

AmirHossein Babaeayan

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WORK EXPERIENCE

AI Product Manager (Low Cost Transportation)

Tehran

Dec 2025 – Now

TAPSI

- Leading product development in TAPSI's Low-Cost Transportation squad, owning "BaHamsafar" (shared rides) and "Ajale Nadaram" (economy rides) initiatives. Responsible for defining and delivering data-driven improvements to pricing, matching, and marketplace efficiency.
- Designed and implemented data and experimentation pipelines using Python (PySpark) and SQL across TAPSI's BI stack (Superset, Metabase), enabling scalable analysis of rider and driver behavior and supporting data-driven product decisions.
- Improved pricing and rebate logic for Ajale Nadaram through behavioral analysis and experimentation, achieving approximately a 23% reduction in cost-to-revenue ratio.
- Defined and evaluated product changes through A/B and switchback experiments in a two-sided marketplace environment to measure causal impact of pricing and matching adjustments.
- Collaborated closely with engineering teams to improve matching and pricing flows, helping optimize supply-demand balance and overall marketplace efficiency.
- Designed and launched a co-rider rating system in BaHamsafar, achieving around 36% user participation and introducing reputation signals into the shared-ride experience.
- Monitored and analyzed key marketplace metrics such as conversion, utilization, and cost efficiency, guiding product iterations and post-launch improvements.
- Led product work across the full lifecycle, from problem definition and solution design to rollout, monitoring, and iterative optimization.
- Managed promotional and discount campaigns end-to-end, including segmentation, offer design, incentive structures, and operational rollout; optimized campaign performance through rapid experimentation and continuous monitoring of conversion, activation, and cost efficiency.

Product Manager (TAPSI Digital HR)

Tehran

Oct 2024 – Dec 2025

TAPSI

- Led the design and development of a unified HRIS, defining product roadmap and scalable architecture for core HR services
- Standardized and automated key HR workflows (e.g., onboarding, performance, career development), improving process consistency and scalability
- Collaborated cross-functionally with HR, Engineering, and Data teams to define execution plans, including cost-benefit and ROI considerations
- Built HR analytics dashboards and improved data visibility to support decision-making across teams
- Drove HR automation and system integrations to streamline operations and reduce manual effort

Senior HR Generalist (Tech & Product HRBP)

Tehran

Oct 2023 – Dec 2025

TAPSI

- Led end-to-end hiring for technical roles, hiring ~100 engineers across levels while improving time-to-hire and sourcing efficiency through workflow optimization and analytics
- Conducted salary benchmarking and recruitment analysis to balance hiring cost and candidate quality
- Designed data-driven initiatives and collaborated with engineering and product teams on team structure, alignment, and organizational improvements

Product Owner | HRM

Hamedan

Jun 2021 – Oct 2022

Satek Startup

- Ensured product-market fit by aligning business goals with customer feedback and market research insights.
- Managed recruitment, onboarding, L&D, and performance systems while driving product development through backlog management and user-story definition.

EDUCATION

AmirKabir University of Technology (AUT)

Tehran

Master of Engineering: Computer Engineering - Computer Networks

Sep 2022 - Sep 2025

Cumulative GPA: 18.13/20 (3.65/4)

Relevant Coursework: Machine Learning, Advanced Algorithms; Game Theory; Distributed Systems; Cloud Computing.

Bu-Ali Sina University (BASU) Hamedan

Bachelor of Engineering: Computer Engineering - Artificial Intelligence

Sep 2017 - Aug 2021

Cumulative GPA: 18.43/20 (3.7/4)

Relevant Coursework: Advanced Programming, Software Engineering; Systems Analysis and Design; Computational Algorithms; Artificial Intelligence; Natural Language Processing; Data Mining; Database; Operating Systems

ACTIVITIES

Guest Lecturer

Tehran

Shahid Beheshti University (SBU)

Feb 2026 – Now

- Designed and delivered an undergraduate **Product Management** course serving as an industry preparation and internship readiness module, covering product mindset, discovery, market research, development methodologies, data-driven decision making, and product strategy.
- Led and evaluated a practical capstone project where students applied end-to-end product management practices to simulate real industry workflows prior to entering internships.

Guest Lecturer | Researcher

Tehran

AmirKabir University of Technology (AUT)

Sep 2022 – Sep 2025

- Taught Computer Fundamentals, Advanced Programming, and Operating Systems, integrating technical expertise with career guidance to prepare students for real-world challenges.
- Conducted Machine Learning research focused on Federated Learning for Energy Efficiency, developing and evaluating models under the supervision of Dr. Siavash Khorsandi.
- Led a feasibility study on AI-IoT integration, applying advanced data analysis methods at AUT under Dr. Ehsan Nazerfard.

Teaching Assistant | Instructor

Iran

Iran's National Elites Foundation, AUT, BASU, and HUT

Sep 2017 – Sep 2024

- Assisted and led over 30 undergraduate and graduate courses, serving as **Head TA** in more than 25 of them.
- Courses included: Machine Learning, Advanced Programming, Algorithms and Data Structures, Database Systems, and Software Engineering.
- Designed and conducted a nationwide Python course during the COVID-19 pandemic, attracting **2000+** participants ranging from students to faculty members; the recorded sessions were published on “**Aparat**”, earning 4000+ views and highly positive feedback.

Chairman

Hamedan

Student Scientific Association of Computer Engineering BASU

Sep 2018 – Nov 2021

- Led the Student Scientific Association for three years, overseeing all members and programs.
- Achieved top honors in the national “Harekat” festival during my tenure.
- Organized over 30 events, including the Western Iran Collegiate Programming Contest (WICPC) and Workshops.

ADDITIONAL

Technical Skills: Advanced in **Python, C, C++,SQL**; Proficient in **Sci-kit Learn, PySpark, Jira, Confluence, Git**; Familiar with **Assembly, Blockchain, CEH** and ...

Soft Skills: Leadership, Teamwork, Problem Solving, Data Visualization, Fast Learning.

Certifications & Training: Python (Tehran University), Game Theory (IPM), Agile Methodologies (Linkedin) and ...

Awards: Achieved **24th place** in the **Computer Engineering Olympiad**, secured **31st place** in the **Information Technology Konkur**, and earned **1st place** in the **Harekat Festival**, among other recognitions.