

MOHAMAD REZA PAZHOUGHAN

PERSONAL INFORMATION

Place and Date of Birth: Iran, Tehran | 9 August 1995
Institution: Graduate School of Management and Economics,
Sharif University of Technology
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EDUCATION

M.Sc. in MBA, Major: Technology, Sharif University of Technology Tehran, Iran, 2018 to 2021
GPA: 18.05/20 (3.94/4)

B.Sc. in Mechanical Engineering, K.N. Toosi University of Technology Tehran, Iran, 2013 to 2018
GPA: 16.02/20 (3.25/4)

Diploma in Physics and Mathematics, Alborz High School Tehran, Iran, 2008 to 2013

RESEARCH INTERESTS

Main interests include **Business Ecosystems & Digital Platforms**
Also interested in **Technology Entrepreneurship, Business Analytics**

COMPUTER SKILLS

Programming: Python, R, MATLAB
Statistics: Stata, SPSS
Structural Equation Modeling: SMARTPLS
Database Management: PostgreSQL
Typesetting: LaTeX, Microsoft Office
Data Analysis and Visualization: Sci2, Gephi

TEST SCORES

GRE General (September 2023): Verbal Reasoning: 153, Quantitative Reasoning: 169, Analytical Writing: 3.5

TOEFL iBT (November 2023): Reading:27, Listening:25, Speaking:22, Writing:25

LANGUAGES

- Persian (Native)
- English (Professional)

HONORS AND AWARDS

- Ranked 43rd among +40000 participants in MBA university entrance exam
- Ranked in top 0.1 percent of nearly 350,000 participants in the Iranian national university entrance exam

ACADEMIC AND RESEARCH EXPERIENCE

- **Ecosystem Dynamics in Business: A Comprehensive Literature Review** Working Paper
- **A Taxonomic Review of Emerging Technology Detection Methods** Working Paper
- **Analyzing the Science and Technology Gap Using Topic Modeling** Working Paper
- **Strategic Planning for Pardis Accelerator Center: An Analysis of Business Strategies for Accelerating Startups** Term Paper
Strategic Planning Course, Term Paper, Supervisor: Prof. Mashayekhi
- **Unraveling Social Commerce: A Structural Equation Modeling Analysis of Factors Influencing Consumer Purchase Behavior on Social Media Platforms** Term Paper
Business Research Methods Course, Term Paper, Supervisor: Dr. Khalilinasr
- **Marketing Planning for Myket Company: A Study of Effective Marketing Strategies for Mobile Applications** Term Paper
Technology Transfer Course, Supervisor: Dr. Kiamehr
- **Analysis of Iran's Automotive Sector Innovation System** Term Paper
Technology, Innovation and Economic Development Course, Supervisor: Dr. Miremadi
- **Marketing Research for Cafe Bazaar Company: A Study of Consumer Behavior and Market Trends for Online Marketplaces** Term Paper
Marketing Research Course, Supervisor: Dr. Aslani

TEACHING EXPERIENCE

- Platform Business Models Course, Sharif University of Technology** Fall 2023
Course Coordinator, Teaching Assistant, Assignment Designer and Grading Assistant, Supervisor: Dr. Tajedin
- Technology Forecasting and Assessment Course, Sharif University of Technology** Spring 2023
Course Coordinator, Teaching Assistant, Assignment Designer and Grading Assistant, Supervisor: Dr. Roshani
- Technology Forecasting and Assessment Course, Amirkabir University of Technology** Spring 2023
Course Coordinator, Teaching Assistant, Assignment Designer and Grading Assistant, Supervisor: Dr. Roshani
- Management of Technological Innovation Course, Sharif University of Technology** Fall 2022
Course Coordinator, Teaching Assistant, Assignment Designer and Grading Assistant, Supervisor: Dr. Miremadi

CERTIFICATION

- Machine Learning Specialization** (Coursera)
- Mathematics for Machine Learning and Data Science Specialization** (Coursera)
- Database Design and Basic SQL in PostgreSQL** (Coursera)
- Crash Course on Python** (Coursera)

EXECUTIVE EXPERIENCE

Business Analyst, MAAN Investment Group, (Dec 2022- Present)

- Conduct business analysis and research to identify potential investment opportunities and evaluate their potential returns.
- Participate in the venture capital committee that analyzes early-stage startups and makes investment recommendations to senior management.
- Work collaboratively with cross-functional teams to assess the feasibility of new business initiatives and develop business plans and financial models.
- Provide regular reports and analysis to senior management to assist in strategic decision-making.

Business Development Specialist, Vista Group, (Jan 2020- Dec 2022)

- Led cross-functional teams to develop three successful digital products from ideation to launch, with full accountability for project management, requirements gathering, and testing.
- Developed and implemented project management methodologies and agile frameworks to optimize team performance and drive efficiency in the software development lifecycle.
- Collaborated closely with clients, developers, and other stakeholders to understand business needs and deliver products that met user requirements.

Co-founder & Business Development Specialist, CanServe.me (Jan 2021- Present)

- Co-founded canserve.me, a pioneering digital platform designed to connect cancer patients with service providers and support networks.
- Conducted extensive user research to identify pain points and unmet needs in the cancer patient community, driving product innovation.
- Spearheaded the development of the business plan, encompassing strategic objectives, target audience analysis, and market positioning.

REFERENCES

Dr. Mehdi Kiamehr:	kiamehr@sharif.edu
Dr. Seyed Iman Miremadi:	simiremadi@sharif.edu
Dr. Mohammad Reza Saeedi:	m.saeedi@uva.nl
Dr. Saeed Roshani:	roshani@atu.ac.ir

PROFILE



github.com/mohamadreza-pazhouhan



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[researchgate.net/profile/Mohamad-Reza-Pazhouhan](https://www.researchgate.net/profile/Mohamad-Reza-Pazhouhan)