

Mahdi Kiaee

PhD Candidate, Business Technology Management
Research & Teaching (Digital Platforms / Business Analytics)

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Profile

PhD Candidate in Business Technology Management at the Haskayne School of Business, University of Calgary. Sessional instructor for BTMA 317, contributing to lecture and assessment development and delivering instruction that bridges applied analytics (Power BI, data modeling, DAX, and API-enabled workflows) with managerial technology topics through case studies and in-class workshops. Prior industry experience in business analytics, SAP ERP implementation, and financial modeling, translating quantitative analysis into operational improvements and executive-ready insights. Research focuses on the economics of digital platforms and technological change using analytical modeling and empirical methods.

Education

PhD, Business Technology Management, University of Calgary	Sep 2022 – Present
MSc, IT Management (Business Intelligence), University of Tehran	Sep 2016 – Sep 2019
BSc, Financial Management, University of Tehran	Sep 2012 – Mar 2016

Teaching Experience

Sessional Instructor, BTMA 317 — Introduction to Business Technology Management Winter 2026
Haskayne School of Business, University of Calgary

- Delivered course instruction across two streams: applied analytics (Power BI, data modeling, DAX, and API-enabled workflows) and managerial IT concepts using case studies and in-class workshops.
- Collaborated on lecture content and assessments; applied rubric-based grading and student support (office hours/email) to improve learning outcomes.

Teaching Assistant, MGST 217 — Introduction to Business Analytics Fall 2023
Haskayne School of Business, University of Calgary

- Supported course delivery through tutorials/labs, office hours, and student support for analytics problem-solving.
- Assisted with assessment administration and grading using consistent rubrics; provided constructive feedback to improve student performance.

Teaching Assistant, BTMA 637 — Data Analytics II Winter 2024
Haskayne School of Business, University of Calgary

- Facilitated student learning in advanced analytics topics through guided problem sets.
- Assisted with evaluation and feedback on analytic assignments.

Research Portfolio

Research Interests: Digital platforms; competition and welfare; interoperability and data portability; data sharing under information asymmetry; technological change; innovation and R&D labor; analytical modeling and causal inference.

Working Paper

Interoperability vs. Data Portability for Fostering Competition *Working Paper*

- Analytical model assessing distinct and interaction effects of data portability and interoperability on competition and welfare.

Work in Progress

Data Sharing with Sellers as a Competitive Strategy *Work in Progress*

- Examines data sharing under information asymmetry, emphasizing the tradeoff between scale advantage and rent erosion.

Dissertation Proposal

Impact of Computationally Advanced IT on Innovation and R&D Labor

Proposal

- Empirical project investigating causal effects of CAIT adoption on firm innovation trajectories and R&D labor outcomes.

Publications (Peer-Reviewed)

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.

Professional Experience

Business Analyst, Zarrin Roya

Jun 2021 – Sep 2022

Tehran, Iran

- Resolved SAP CO module issues using sprint planning, reducing maintenance project complications by **20%**.
- Streamlined implementation processes, reducing SAP project timelines for distribution branches by **15%**.
- Trained 50+ finance staff, improving SAP end-user competency by **80%** (manager-reported).

Financial Modeling Specialist, MTN-Irancell

May 2020 – Nov 2020

Tehran, Iran

- Rebuilt pricing model for “golden numbers” (R, SQL Server, Excel), increasing sales by **30%**.
- Delivered cash flow and NPV analyses, improving budget allocation to digital products by **25%**.
- Automated weekly reporting in SQL, reducing reporting cycle time by **40%**.

Revenue Accountant, MTN-Irancell

May 2019 – May 2020

Tehran, Iran

- Built automated commission due-diligence (SQL Server, KNIME, Excel), reducing fraud by **50%**.
- Improved IFRS 15-aligned revenue recognition accuracy by **20%**.

Financial Data Analyst, Kardan Investment Bank

Oct 2018 – May 2019

Tehran, Iran

- Produced board-ready cost-benefit reporting, improving capital expenditure allocation by **15%**.
- Developed Power BI cost assessment models, reducing annual operating costs by **20%**.

ERP Implementation Expert, System Group

Feb 2017 – Oct 2018

Tehran, Iran

- Led requirements analysis and ERP configuration, improving customer satisfaction by **25%**.
- Directed data conversion/migration for 15+ companies using SQL procedures, ensuring zero data loss.
- Implemented agile delivery practices, increasing on-time module delivery by **30%**.

Technical Skills

Analytics & Programming: SQL (Microsoft SQL Server), R, KNIME, Weka

Visualization: PowerBI, Tableau, QlikView

Business Systems: SAP (CO), IFS

Productivity: Advanced Microsoft Excel

Selected Certifications

Google Data Analytics (Coursera) | Project Management (Coursera) | Programming for Everybody (Python) (Coursera) | Power BI Data Modeling (LinkedIn) | PowerBI Essential Training (LinkedIn) | Software Testing / QA (LinkedIn) | ACCA (selected modules)

Languages

Persian (Native) | English (TOEFL iBT: 111)