



Navid Esfandiari

Ref: C602-974

Years of experience: 14
Regional Sales Manager
Torfehnegar Group

Age:
39 years old

Marital status:
Married

Military Service:
Completed

Current Location:
Iran, Tehran

Nationality:
Iran

Preferred Locations:
Outside of Iran , Iran

Salary expectation:
150000000 IRR , Per month

Mobile:
+98 -9122498582

Email:
navid.esfandiari@gmail.com



www.irantalent.com

WORK EXPERIENCE

PRESENT

Regional Sales Manager . 2 yrs 10 mos
Torfehnegar Group . Iran. Tehran . Tehran

SEP 2018

The group of TORFEH NEGAR companies started its activity since 1998 in the field of producing financial and accounting softwares and at the present it is recognized as one of the pioneering companies in the country's software industry. The most important goal of TORFEH NEGAR is the institutionalization of modern technical tools in the shop businesses and small and medium businesses too. The group's outlook is to provide creative and intelligent services to the businesses community and innovation and diversity are considered as the main approaches of the company.

The group Of TORFEH NEGAR companies offers customers a wide range of value-added services:

- comprehensive network of support and technical services of HOLOO software
- custom software development
- export software development
- supply of hardware equipment needed for businesses
- Supply of accounting system in the shops
- web and application development services
- Offering comprehensive organizational solutions, supplementary and practical training in the field of financial, accounting, and organizational.

This company is the only holder of the certificate and Golden Award for the support of customers rights in the country's software industry in the nine continuous years. Also with the contribution of the employees has succeeded in receiving, implementing and continuous improvement of the regulations of the three ISO certificates 9001, 10002 and 10004. Attaining the TOP rank for producing software from the Iran's informatics supreme council, an statuette award for customers consent, The country's top entrepreneurs in the year 88, diamond international certificate for creativity and innovation in the year 2012, GRAYAND STARTUP selected entrepreneurs in the year 94, VIKAND STARTUPS selected entrepreneurs in the year 94 are the successes that have been attained by the group efforts. By having a network of half-million customers and 500 representatives, TORFEH NEGAR is being considered as the largest software family in Iran.

Development , enrichment , job satisfaction , continuous cooperation with human resources , making clear , being responsible , social responsibility and care about environment are the values that are stabilized in TORFEH NEGAR and subsidiary companies.

SEP 2018

B2B Sales Expert . 1 yrs 9 mos
Maadiran . Iran. Tehran . Tehran

DEC 2016

This company is active in sales and distribution of monitors(industry displays,interactive whiteboards,video walls..),printers,copiers,scanners,digital signage and software solutions

I am responsible for :

managing processes to take part in tenders

selling the products to governmental customers

creating selling report

selling products to end users

selling products to chain stores

selling products to online shopping companies

meeting and liaising with clients to negotiate and agree research projects

preparing briefs and commissioning research

DEC 2016 ○
Sales Supervisor . 1 yrs
Keysun Sanat Iranian . Iran . Tehran
DEC 2015 ●

This company was active in mass production & imports and distribution of computer and smartphone accessories with 150 personnel

I was responsible for :

Monitoring regions achievement

Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews

Preparing and completing action plans

Implementing production, productivity, quality, and customer-service standards

Determining regional sales system improvements; implementing change

Meets regional sales financial objectives by initiating corrective actions

DEC 2015 ○
Regional Sales Manager . 4 yrs
Sazgar Argham . Iran . Tehran
DEC 2011 ●

This company was active in sales and distribution of components & notebooks with 270 personnel.

I was responsible for :

Controlling and monitor market prices and report to CEO

Managing a team 14 salesman to achieve region target

Monitoring Stock availability & orders and arrival

DEC 2011 ○
Sales Expert . 2 yrs 2 mos
Darya Computer . Iran . Tehran
OCT 2009 ●

This company was active in sales and distribution of components & notebooks with 90 personnel.

I was responsible for :

Create and implement sales strategies to meet self and company targets

Analyze market trends through research

OCT 2009 ○
Sales Expert . 3 yrs 2 mos
Modern Samaneh Pars . Iran . Tehran
AUG 2006 ●

This company was active in sales and distribution of components & notebooks

I was responsible for :

Create and implement sales strategies to meet self and company targets

Analyze market trends through research

Negotiating and contracting with government agencies

Sales to government employees(B2B & B2C)

EDUCATION

Payame Noor University . Iran, Tehran
Master (MSc/MA) 2019 - 2020
business management

Tehran university faculty of management . Iran
2017 - 2017
Management

University of Applied Science and Technology . Iran
Bachelor(BSc/BA) 2011 - 2013
Information Technology (IT)

Islamic Azad University . Iran
- 2009
An associate of computer

TECHNOLOGY SKILLS

office Software

Advanced

.....

LANGUAGE SKILLS

Turkish I can understand and speak, but sometimes a bit slow

English I can understand and speak, but sometimes a bit slow

CERTIFICATE

ISO Audit . 2020
TUV . IRAN

MBA . 2019
Faculty of Management University of Tehran . IRAN

marketing managment . 2016
industrial managment institute . IRAN

COMMENT

Over 14 years experience in sales supervising.
Very much proficient in handling computer software and applications including Microsoft Office and groupware.
Strong training, mentoring, coaching and supervisory experience.
Deep knowledge of telephone systems.
Excellent communication Skills.
Flexible and exceptional ability to work with other people as a team.
Established leadership skills.
Exceptional organizational skills.
Able to make basic arithmetic calculations using calculator or manually.
Detailed knowledge of techniques, principles, and objectives of sales, marketing and supervision.
