

## Farid Atighehchi

Quantitative Investment & Business Consultant

TEHRAN, IRAN | Looking for relocation (UAE · Qatar · Oman · Europe) –or remote roles

Portfolio: <https://github.com/atighehchi/cv> | <https://www.linkedin.com/in/faridat>

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Investment and strategy professional with **12+ years of experience** in **quantitative finance, private equity, and real-asset investments**.

I demonstrate strong problem-solving, dexterity with techniques, cultures and situations, and have a **wealth of field experience** and extensive reading and joint studies to draw upon. Highly efficient, accurate and reliable with modelling, meta-analysis & meta-synthesis of literature and industry standards, with interpretation of studies and generating practical recommendations. Seasoned at fundamental analysis and macro- & mesoeconomics analysis. As such, I **bring clarity**, even in the most opaque and complex situations.



- To support optimal business planning, operational decision-making and **local and cross-border asset and capital deployment, optimisation and growth**, I integrate **stochastic modelling, econometric analysis, spatial econometrics, market intelligence** and **business management**.
- Proven record in structuring and valuation of **private equity** and **real assets**.
- Advising investment offices, business development managers, property developers, trading companies and asset management firms.
- Developing **data-driven valuation and risk frameworks** for emerging-market environments. Currently focused on enabling **institutional** and **family-office decision intelligence** through **model-driven insights**, with an understanding of GCC–Asia trade and finance flows.

Exploring **AI integration/codification** including deep learning and LLMs. 🟢

## Core Competencies

Financial Modelling · Quantitative Finance · Econometric Forecasting · Real-Estate HBU & FEL · Market Research · Market Entry Planning · Private Equity Valuation · Spatial Econometrics · Risk Management · REIT Structuring · GCC Equity Placement. 🟢

## Technical Skills

Stochastic Processes, DCF, Real Options & Monte Carlo Simulations · Copula Modelling · Quantitative Forecasting & Analysis · Python · Excel (Advanced modelling & VBA) · Geo-Data Analysis. 🟢

## Target Roles

Financial Analyst | Investment Associate | Financial Modeller | Alternative Portfolio Analyst | Real Estate Finance and Spatial Econometrics Specialist | Risk Analyst | Quantitative Consultant. 🟢

## Work Experience

More examples of accomplishments at each role are available in the portfolio and interview.



### Managing Partner and Founder

Bonashub LLP (2025–Present)

- **Averted \$40 m+ misallocation** by designing a decision-architecture integrating stochastic forecasting (CIR, KOU, GBM) and real-options analysis, leading to a strategic divestment decision.
- Delivered an integrated meta-analysis and meta-synthesis, impact analysis for a Dubai-based agritech (scheduled public publication in September 2025) that would **clarify and publicise its value proposition in plain language**.
- Pioneered **Iran's first Markowitz analysis blending real estate with stocks** (Monte Carlo  $n = 80,114$ ), proving real estate lowers portfolio risk and boosts returns –mirroring European benchmarks.
- Modelled 1-year back-testing of HSFO trading between UAE and Singapore to compare the performance of risk management between quasi-insurance offers and option contract delta hedging, **demonstrating in USD terms how much risk they would have covered** at what cost.
- Prioritised <\$10 m capital allocation by sizing markets and building geographic clustering models that **informed board-level entry strategy**.



### Head of Market Research & Financial Studies

Maad LLC, Tehran (2021–2025)

- Contributed **20–50% of contract sales**, equivalent to **5–30% of company revenue**, through applied financial and market analytics.
- Introduced advanced gravitational models (Huff, externality) and real-options to have **a quantitative base to decide highest-and-best-use (HBU)** for over **0.5 million sqm GLA** across 10+ projects.
- Applied advanced financial and market analysis across **4+ million sqm GFA** and 30+ residential, retail, office, and mixed-use developments.
- Advocated the adoption of **REITs, debt bonds, and SPV structures** in the construction industry and the private capital market, **dissecting law & regulations, instruments and vehicles in plain language**.

- Revised a stalled 266,000 sqm GFA megaproject by simulating **phasing**, identifying two financially viable 110,000 sqm alternative development paths.
- **Solved complex peri-urban 120,000 sqm GLA HBU** challenge via quantitative Huff modelling and qualitative iteration, clarifying parcel divisions and optimising site development strategy.
- **Restructured a failing property loan** by modelling debt-service capacity and securing a revised interest-rate structure that prevented default and restored financial sustainability.
- Developed likelihood tables and continuation value of a 200,000 sqm GFA project to the board of the financing bank; **reconciled budget deviations and resolved bank's divestment/investment dilemma to opt for continued financing**.



