

# Alireza B Zanganeh

425-435-6499

alibz@live.com

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PRESIDENT/ COO/ CEO/ FOUNDER

## SUMMARY

Versatile leader who consistently maximizes shareholder value; Known for building enterprises that deliver legendary service to customers and a high quality of work life for employees; Led three companies to record levels of growth; Successful in diverse industries with both domestic and international organizations; Attuned to the dynamics of different stakeholders, and known for the ability to gain their support

## PROFESSIONAL SKILLS

- Bilingual in Persian And English
- Wrote several Feasibility Studies
- Wrote several Business Plans
- Built entrepreneurial ventures from start-up to \$100 Million

## EDUCATION

Master of Business Administration (EMBA); Industrial Management Institute; 2011

Bachelor of Science, Economics; Allameh-Tabatabaee University of Tehran; 2000

## EXPERIENCE

**Pars Poly Foam Co** **Tehran** **2011-2013**

**President and Chief Operating Officer**

A \$50 Million manufacturer of foam products and variety of blocks, bricks, and also manufacturing foam machineries

- Established start-up company
- Wrote feasibility study and business plan for convincing funders to invest, contained market, technical, financial and organizational aspects from 3 point of views: optimistic, normal and pessimistic with estimated balance sheet, income statement, cash flow statement
- Directed activities of departments concerned with production, pricing, marketing, sales, human resources and distribution of products
- Negotiated contracts with another supplier and established market and gained profit before manufacturing started
- Directed human resources activities, including the approval of human resource plans, the selection of other high-level staff

**Sina Leasing Co** **Tehran** **2008-2011**

**President and Chief Executive Officer, Board Member**

A \$2 Billion capital leasing provided financial leasing and mortgage solutions for customers and businesses

- Established and installed company from start-up
- Directed activities of departments concerned with production, pricing, marketing, sales, human resource and distribution of products

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- Coordinated financial activities to fund operation, maximized investment, and increased efficiency
- Negotiated an exclusive contract with one of the largest construction companies in the country, projected to build and lease 10 blocks of commercial and residential buildings amounting to over 500 units
- Consistently met and exceeded sales quotas and standards by cross-selling lease products and services

## **Bonyad Reserve & Securement      Tehran**

**2005-2008**

### **President and Chief Executive Officer, Board Member**

A \$10 Million financial company, designed to support veterans

- Re-engineered the whole company
- performed leasing feasibility study and business plan
- Changed a company with \$100,000 asset to \$100 Million asset
- Proceeded all pending claims and risky assets
- Changed organizational structure to prepare all department of the company such as financial, sales and marketing, IT, human resource and legal departments for new business

## **Iran Khodro Insurance Co      Tehran**

**2000-2005**

### **Branch Manager**

A \$1.2 Billion captive insurance company

- Developed and maintained business relationships with over 500 customers leading to long-term partnership
- Helped company attain the highest customer service ratings for 4 years between competitors.
- Handled customer inquiries, complaints, billing questions and payment requests
- Managed a high-volume workload within a deadline-driven environment

## **Rahbaran Andisheha Co.      Tehran**

**1995-2000**

### **President and Chief Executive Officer, Board Member**

A start-up educational research company funded by group of college classmates

- performed ongoing researches for multinational companies
- Provided information to help companies determine their position in the marketplace
- Gathered data on competitors and analyzed their prices, sales, and method of marketing and distribution
- Measured and assessed customer and employee satisfaction
- Attended staff conferences to provide management with information and proposals concerning the promotion, distribution, design, and pricing of company products