



**siavash zolqadr**

Ref : C571-098

Years of experience: 16 years

Business Development Senior  
Manager

Mafpars - Hyperstar (Carrefour)

Age:

**34 years old**

Marital status:

**Single**

Military Service:

**Completed**

Current Location:

**Iran, Tehran**

Nationality:

**Iran**

Salary expectation:

**300000000 IRR , Per month**

Mobile:

**+98 -9124808449**

Email:

**s.zolqadr@gmail.com**



www.irantalent.com

## WORK EXPERIENCE

PRESENT

JUL 2021



**Business Development Senior Manager** . 1 yrs 11 mos

**Mafpars - Hyperstar (Carrefour)** . Iran. Tehran . Tehran

- Determining the company's 5-year strategy plan
- Leading the development team to be on the right track and achieve the company's goals
- Supervising the development team to achieve the set target
- Getting a weekly report on the progress of development team projects
- Monthly meetings with the development team to resolve issues
- Monthly report to the Director Manager about progress of the development team projects
- Visiting projects introduced by the development team
- Assist the developers in contract negotiations if needed
- Follow up sales estimation and feasibility study to finalize the project
- Present the finalized projects to the investment committee and get their approval

JUN 2021

APR 2018



**Business Development Manager** . 3 yrs 2 mos

**Mafpars - Hyperstar (Carrefour)** . Iran. Tehran . Tehran

- Visiting commercial centers and appropriate lands to build shopping malls
- Review project due diligence and follow to completing DD
- Finalizing project's layout by hold meetings with layout team
- field research and analyzing competitors
- Research about population and income levels of different cities and applying development strategy plan for each city
- Adjusting budget and sales predict for each project by technical and marketing team and doing feasibility study for each project
- Presenting project with Company's standard to Board
- Negotiation and signing contract after board approval

MAR 2018

FEB 2012



**Business Development Specialist** . 6 yrs 1 mos

**Dializ Tajhiz Co.** . Iran. Tehran . Tehran

- Identifying suitable locations to build dialysis centers in different cities
- Signing contract with Contractors to build dialysis center
- Following up Center's layout from contractors
- Adjusting budget for each center and preventing over budget costs
- To order required medical equipment for opening
- Negotiation and signing contract after management approval
- Control construction and Progress of Dialysis centers

JAN 2012

MAR 2007



**Business Development Specialist** . 4 yrs 10 mos

**Samim Co.** . Iran. Tehran . tehran

- Identifying Suitable locations to open new store

- following up each project's layout with layout team
- research and analyze competitors to send periodic reports to management
- Negotiation and signing contract after management approval

---

## EDUCATION



**Islamic Azad University of Saveh** Bachelor(BSc/BA) -Engineering (Industrial) 2006 - 2010  
Industrial engineering

---

## TECHNOLOGY SKILLS

Microsoft PowerPoint	Advanced
Microsoft Excel	Advanced
office Software	Advanced

---

## LANGUAGE SKILLS

English Upper intermediate

---

## CERTIFICATE

---