### Head of Market Research and Financial Analysis

Ara Enterprise/tradeXmena, Tehran (2012–2013; 2019–2021)

- Oversaw all and contributed to **40–90% of company-wide market research and financial analysis workload**, supporting international clients' entry and expansion strategies. Team leadership and mentorship.
- Delivered monthly and ad hoc analysis of geopolitical, trade and domestic developments and **expected impacts on currency, trade and foreign policy** for Chinese and European clients, Japan External Trade Organisation (JETRO.)
- **Quantified nationwide pandemic effects across sectors** in Iran. Commissioned by JETRO; estimates later confirmed by government data, validating analytical precision.
- Simulated financial outcomes across CAPEX, profit, and rig-count scenarios, **defining negotiation boundaries that maximised return** on government contracts.
- Ran 80-factor, multi-country analysis leading client from initial UAE plan to **selecting Portugal as better alternative**, then refined city-level site selection via GIS modelling.
- Comprehensive market intelligence, including mapping city-by-city demand using topography-adjusted analysis, **identified optimal SKUs, and negotiated 19% FOB price reduction** through data-backed penetration strategy.

## Business Development Associate Dastan LLC (2014-2018)

- Supported international partnerships and fund structuring initiatives for high-end consumer, retail and industry ventures through equity research.
- Coordinated with EY Middle East** for compliance and financial endorsement to secure supplier buy-in.
- Designed a private equity fund structure that passed investor due diligence, **secured immediate partner LOIs**, and converted a conflict-of-interest risk into a direct investment opportunity.
- Engineered four facility design templates optimising space, profitability**, and system performance across variable land sizes, improving design efficiency and investor ROI.



## Earlier Experiences (2002-2012) and Freelance (c. 2018-2020)

Details available upon request.

Held progressive roles across operations, ICT, real estate, OGP, automotive, including **COO** (KMT LLC;

Taiwanese "Delta" Industrial Automation), **Realtor** (Delta Home Agency; closed transactions with the Russian and Iraqi Embassies, South Africa's Aryasasol), **Consultant at fintech start-up** (cryptocurrency exchange), and early roles in software development such as **Coding**, and technical **Documentation Responsible**. Engaged as **Management Consultant**, delving into issues from **human resource planning to shareholder and client-side dispute management to M&A advisory and buy-outs** (Youb Group-Poggenpohl, AbreArvan-Qadir, Raymon Accelerator.)

- Redirected a failing start-up from an incoherent product to a lean MVP strategy, cutting costs and **winning renewed investment approval from stakeholders**.
- Supported successive owners after the family-business founder's death, **stabilising relations with international partners** and preserving core supplier trust.
- Bridged internal conflict between mid- and top management by aligning negotiation strategy with corporate objectives —**turning internal discord into strategic coherence**.
- Developed equity-valuation models and scenario analyses to determine optimal share pricing and volume, **strengthening client's negotiation leverage in M&A talks**.
- Built stochastic models and Pareto simulations to determine fair rent-to-revenue ratios, **proving optimal share around 17% vs competitor's 2%, vastly improving negotiation positioning.** ●

## References, Portfolio & Publications

Available upon request. Portfolio includes case studies of client engagements. Publications include macro-economic, Iran and MENA policy overviews in Trends Magazines, talks at the Chamber of Commerce, speeches and ad hoc reports.

- Presented sector-level trade opportunity analysis between Iran and Commonwealth markets, **guiding diplomats and executives toward high-growth industry linkages**.
- Quantified Iran's Look East policy**, proving tariff cuts alone cannot restore GDP to 2012 levels due to crude-revenue dependence.
- Analysed pandemic-era sector performance to forecast which industries could remain financially viable and adapt under health and economic stress, **sounding the alarm for policy makers and trade associations** to take action. ●

## Languages & Education

BA at Arts University of Tehran; formal degree pending. Ranked in the top 0.01% in national university entrance exams. Exploring advanced formal education in France.

I speak **Persian** (NATIVE) | **English** (FLUENT) | **French** (A1). ●