**RAMINE VAHDATI** , **Eng.,Msc,PMP.**

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**Executive Profile**

Results-driven Operations Management Executive with extensive experience including solution design, organizational management, business development, marketing, business processes and team building in a complex multinational environment. Skilled in planning, coordinating and executing successful strategic business programs with track record of improving operational stability, efficiency and profitability. Experienced relationship builder and negotiator, successfully presenting and selling business plans and programs to high level decision makers. Collaborate with senior stakeholders to effectively prioritize activities and achieve defined objectives, translating requirements into solutions to achieve corporate performance goals and targets.

**Expertise**

Project Management (PMP certified), Business Consulting, Marketing Intelligence, Strategic Planning, Requirement Development, Proposal Evaluation, Vendor & Client Relations, Creative Problem Resolution, Finance & Investments, Technical Administration & Support, Telecommunication & Data Networking Solution Design

**Accomplishments**

* Drove business expansion from start-up to industry-leading status.
* Managed all aspects of sales operations, human resources, marketing, technical solutions design and services. Achieved 20 M$ in a highly competitive and complex market to become #1 VOIP/Telecom solution and service provider for major key accounts.
* Streamlined the business development of international companies into highly complex Iranian market by providing detailed competitive analysis, business rules per industry, feasibility studies and general market conditions to help the companies to make the best business decision with high level of confidence.
* Managed software and hardware development for various industries including Telecommunication, Data Networking and Financial/Trading services.

**Experiences**

**Business Consultant** 2014-2018

AMC solutions – Toronto Ca. /Tehran Ir.

Developed strategic plans for European companies seeking to understand, evaluate and penetrate the Iranian market to distribute and support their products in various industrial sectors.

**Project Manager** - **Founder** 2009-2013

AMC solutions – Toronto Ca./ Tehran Ir.

Managed all development aspects of a highly sophisticated software platform for a trading and investment group to facilitate their daily trading decisions and to provide consulting service to various manufacturing customers. The end result achieved marked improvement in the company’s productivity, communication and ability to access information.

**Managing Director CEO** 2000-2007

Hamgara Cy. – Alcatel Lucent Exclusive premium partner in Iran

* Captured dominant market share by providing state-of-the-art technologies such as Voice over IP (VOIP) PBX networks, Contact Centers, Wireless private telephony and high availability secure data networks.
* Recognized as #1 company in quality of service with unbeatable market share among strategic sectors such as Oil& Gas and Banking. References with multinational companies such as: Total, Shell, Schlumberger, ABB…
* Generated revenue over $5 million.

**Country Manager** 1992-2000

Alcatel Lucent Enterprise solutions – France

* Established the branch office in Iran and hired top talent for technical support, releasing the central team in France from unnecessary site interventions. Reduced expenses by more than $100,000 per year.
* Revitalized stagnant sales by winning a $14 million contract for local manufacturing of PBX Telephony systems considered by Alcatel as “Unprecedented sales volume” for the middle-east region.
* Managed the customization and implementation of the PBX local manufacturing contract; monitored the project during its entire life cycle.
* Achieved the business development of Alcatel Mobile phones to become among the top 3 brands.

**Education, Skills**

Degrees: **Master of Science Computer Science**

**Master of Science Electronics**

Paul Sabatier University, Toulouse-France

**Engineer’s degree in Physics-Microelectronics**

INSA, Toulouse-France

Certification: **PMP** Project Management Professional-2012

Technical skills:CiscoNetwork Design Professional (**CCDP**)

AlcatelVOIP expert, Telephony, Routers, Switches.

MS Project, MS Office, Programming Languages.

Languages: Fluent in **English**, Bilingual in **French**, Farsi (Native)

References: Available upon request