Ali Dia

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EXPERIENCE

B.Conseil - Innovation Management Consulting Firm

Senior Consultant based in EuraTechnologies, Lille, France　　　　　　　　　　*Jun. 2023 – Present*
- Identifying clients' needs, mapping suitable solutions, and proposing additional services that clients were unaware of, leading to a 25% increase in service adoption and a 20% improvement in client satisfaction.
- Overseeing €7 million annually in funding for 100+ global startups across various tech sectors, from initial consultation to successful delivery of the full project lifecycle.
- Leading a team of 4 junior consultants and interns, achieving a 30% productivity growth through strategic guidance and mentorship.
- Collaborating with the sales team to identify 50+ opportunities, achieving a 40% conversion rate and securing 30 new business relationships.
- Organizing and leading more than 10 workshops, educating over 200 entrepreneurs on effective funding strategies in France.

Senior Associate Consultant based in EuraTechnologies, Lille, France　　　　　　*Jun. 2022 – Jun. 2023*
- Expanded the firm's presence by developing the Lille Branch within EuraTechnologies, the largest startup incubator in Europe, securing 10+ new partnerships and doubling local client engagement within 12 months.
- Managed a diverse portfolio of 50 to 60 clients with a turnover of €4 million per year, providing strategic guidance and producing technical and financial documents to secure funding : Achieved a near 90% approval rate for funding applications.

Consultant based at Station F, Paris, France　　　　　　　　　　　　　　　　　*Jun. 2021 – Jun. 2022*
- Conducted market research and competitive analysis for a portfolio of 30 to 40 clients, identifying growth opportunities and contributing to ensuring funding.
- Prepared grant applications and funding proposals, achieving a high success rate and securing over €2 million in funding for these clients.

Ecole Normale Supérieure - Kastler Brossel Laboratory

PhD Researcher in Atomic and Quantum Physics, Paris, France　　　　　　　　　*Sept. 2017 – May 2021*
- Developed advanced numerical modeling techniques to address critical limitations in MEOP, leading to an understanding of the reasons behind a 50% reduction in polarization, and built and executed complex optical experiments.
- Supervised and mentored 2 interns, fostering a collaborative research environment.
- Collaborated with international teams on interdisciplinary projects, leveraging diverse perspectives to innovate in the fields of optics, atomic and quantum physics, resulting in publishing 2 scientific articles (Google Scholar Profile).

EDUCATION

Intensive Bootcamp in Data Science, AI, and Machine Learning

Le Wagon - 6 months Bootcamp　　　　　　　　　　　　　　　　　　　　　　　　*May 2024 - Nov. 2024*
- Acquiring skills in data analysis with SQL, BigQuery, Pandas, Numpy, Matplotlib, and Seaborn.
- Machine learning and deep learning with Scikit-learn, TensorFlow, and Keras.
- Data engineering with Google Cloud Platform, ML Flow, FastAPI, Docker, and Streamlit.
- Project Management with Git and GitHub Prepwork.

PhD in Atomic and Quantum Physics

Double Degree : LKB, ENS Paris and USJ, Lebanon　　　　　　　　　　　　　　　　*Sept. 2017 – May 2021*
- Earned scholarships from ENS doctoral school, French embassy in Lebanon, and USJ research council.

M.Sc. in Physics of Sensors and Instrumentation & B.S. in General Physics

Saint Joseph University, Lebanon and Université de Bretagne Occidentale, France　　*Sept. 2012 - Sept. 2017*
- Master's specialization in Sensors, Data Acquisition, Modeling, and Analysis Systems.
- Bachelor's degree focused on General Physics.

ACHIEVEMENTS AND CERTIFICATIONS

- Python for Data Science (edX) | Python for physicists, UPMC | Invited as a speaker in scientific conferences | Author of 2 scientific articles published in high reviewed journals | Selected as the Youth Representative for MEM Summer Summit in Lugano, Switzerland.

- Mines Paris-Tech : Discover and access the R&D jobs | Discover and access the business strategy consulting | Private Equity and Venture Capital - Università Bocconi | Entrepreneurship Foundations, LinkedIn | Project Management Tips, LinkedIn | 1st place in PSL-iTeams competition focused on developing entrepreneurial and teamwork skills, and valorizing research through innovative ventures.

SKILLS

Languages: Fluent in English, French and Arabic.
Technical Skills: Microsoft Office Suite | LaTeX | Origin | Python (NumPy, Pandas, Matplotlib) | Data Engineering.
Research and Analytical Skills: Advanced numerical modeling and experimental design | Data analysis and visualization.
Business and Consulting Skills : Market research | Competitive analysis | Strategic planning | Grant writing | Project management | Client relationship management.
Personal Skills : Teamwork | Leadership | Creativity | Curiosity | Effective communication.