



Milad Edrisian

Email: miladedrisian99@gmail.com

Tel: (+98) 912 024 4269

Linkedin: www.linkedin.com/in/milad-edrisian

Loc: Tehran, Iran

Date of Birth: 02/02/1999

SUMMARY

Head of International Business Development at Iran's largest private corporation with 5+ years of experience establishing export marketing units and driving international market expansion. MBA and Industrial Engineering graduate from Sharif University (#1) leveraging dual expertise in supply chain architecture and strategic brand management to successfully scale market-leading portfolios globally.

EDUCATION

Master of Business Administration – Marketing

Sep. 2021 – Feb. 2024

Sharif University of Technology, Ranked #1 University in Iran (QS World University Rankings 2025), Graduate School of Management and Economics

GPA: 3.81 / 4 (17.52 / 20)

Advisor: Dr. Mohammad R Arasti

Research Focus: Conducted comprehensive research on "The impacts of dynamic managerial capabilities on firm international performance," specifically analyzing the mediating role of the Liability of Foreignness (LoF).

Bachelor of Industrial Engineering

Sep. 2017 – Sep. 2021

Sharif University of Technology, Industrial Engineering Department

GPA: 3.78 / 4 (17.61 / 20)

Advisor: Dr. Shokraneh K. Moghaddam

Project: Data-driven design and implementation of the House of Quality (HOQ) technique for detergent packaging at Sepehr Plastic Padideh.

PROFESSIONAL EXPERIENCE

GOLRANG INDUSTRIAL GROUP | Tehran, Iran (The largest private corporation in Iran.)

PADIDEH SHIMI GHARN (Subsidiary) | Head of International Business Development

Mar. 2024 – Present

- Unit Establishment:** Founded the International Marketing Unit from scratch, defining the organizational structure and securing a 450% budget increase (from \$100k to \$550k) by pitching a high-growth expansion strategy to the CEO. Elevated brand equity for core portfolios (Active, Roya, Actident) through targeted global campaigns.
- Process Optimization:** Redesigned the Export Product Development Process, leveraging internal R&D infrastructure to streamline operations and accelerate time-to-market for international products.
- Sales Synergy:** Spearheaded cross-functional alignment between Sales and Export teams, driving international sales to \$10M (Mar 2024–2025) and leveraging new marketing infrastructure to set a \$15M target (50% YoY growth) for the upcoming fiscal year.

PADIDEH ZISTI NANO (Subsidiary) | Business Development Consultant

Oct. 2023 – Present

- Architected a strategic market expansion plan for Zinc Oxide (ZnO) and Silica (SiO₂), focusing on their classification as high-tech, knowledge-based assets to secure a competitive advantage.

SEPEHR PLASTIC PADIDEH (Subsidiary) New Product Development Supervisor	<i>Jul. 2023 – Mar. 2024</i>
<ul style="list-style-type: none"> Led new category development via Co-R&D and competitor analysis for Pino Baby (a leading Iranian brand in baby and infant care), aligning technical designs with market demands. 	

SEPEHR PLASTIC PADIDEH (Subsidiary) Project and Supply Chain Supervisor	<i>Jun. 2021 – Jul. 2023</i>
<ul style="list-style-type: none"> Brand Launch Infrastructure: Led the strategic launch of Pino Baby as Golrang's specialized infant care brand. Directed capacity assessment, machinery layout, and production line setup, establishing the foundational supply chain architecture. Market Launch Success: Orchestrated the end-to-end launch of 33 SKUs across 7 categories (detergents, nursing, baby care), generating ~200 billion Tomans (\$4M+ USD) in first-year revenue. Supply Chain Leadership: Managed the entire supply chain for Pino Baby (nursing, fabric care, and cleansing categories). Formulated annual MRP and Master Production Schedules (MPS), ensuring optimal supply planning and final product delivery. 	

SELECT ACADEMIC & STRATEGIC PROJECTS

Internationalization Strategy: Pino Baby (European Market Entry)	<i>Jan. 2023 - Jul. 2023</i>
Advisor: Dr. Mohammad R. Saeedi	
Scope: Developed a comprehensive market entry strategy using Internal/External Analysis, IMS (International Market Selection), and 4P Marketing Mix. Delivered a full economic analysis and budget for Pino Baby's expansion into Europe.	

Strategic Planning: Sepehr Plastic Padideh	<i>Apr. 2022- Jul. 2022</i>
Advisor: Dr. M. R. Arasti	
Scope: Executed a holistic industry analysis of the plastic packaging sector. Defined core competencies and evaluated SWOT factors to formulate a long-term strategic roadmap for the company.	

EXTRACURRICULAR ACTIVITIES

Active Member of Scientific Association of Management Department Sharif University of Technology, Iran, Tehran	<i>Jul. 2022 – June 2023</i>
Active Member of Scientific Association of Industrial Engineering (SAIE) Sharif University of Technology, Tehran, Iran	<i>Jul. 2018 – Jul. 2019</i>

SKILLS & LANGUAGES

Languages:

- English: IELTS Band 7.0 (Tested Oct. 2024) | Advanced (L: 7.5, R: 7.0, S: 7.0, W: 6.5)
- Persian: Native

Technical Skills:

- Advanced: Microsoft Office, AI Productivity Tools.
- Intermediate: Visual Paradigm (BPMN), Project Management Tools (PS6, MSP and Trello).
- Working Knowledge: Python (Data Analysis), Microsoft Power BI.