Mahdi Kiaee

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Summary

Intelligence analyst focused on business performance improvement through data-driven insights. Employed data analytics to identify strategic opportunities realizing a **40%** increase in operational efficiency and a **30%** rise in sales revenue. Proficient with analyzing complex data sets, deploying business intelligence and ERP systems, and leading multidisciplinary teams of 10 members. Constantly pursuing knowledge and best practices to enhance capabilities and meet organizational objectives.

Experience

Business Analyst, Zarrin Roya, Tehran, Iran   **Jun 2021 - Sep 2022**

- Rectified SAP CO module issues using sprint planning, leading to a **20%** reduction in maintenance project complications.
- Streamlined solution implementation processes, reducing SAP project timelines for distribution branches by **15%**.
- Instructed 50+ finance staff, improving SAP end users' competency reported by business managers by **80%**.

Financial Modeling Specialist, MTN-Irancell, Tehran, Iran   **May 2020 - Nov 2020**

- Revolutionized the pricing model for "golden numbers," using R, SQL Server, and Microsoft Excel, increasing sales by **30%**.
- Capitalized on financial metrics to provide Chief Operating Officer insights by preparing cash flow and NPV analysis, improving budget allocation to digital products by **25%**.
- Enhanced weekly reporting processes via automated procedures in SQL, reducing financial report time by **40%**.

Revenue Accountant, MTN-Irancell, Tehran, Iran   **May 2019 - May 2020**

- Pioneered an automated model for sales channels' and dealerships' commission due diligence, using SQL server database, Knime, and Microsoft Excel, reducing fraud by **50%**.
- Refined revenue audit procedures, according to IFRS 15, increasing revenue recognition accuracy by **20%**.
- Optimized content providers' invoice reconciliation, accelerating Irancell's IPTV accounts month-end closing procedure by **10%**.
- Harmonized with the sales team, identifying revenue opportunities resulting from the commissions model, worth $50k annually.

Financial Data Analyst, Kardan Investment Bank, Tehran, Iran   **Oct 2018 - May 2019**

- Executed due diligence for Iran's first project finance of setting up a solar power plant for budget allocation approvals.
- Devised cost-benefit ad-hoc reports for the Board of Directors, improving capital expenditure allocation by **15%**.
- Architected cost assessment models using Microsoft Power BI, mitigating annual operating costs by **20%**.

ERP Implementation Expert, System Group, Tehran, Iran   **Feb 2017 - Oct 2018**

- Evaluated client requirements and tailored ERP solutions accordingly, increasing customer satisfaction rates by **25%**.
- Supervised data conversion and migration processes for 15+ companies with SQL queries and procedures, ensuring zero data loss.
- Established agile project management methodologies, boosting on-time financial modules project delivery rates by **30%**.

Certificates

Google Data Analytics, Coursera	May 2023
Project Management, Coursera	Aug 2021
Software Testing/QA, LinkedIn	Aug 2021
Programming for Everybody (Python), Coursera	Jul 2021
Customer Analytics, Coursera	Apr 2021
Power BI Data Modeling, LinkedIn	Aug 2021
Power BI Essential Training, LinkedIn	Aug 2021
Financial Management, ACCA	Jul 2019
Performance Management, ACCA	Apr 2019
Corporate and Business Law, ACCA	May 2019
Financial Accounting, ACCA	Jan 2019
Management Accounting, ACCA	Jan 2019
Accountant in Business, ACCA	Jan 2019

Skills

Programming and Data Analytics: Microsoft SQL Server, R, Knime, Weka
Data Visualization: Power BI, Tableau, QlikView
Applied Software: Microsoft Excel
ERP Software: SAP, IFS

Education

Ph.D. Business Technology Management, Haskayne School of Business, Calgary, Canada	Sep 2022 - Expected
M.Sc. IT Management, Business Intelligence, University of Tehran, Tehran, Iran	Sep 2016 - Sep 2019
B.Sc. Financial Management University of Tehran, Tehran, Iran	Sep 2012 - Mar 2016

Languages

Persian: Native
English: TOEFL: 111, GRE: 336

Publications

Sohrabi, B., Raeisi Vanani, I., Kiaee, M.;(2020). Designing a predictive analytics model to evaluate the quantitative performance of enterprise resource planning system. Iranian Journal of Information Management, 5(2), 220-242. Doi: 10.22034/aimj.2020.11144