MOHAMAD REZA PAZHOUHAN

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
GPA: 18.05/20 (3.94/4)
Tehran, Iran, 2018 to 2021

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

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

RESEARCH INTERESTS

Main interests include **Entrepreneurial Ecosystems** & **Digital Platforms**
Also interested in **Technology Entrepreneurship**, **Technology Forecasting**

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:26, Listening:26, Speaking:26, Writing:26

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**
Strategic Planning Course, Term Paper, Supervisor: Prof. Mashayekhi
Term Paper

— **Marketing Planning for Myket Company: A Study of Effective Marketing Strategies for Mobile Applications**
Technology Transfer Course, Supervisor: Prof. Kiamehr
Term Paper

— **Analysis of Iran's Automotive Sector Innovation System**
Technology, Innovation and Economic Development Course, Supervisor: Prof. Miremadi
Term Paper

— **Marketing Research for Cafe Bazaar Company: A Study of Consumer Behavior and Market Trends for Online Marketplaces**
Marketing Research Course, Supervisor: Prof. Aslani
Term Paper

TEACHING EXPERIENCE

Platform Business Models Course, Sharif University of Technology
Course Coordinator, Teaching Assistant, Assignment Designer and Grading Assistant
Supervisor: Prof. Tajedin
Fall 2023

Technology Forecasting and Assessment Course, Sharif University of Technology
Course Coordinator, Teaching Assistant, Assignment Designer and Grading Assistant
Supervisor: Prof. Roshani
Spring 2023

Technology Forecasting and Assessment Course, Amirkabir University of Technology
Course Coordinator, Teaching Assistant, Assignment Designer and Grading Assistant
Supervisor: Prof. Roshani
Spring 2023

Management of Technological Innovation Course, Sharif University of Technology
Course Coordinator, Teaching Assistant, Assignment Designer and Grading Assistant
Supervisor: Prof. Miremadi
Fall 2022

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.

REFRENCES

Prof. Mehdi Kiamehr:	kiamehr@sharif.edu
Prof. Seyed Iman Miremadi:	simiremadi@sharif.edu
Prof. Mohammad Reza Saeedi:	mohammad.reza.saeedi@liu.se
Prof. Saeed Roshani:	roshani@atu.ac.ir