ac.ir

Dr. Nader Seyed Kalali, Assistant Professor of Strategic Management, Faculty of Management, University of Tehran, Tehran, Iran. Tel: +98 9128231608, Email: N.kalali@ihcs.ac.ir

Dr. Neda Mohamadesmaeili, Assistant Professor of Human Resource Management, Faculty of Management, University of Tehran, Tehran, Iran. Tel: +98 21 61117745, Email: Nedaesmaeili@ut.ac.ir

Dr. Ali Heidary, Assistant Professor of Strategic Management, Faculty of Management, University of Tehran, Tehran, Iran. Tel: +98 21 61117757, Email: Aheidary@ut.ac.ir

Dr. Arezoo Bagheri, Associate Professor of Applied Statistics, Director of Statistical Methods & Population Modeling Department, National Population Studies & Comprehensive Management Institute, Tehran, Iran. Tel: +98 21 88534321, Email: arezoo.bagheri@psri.ac.ir

Dr. Majid Hashemi, Associate Professor, Physics Department, Shiraz University, Shiraz, Iran. Tel: +98 9173004517, Email: majid.hashemi@cern.ch

Dr. Ehsan Azadi Yazdi, Associate Professor, School of Mechanical Engineering, Shiraz University, Shiraz, Iran. Tel: +98 71 36473533, Email: ehsanazadi@shirazu.ac.ir