Ali Siahi

Koblenz - Germany

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Work Experience

University of Koblenz
Research assistant

Koblenz, Germany
Aug 2024 - Current

- As a research assistant at the University of Koblenz, I contribute to the COVID and AI project, developing and enhancing research environments. My work focuses on integrating open-source technologies, such as JupyterHub and Keycloak, to provide seamless identity and access management for researchers.
- In the next phases, I will assist researchers in automating the visualization of their research results, ensuring that the data is more accessible and interpretable for target audiences such as policymakers, healthcare professionals, and the general public. This work will help improve the communication of key findings, making complex research easier to understand and act upon.

Mofid Securities
Investment Advisor

Shiraz, Iran
Dec 2019 - Jun 2023

- As an Investment Advisor at Mofid Securities, my job involved meeting with clients individually to gain a comprehensive understanding of their financial goals, risk tolerance, income, expenses, and assets.
- I then leveraged this information to educate clients on the available products and services that can help them make the most of their resources and achieve their financial objectives.
- Identified and pursued potential clients, thereby expanded and maintained a strong client base.
- To stay up-to-date with financial trends, I performed extensive market research on a regular basis.

Yooz Coffee
Director of Business Development

Shiraz, Iran
Mar 2017 - Aug 2018

- My main responsibility was conducting comprehensive market research on competitors and identifying potential areas to help Yooz Coffee expand its customer base.
- Established relationships with key coffee roasters and suppliers to ensure that Yooz Coffee sourced only the highest quality coffee products.
- Monitored the quality of the various drinks served at Yooz Coffee branches to ensure that customers received the best possible experience.
- Helped define the business brand by consulting on the design of logos, shop signs, and other accessories.
- Conducted regular research and designed new products to keep Yooz Coffee's Offerings fresh and exciting.

Education

University of Koblenz
Master in IT, E-Government

Koblenz, Germany
Apr 2024 - Mar 2026

- Gaining knowledge in designing and implementing IT infrastructures that strategically align with business goals, with a focus on integrating IT systems and establishing governance frameworks.
- Committed to enhancing expertise in Enterprise Architecture, particularly through learning and applying TOGAF as a comprehensive framework.

Kharazmi University of Tehran
Master of Business Administration (MBA) in Information Technology and Systems (GPA: 17.93/20)

Tehran, Iran
Sep 2015 - Jun 2018

- MBA in Information Technology and Systems equipped me with a diverse range of skills, especially in: Knowledge of information and communication technology management, Management of information systems and e-commerce and Expertise in operations research and operations management. These skills have equipped me to excel in various roles and industries, especially those related to technology and business management.
- **Selected Courses:** Management Information Systems(19.2/20), Information and Communication Technology Management(18.5/20), E-Commerce(18/20), Financial Management(18.5/20), Advanced Operations Research(18.5/20), Strategic Management(19.5/20).

Shahid Chamran University of Ahvaz
Bachelor's Degree in Computer Engineering majored in Software (GPA: 14.24/20)

Ahvaz, Iran
Sep 2009 - Jul 2014

- **Top Student** in Advanced Programming Course (Java).
- Instructed Java programming and Object-oriented programming to Computer Engineering students as **Teacher Assistant**.
- My project was about RFID technology, applications and challenges of implementation in Iran.

Projects

Live Link	**Portfolio Website**, Next.js, TypeScript, Tailwind CSS, Shadcn UI, GraphQL, Framer Motion, Next Themes	*Github Link*
Live Link	**Airbnb Clone**, Next.js, TypeScript, Tailwind CSS, Shadcn UI, Prisma, Supabase	*Github Link*
Live Link	**Yoga Studio**, Next.js, TypeScript, Tailwind CSS, Swiper, React-Scroll, Framer Motion	*Github Link*

Skills

Programming Python, , HTML, CSS, JavaScript, TypeScript, Reactjs, Nextjs, Supabase, Tailwind CSS, Shadcn UI, Git, Github, Prisma, REST API, GraphQL, Hygraph CMS.

Soft Skills Teamwork, Time Management, Effective Communication, Presentation skills. Problem-solving, Sales, Marketing, Customer Relationship Management, Market Research.

Languages

Persian Native proficiency

German Level B1

English IELTS Overall: 7.5 - Listening: 8.0, Reading: 7.5, Speaking: 7.0, Writing: 6.5

Certifications

2023	**Neural Networks and Deep Learning**, DeepLearning.AI (Coursera)	*Certificate Link*
2023	**Improving Deep Neural Networks**, DeepLearning.AI (Coursera)	*Certificate Link*
2023	**Structuring Machine Learning Projects**, DeepLearning.AI (Coursera)	*Certificate Link*
2022	**Introduction to Finance and Accounting Specialization**, Wharton Business School (Coursera)	*Certificate Link*
2022	**Decentralized Finance: The Future of Finance Specialization**, Duke University (Coursera)	*Certificate Link*
2022	**Investment Management Specialization**, University of Geneva (Coursera)	*Certificate Link*
2022	**Economics of Money and Banking**, Columbia University (Coursera)	*Certificate Link*
2022	**Accenture Nordic Consultant Program**, Accenture (Forage)	*Certificate Link*

Graduate Record Examinations

GRE General Quantitative Reasoning: 170, Verbal Reasoning: 162, Analytical Writing: 4.0

Publications

2018 - Thesis **Introducing an integrated approach to choosing the best online coffee retailer:**
This research employed Quality Function Deployment (QFD) methodology to translate customer requirements into technical and engineering specifications for online coffee retailers. The study involved several stages, including extracting customer needs through surveys and interviews, identifying technical features, and prioritizing through a questionnaire tool. A quality house matrix was utilized to connect customer requests with technical features, and regression analysis was used to determine the relationship between customer demands and technical features. Finally, zero-one integer programming was employed to determine the best online coffee retailer, with the objective of minimizing the deviation of the given weights from the value obtained according to the customer's needs. These findings provide valuable insights for online coffee retailers to improve their systems and meet the demands of their customers.

Recommendations

Thesis Supervisor Dr. Mahdi Sadatrasoul
Assistant Professor of Information Technology Management, Faculty of Management, Kharazmi University, Tehran, Iran
Email: msadatrasoul@khu.ac.ir

Thesis Advisor Dr. Reza Yousefi Zenouz
Lecturer in Business Analytics, Queen's Management School, Queen's University Belfast, Northern Ireland, United Kingdom
Email: Reza.Zenouz@qub.ac.uk