SORUSH (ROO) DOVLATABADI

(205) 515-6265 SORUSHD@POLYMERHEMP.COM

OBECTIVE

A seasoned sales engineer.
sorushd.com for life and projects.

PROJECTS

Salesforce: Sales Cloud platform to manage my team and prospect leads.

Data Science: Analyze Salary Prediction with python using a Linear Regression model.

API & Python: Developed a mobile app in Python using Walmart API. Reporting Sales >85%.

CloudFormation: EC2 template for Security group, Traffic, Nat Gateway, VPC Peering.

Cookies: HTTP/HTTPS load balancer connection

CloudWatch Alarms: EC2 alarm stopping, termination, rebooting and removing an EC2 instance.

Machine Troubleshooting: Assembled a warehouse full of large manufacturing equipment.

EXPERIENCE

Sales Director, BCAGinc — 2022-Present

- Scrape data banks for contacts, clean and feed data into a data lake and load it to a customer relations software as Salesforce.
- Train the sales team to manage leads and customer relationships using Salesforce Sales Cloud.
- Manage an AI/ML model for high-growth strategies and improving operations to enhance planning.
- Examine inefficiencies to better improve software and/or sales strategies.

Sales Engineer, Chance Labs — 2017-Present

- Chemically engineered a biodegradable plastic from hemp and published my chemistry in a prestigious plastic journal in Canada.
- Customize the technology for the customer. Most of my time is spent managing relationships with customers and building stronger business bonds.

Sales System Analyst, Scott Manufacturing — 2015 - 2016

- Sales Engineer & Lead Chemist, established all protocols for our laboratory and engineered a plastic product that was sold nationally as Sales Engineer & Lead Chemist.
- Customized technologies to meet the customer’s needs and assembled a warehouse full of manufacturing equipment.

EDUCATION

Associate Solutions Architect - AWS Certified
M.S. Biotechnology - University of Alabama
B.S. Marketing - Sullivan University

PUBLICATIONS

Dovlatabadi,S. “Effectes of kenaf filler reinforcement on mechanical properties of molded polypropylene composites: A particle size study”. Polymers from Renewable Resources - Sage Journals. September 2020. Vol 11(3), p.64-68