



SAEED NAJAFI ZANGENEH

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EDUCATION

Ph.D. Industrial Engineering Amirkabir University of Technology (AUT)	Sept. 2018 – Present Tehran, Iran
M.Sc. Industrial Engineering Sharif University of Technology (SUT)	Sept. 2013 – Sept. 2015 Tehran, Iran
B.Sc. Industrial Engineering Amirkabir University of Technology (AUT)	Sept. 2007 – Sept. 2012 Tehran, Iran

RESEARCH INTERESTS

Bounded Rational Decision-Making
Game Theory
System Simulation / Optimization
Human Resource Management

PROFESSIONAL EXPERIENCE

Executive Director IEPRC of Amirkabir University of Technology	Sept. 2013 – Present Tehran, Iran
<ul style="list-style-type: none">Project Manager of more than 20 research projects (focusing on Strategic Planning, Data Analysis, Digitalization, Human Resource Performance Evaluation, Competency Models, Business Process Re-engineering, etc.) in Iranian companies.Leading teams of 5 to 50 people in research activities.Supervision of ≈ 20 master/bachelor's thesis and internships.Published 5 peer-reviewed scientific papers in renowned international journals and conferences.	
Chief Executive Officer (CEO) and Member of the Board Almas Pakan Tak Vista Company	Aug. 2020 – Present Tehran, Iran
<ul style="list-style-type: none">Analyze the business environment, formulate organizational strategies and plan goals and achievement programs.Identify risks and opportunities related to the organization's processes.	
Senior Advisor to the Board TTS Group	Sept. 2021 – Aug. 2022 Tehran, Iran
<ul style="list-style-type: none">Market and Product Analysis, Financial Statement Analysis, Human Resource Performance Evaluation, etc.	
Director General of the Department of Presidency and Public Relations Technical and Vocational University (TVU)	Apr. 2017 – Mar. 2018 Tehran, Iran
<ul style="list-style-type: none">Coordinating and communicating the orders of the chairman to the deputies, managers of the headquarters and the province.	

SKILLS

Soft Skills: Problem-solving, Critical thinking, Interpersonal, Communication, Judgment and Decision Making
Mathematical Frameworks: Game Theory, Social Learning, Linear Optimization, (Meta-) Heuristics, Monte-Carlo Simulation, Machine Learning
Languages: Python, MATLAB, GAMS
Data Analysis: NumPy, SciPy, Matplotlib, etc.

HONORS AND AWARDS

Erasmus Plus Scholarship Winner of the Erasmus Plus Scholarship as an Intern at the Ecole Polytechnique.	Sep. 2022 Paris, France
Distinguished PhD Student Ranked 1th as a distinguished PhD student among 22 competitors.	May 2019 Tehran, Iran
National Elite Foundation Award Winner of the Military Service Award from the National Elite Foundation of Iran.	Apr. 2015 Tehran, Iran
Top 0.08% of candidates in the National University Entrance Exam (Konkour) Ranked 16th in National M.Sc. Entrance Exam among more than 19,000 competitors.	June 2013 Tehran, Iran
Top 0.23% of candidates in the National University Entrance Exam (Konkour) Ranked 812 in National B.Sc. Entrance Exam among more than 350,000 competitors.	June 2006 Tehran, Iran

CONFERENCES ATTENDANCE

National Award for Logistics and Supply Chain Executive Secretary, Amirkabir University of Technology (AUT)	Oct. 2019 Tehran, Iran
Water Resources Policymakers Conferences Executive Secretary, Amirkabir University of Technology (AUT)	Feb. 2015 Tehran, Iran
National Conference in Cost Management Executive Secretary, Amirkabir University of Technology (AUT)	Feb. 2014 Tehran, Iran

PROFESSIONAL CERTIFICATIONS

EFQM Excellence Model, 2016
Business Processes Optimizing with the APQC standard, 2014
Microsoft Project (MSP), 2012
Microsoft Office, 2012

LANGUAGES

English: Highly proficient in spoken and written skills
Persian: Mother tongue

PATENTS

Almas pakan Tak Vista company's activities are to commercialize my patents:

- Production of biological adsorbents from aquatic organisms in a completely independent environment by the breeding method, form I.R.R Patent 90519, Nov. 2016
- The process of using biological adsorbents to absorb all organic pollutants and heavy metals from industrial and municipal effluents and recovery of precious metals, form I.R.R Patent 89594, Aug. 2016

PUBLICATIONS

- [1] **S. Najafi-Zangeneh**, N. Shams, A. Arjomandi-Nezhad and E. Hassannayebi. "A Hybrid Machine Learning and Optimization Model to Minimize the Total Cost of BRT Brake Components." Advanced Transportation, 2021.
- [2] **S. Najafi-Zangeneh**, N. Shams, A. Arjomandi-Nezhad and S. Hashemkhani Zolfani. "An Improved Machine Learning-Based Employees Attrition Prediction Framework with Emphasis on Feature Selection." Mathematic, 2021.
- [3] **S. Najafi-Zangeneh**, N. Shams and A. Arjomandi-Nezhad. "A two-step Best-Worst Method (BWM) and K-Means clustering recommender system framework." 2th International Workshop on Best Worst Method, 2021.
- [4] **S. Najafi-Zangeneh**, N. Shams, P. Azizi and A. Eshraghnia Jahromi. "Optimizing the Quality of Construction Projects Based on System Reliability Theory Using Improved Min-Max Ant Colony Algorithm." Journal of Structural and Construction Engineering (JSCE), 2018.
- [5] **S. Najafi-Zangeneh**, N. Shams, A. Nabaviyeh and A. Eshraghnia Jahromi. "Determination of Optimal Capacity of Human Resource in Repair Shop Taking into Account the Reliability of the System, Case Study of Tehran Bus Rapid Transportation System (BRT)." Iranian Electric Industry Journal of Quality and Productivity, 2017.

[6] **S. Najafi-Zangeneh**, N. Shams and M. A. Rostami. "Presenting the stock portfolio model by ethical and social considerations using the Fuzzy multi-criteria decision-making." International Conference on Accounting and Management , 2016.

REFERENCES

Prof. [Naser Shams](#), Amirkabir University of Technology
Prof. [Olivier Gossner](#), Ecole Polytechnique
Prof. [Ehsan Hajizadeh](#), Amirkabir University of Technology

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