



Nima Soltani

Ref: C355-515

Years of experience: 7

Sales & Customer Relationship
Specialist

Pardakht Electronic Sadad

Age:

34 years old

Marital status:

Married

Military Service:

Completed

Current Location:

Iran, Tehran

Nationality:

Iran

Preferred Locations:

Tehran

Salary expectation:

90000000 IRR , Per month

Mobile:

+98 -9123704596

Email:

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WORK EXPERIENCE

PRESENT

Sales & Customer Relationship Specialist . 1 yrs 5 mos

Pardakht Electronic Sadad . Iran. Tehran

MAR 2019

MAY 2018

Retail Marketing Executive . 2 yrs 5 mos

Sony Mobile . Iran . Tehran

DEC 2015

- * Managing and monitoring production of all POSM
- * In charge of executing all branding and decoration projects based on global guideline
- * In charge of Promoters team and Roadshows
- * Executing all consumer promotion and dealer/FSM sales promotions from A to Z:
 - In charge of field force team during the promotions
 - Daily & Weekly sales report to Marketing Manager & Sales Manager
- * Planning, managing and executing:
 - Training seminars for dealers/FSM throughout the country
 - Team building activities & training sessions for Sony mobile team
- * Arrange for printing & installation of all mall branding materials and shop signage stickers
- * In charge of C&J units and their allocation, Coordinate with distributor's service centers for repairing damaged units
- * Monitoring and managing agencies/suppliers activities
- * Overseeing inventory & distribution of live units & POSM
- * Setting and allocating budgets and managing cost for marketing activities:
 - POSM production – Branding, Decoration & Maintenance – Promoters team & Roadshows – Executing promotions, training seminars, exhibitions & events – Mall branding & outdoor advertising – Suppliers & Agencies – Repairs

DEC 2015

Marketing Coordinator . 1 yrs 4 mos

Sony Mobile . Iran. Tehran . Tehran

AUG 2014

- * Preparing POSM, following up with agency for printing and delivery
- * Weekly & Monthly visits to roadshows
- * Monitor performance of roadshows & Promoters
- * Arrange for resizing and production of shop signage Stickers and monitor the installation
- * Monthly visit to brandshops - Report on visibility & market status to marketing manager
- * Update report of live units stock
- * Assisting the marketing executive in all seminars, events & exhibitions
- * Assisting the marketing manager to executive the promotions & campaigns

JUN 2013

Product Manager Assistant . 2 yrs 3 mos

Samsung Electronics . Iran. Tehran . Tehran

MAR 2011

- * Preparing POP & POSM based on guide lines

- * Auditing Samsung brand shops to make sure that product are displayed and merchandised based on guidelines
- * Monitoring merchandisers performance in the market
- * Collecting Market information:
 - Monitoring competitors activities (Pricing / Promotions / Product Launch)
 - ATL, BTL activities
- * Collecting & Analyzing sell-out data from Samsung & competitors brandshops
- * Reporting to the managers (Weekly & daily)
- * Updating Price map & price list (Samsung Vs. competitors)
- * Visiting roadshows & monitoring promoters performance

EDUCATION

Iran University of Science & Technology . Iran, Tehran
 Master (MSc/MA) 2020 -
 Master of Business Administration - MBA, Strategy

Azad University Of QAZVIN . Iran
 Bachelor(BSc/BA) 2005 - 2012
 Architecture

TECHNOLOGY SKILLS

Excel	Expert
Word	Expert
Powerpoint	Expert
AutoCAD	Expert
Outlook	Expert

LANGUAGE SKILLS

Persian (Farsi) I can speak as good as a native speaker
 English I can speak fluently without any problems

CERTIFICATE

Digital Marketing . 2019
Industrial Management Institute . IRAN

Master of Business Administration - MBA, Marketing . 2015
Faculty of Entrepreneurship, University of Tehran . IRAN

B2 First (a.k.a FCE) . 2002
Cambridge English Language Assessment . UNITED KINGDOM

AutoCAD . 2007
Mojtame Fani Tehran . IRAN

COMMENT

- * Willingness to take challenge and meet deadline under pressure
 - * Willingness to work in a fast-moving, dynamic company and a high comfort with fast changing targets
 - * Ability to work with a sense of urgency without sacrificing accuracy
 - * Ability to collaborate with team members or work independently
 - * Solid team leadership abilities
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