

	Personal Information	
	Name: Seyed Hassan	Surname: Mahfoozi Mousavi
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Educational Information				
Degree	Field of Study	Grade (out of 20)	Educational Institute	Time Period
High School	Mathematics and Physics	16.40	Jalal Ale Ahmad (Iran – Tehran)	1999-2003
Bachelor	Business Management	14.70	Pyame Nour (Iran – Abadan)	2003-2007
Master	EMBA Executive Management	17.92	Shahid Bahonar University (Iran – Kerman)	2007 - 2010

Languages	
Language	Proficiency Level
Persian	Native
Arabic	Native
English	Working Proficiency

Courses		
Course name	Duration	Year
Primavera (P6)	140 Hours	2013
Project Management	40 Hours	2007
Microsoft Office	100 Hours	2005
Logical Thinking Skills	40 Hours	2016
Creating a Successful Business Plan	40 Hours	2017
International Contracts and Claims	5 Hours	2018

Experience		
Company Name	Title	Time Period
Sumitomo Corporation Iran	Business Expert	2016 - Present
Brief Description: Sumitomo Corporation is one of the largest worldwide general trading companies, and is a diversified corporation. Sumitomo corporation is active in Iran for more than 50 years in different segments. My career as a business expert includes approaching to the customers and distributors to gather their inquiries and then prepare suitable quotation for them, in collaboration with our Japanese Suppliers. This process also comprises other required arrangements for inspection, shipment and delivery. Now, I am mainly engaged in Construction Machinery and Infrastructure projects.		
ABAD RAHAN PARS <i>Holding Company</i>	International Marketing Expert	2013-2016
Brief Description: Abad Rahan Pars is a holding company that is active in various engineering fields: Construction, Consultancy, Agriculture, Oil & Gas and Procurement. My career as International Marketing Expert was preparing market studies, establishing connections in target markets, Identifying subcontractors, preparing tender documents. I was responsible for hiring and managing local staff in order to accomplish company's strategy. Also my reporting root was toward development deputy and C.E.O. www.arp-co.co		
FARASAT <i>Export Development Co.</i>	International Marketing Expert	2011-2013
Brief Description: FARASAT company consist of over 60 Iranian companies active in different fields of construction i.e. Buildings, Industrial Complexes, Transportation facilities, Oil & Gas, Petrochemical plants, Water and Power industries and many others. The collective annual turnover of the group companies is millions of Dollars and these companies are definitely among the strongest Iranian companies in their respective fields of is a combination of the potentials and activity. My tasks was analyzing and selecting international target markets based on feasibilities, making connection with governmental bodies to facilitate member's activities in target markets, assigning appropriate tenders to interested member companies and handling affairs such as credits, financial proposals and investment plans.		
Bahonar University	Conference Marketer	2006-2008
Brief Description: I was responsible for connection with conference funders and advertising materials of the conference. This experience was in campus job. (during my MBA)		
Mahfooz Ahvaz <i>Publication Co.</i>	Marketing Expert	2002-2006
Brief Description: I was responsible for searching throw current customers to fined potentials for enhancing sales. (Student work during my B.A.)		

Publications
1- Measuring and analyzing model of manufacturing organizations need to be agile by using MADM techniques and fuzzy approach, Journal of Industrial Management, Tehran University, 2010, Tehran, Iran.

- 2- Data mining and knowledge management in marketing, National Marketing Conference for Kerman's Products, 2007, Iran, Kerman.
- 3- Quantitative analysis for national projects delays, International Conference for Project Management, 2007, Iran, Tehran.
- 4- Synthesis model for competitive advantage acquisition by inter-organizational MIS system, First Conference for applied IT in health care, 2007, Iran, Bandar Abbas.
- 5- Leadership for institutional innovation and entrepreneurship, Optimization and development of entrepreneurship education seminar, 2007, Shiraz, Iran.