



# SAEED NAJAFI ZANGENEH

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## EDUCATION

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<b>Ph.D.   <i>Industrial Engineering</i></b> Amirkabir University of Technology (AUT)	Sept. 2018 – Present Tehran, Iran
<b>M.Sc.   <i>Industrial Engineering</i></b> Sharif University of Technology (SUT)	Sept. 2013 – Jan. 2016 Tehran, Iran
<b>B.Sc.   <i>Industrial Engineering</i></b> Amirkabir University of Technology (AUT)	Sept. 2007 – Jul. 2012 Tehran, Iran

## RESEARCH INTERESTS

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

## PROFESSIONAL ACADEMIC EXPERIENCE

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<b>Researcher</b> Ecole Polytechnique	Sept. 2022 – Present Paris, France
<ul style="list-style-type: none"><li>Doing research, preparing and publishing scientific papers, participating in seminars, conferences, and workshops</li></ul>	
<b>Senior Researcher</b> IEPRC of Amirkabir University of Technology	Sept. 2013 – Aug. 2022 Tehran, Iran
<ul style="list-style-type: none"><li>A Research Center in Productivity and Industrial Engineering Studies</li><li>Project Manager of more than 20 research projects (focusing on Strategic Planning, Data Analysis, Innovation and digitalization, Human Resource Performance Evaluation, Competency Models, Business Process Re-engineering, etc.) in Iranian companies.</li><li>Leading teams of 5 to 50 people in research activities.</li><li>Supervision of <math>\approx</math> 20 master/bachelor's thesis and internships.</li><li>Published 5 peer-reviewed <a href="#">scientific papers</a> in renowned international journals and conferences.</li></ul>	

## SKILLS

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

## HONORS AND AWARDS

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<b>PAUSE Program Scholarship</b> Winner of the Full Package Scholarship (€24,000) as a Researcher at Ecole Polytechnique/CREST.	Sep. 2023 Paris, France
<b>Erasmus Plus Scholarship</b> Winner of the Full Package Scholarship (€6,000) as an Intern at Ecole Polytechnique.	Sep. 2022 Paris, France
<b>Distinguished PhD Student</b> Ranked <b>1th</b> as a distinguished PhD student among <b>22</b> competitors.	May 2019 Tehran, Iran
<b>National Elite Foundation Award</b> Winner of the Military Service Award from the National Elite Foundation of Iran.	Apr. 2015 Tehran, Iran
<b>Top 0.08% of candidates in the National University Entrance Exam (Konkour)</b> Ranked <b>16th</b> in National M.Sc. Entrance Exam among more than <b>19,000</b> competitors.	June 2013 Tehran, Iran
<b>Top 0.23% of candidates in the National University Entrance Exam (Konkour)</b> Ranked <b>812</b> in National B.Sc. Entrance Exam among more than <b>350,000</b> competitors.	June 2006 Tehran, Iran

## TEACHING ASSISTANCE

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<b>Knowledge Management</b> Prof. Abbas Afrazeh, Amirkabir University of Technology (AUT)	2020 - 2021 Tehran, Iran
<b>Human Resource Management</b> Prof. Naser Shams, Amirkabir University of Technology (AUT)	2019 - 2020 Tehran, Iran
<b>Micro Economics</b> Prof. Naser Shams, Amirkabir University of Technology (AUT)	2017 - 2018 Tehran, Iran
<b>Principles of Economics</b> Prof. Naser Shams, Amirkabir University of Technology (AUT)	2016 - 2017 Tehran, Iran

## CONFERENCES ATTENDANCE

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

## PROFESSIONAL CERTIFICATIONS

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Machine Learning and Data Science, 2020  
EFQM Excellence Model, 2016  
Business Processes Design with the APQC Standard, 2014  
Microsoft Project (MSP), 2012  
Microsoft Office, 2012

## LANGUAGES

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

## PATENTS

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**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

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- [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." *Mathematics*, 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." *2nd 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.

## WORKING PAPERS

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- [1] **S. Najafi-Zangeneh**, N. Shams, O. Gossner and E. Abassi. "Job-Package Optimization in a Two-Sided Stable-Matching Personnel Selection Problem." *International Journal of Industrial Engineering Computations*.
- [2] **S. Najafi-Zangeneh**, N. Shams, O. Gossner and E. Abassi. "Optimize Job-Offers in Personnel Selection Problem based on Bounded Rational Decision-Makers."
- [3] **S. Najafi-Zangeneh**, M. Basirat and S. Hashemkhani Zolfani. "Enhancing Attrition Prediction: A Method Integrating Independent Components and Long Short-Term Memory (LSTM) Network." *Engineering Applications of Artificial Intelligence Journal*.
- [4] **S. Najafi-Zangeneh**, and M. Basirati. "Machine Learning-based E-Commerce Business Customer Churn Prediction Using Extended RFM Metrics." *International Journal of Research in Marketing*.

## REFERENCES

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

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