



milad fattahi

Ref: C195-894

Years of experience: 10

Business Development

Consultant

karizCRM

Age:

34 years old

Marital status:

Single

Military Service:

Completed

Current Location:

Iran, Tehran

Nationality:

Iran

Preferred Locations:

Tehran , Outside of Iran

Salary expectation:

60000000 IRR , Per month

Mobile:

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Email:

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Website:

karizcrm.com ,



www.irantalent.com

WORK EXPERIENCE

PRESENT

Business Development Consultant . 4 mos

karizCRM . Iran. Tehran . tehran

JAN 2019

Planning and effective implementation of the expansion plans based on the strategy and objectives defined.

Consulting, designing and implement CRM solutions with customer needs and process.

Optimizing CRM usage with STP methods and new methods, generate report such as conversion rate, CLV or LTV, ...

Set appropriate control mechanism to ensure budget compliance and suggests corrective measures when necessary.

Support sales team with Identifying and targeting appropriate leads employing both cold calling and networking techniques.

Identifying and analyzing market information to identify new business opportunities.

Kariz is the weapon of choice for salespeople in scaling companies - the sales CRM that makes selling simple and sales people unstoppable. Kariz keeps things moving, stops tasks falling through the cracks and kills the tedium of admin. Kariz ensures that sales activities remain targeted, ambitious and realistic.

DEC 2018

Executive Manager . 1 yrs 5 mos

Fastamooz . Iran. Tehran . Tehran

JUL 2017

Direct the company in keeping with the vision outlined for the company by the Board of Directors.

Provide and present improvement and development plans in line with the company's objectives for the board.

Monitor, evaluate, and oversee all activities of the company, establishing goals for each department in partnership with division managers.

Keep up with current trends in the e commerce industry and modern business practices.

Fastamooz was started as a startup and it is a digital marketplace for learning and teaching where students learn from an extensive library of many courses taught by expert instructors. Whether learning for professional development or personal enrichment, students can master new skills through self-paced, on-demand courses, while instructors have a way to share their knowledge with the world.

JUL 2017

Sales and Marketing consultant . 7 mos

Argham Negar Andishe . Iran. Tehran . Tehran

DEC 2016

Developing and Expanding the strategic plan in the sales department

Consults and establishing social media marketing.

Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.

Monitoring and analyzing social media statistics by tolls such as google analytic and excel reporting

Analysis , marketing and consulting in FMCG , Retail, Digital and online store, home appliance and automotive Business.

Provide regular reports to the CEO.

ArghamNegarGroup is a leading company who has being started his activities in Retails and Distribution Industry since 1383 with produced and provided new solutions and software which adopted with new approach and technology based on customer needs. Main products are: Large and Chain stores management, Financial and Commercial WEB software, BI and Dashboard Information Management.

DEC 2016

Sales And Marketing Manager . 2 yrs 4 mos

Sinap . Iran . Tehran

AUG 2014

Plan, organize, lead and control all sales activities

Develop pricing strategies, balancing firm objectives and customer satisfaction.

Analysis , marketing and consulting in FMCG , Retail, Digital and online store, home appliance and automotive Business.

Formulate, direct and coordinate marketing activities and policies to promote products and services.

Lead sales, marketing and well performing sales team

Manage daily sales operation, Compile and analyze sales figures, Meet quarterly and annual business target, Develop an accurate seasonal sales forecast.

Use sales forecasting and strategic planning to ensure the sale and profitability of products, lines, or services.

Ability to develop new ideas to increase market share, Attend exhibitions and host technical seminars and event

Provide timely feedback to CEO regarding performance.

Sinap is a leading company to providing integrated products/ solutions in the field of Auto ID (Automatic Identification & Data capture System). We Provide AIDC equipment inclusive Label Printer, Barcode Scanner, Mobile Computers (Hand Held) & Mobile Printers. Also Sinap Provide Software Solution for Mobility and Industry Like warehouse Management, Asset Management, and Field Management.

AUG 2014

Sales Supervisor . 1 yrs 11 mos

GBG Group . Iran . Tehran

SEP 2012

Developing and Expanding the strategic plan in the sales department

Consults and offers best document solutions and fulfills customer requirements

Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.

Coordinate sales distribution by establishing sales territories, quotas, and goals and establish training programs for sales representatives.

Monitoring and analyzing sales statistics to determine sales potential and inventory requirements to get good market share status.

Resolve customer complaints regarding sales and services

Provide regular reports to the CEO and Sales Manager about product situation, sales status and market trends.

Geelran Motor is the Exclusive Distributor of Geely cars in Iran and this company is another one of GBG Co.

Managing sales, marketing and technical support of Agency to develop and implement product go-to-market plans in accordance with company goals to execute it well.

G.B.G is a great Iranian business group, which operate on automotive sales and after sales services, consumer goods products, warehouse and logistics, IT and etc with over thousand staffs.

SEP 2012 ○
Sales and Marketing Expert . 1 yrs 10 mos
Eniac-Tech . Iran . Tehran
 NOV 2010 ●

Eniac-Tech is the Leaders in Automatic Identification Solutions / Data gathering, e-Payment Systems and PSP (Payment Service Provider) in Iran.

Lead sales, marketing and technical support teams and manage their internal collaboration.

Use their technical skills to explain the benefits of their products or services to potential customers and to show how their products or services are better than their competitors products.

Analysis , marketing and consulting in FMCG , Retail, Digital and online store, home appliance and automative Business.

Prepare and deliver technical presentations that explain products or services to customers and prospective customers regarding their needs.

Develop and direct branding, marketing and promotion plans for RFID & Barcoding projects in Distribution, Asset tracking and Warehousing field.

Provide regular reports to the Sales Manager about product situation, sales status and market trends.

NOV 2010 ○
Industrial Engineering Expert . 1 yrs 1 mos
Negar andish Consultant Engineerings . Iran . Tehran
 OCT 2009 ●

Negar andish Consultant Engineerings Activities are providing engineering and management services in the following four areas:

Project Feasibility Study

Conceptual design, basic and detailed operational

Monitoring of the implementation, installation, commissioning and operation

Management and Research Service

Preparation of tender documents, Provide Project Feasibility.

Supervisor of control project Engineering Staff and Counties for Khoozestan Electricity -Distribution firm.

Create WBS of projects, Planning and controlling all the activities related to the defined project of company.

Study and observe implemented systems daily and implement corrective actions as required.

Continual update of the project plans and Prepare project progress reports to employer.

FEB 2008

JUL 2007

Document & Project Controller . 7 mos
Persian Gulf Star OIL CO. . Iran . tehran

Persian Gulf Star Oil Company (PGSOC) was registered in January 2007 to design, management, financing, construction, operation and maintenance of gas condensate refinery PGSOC utilizes the power and capacity of Iranian experts and Domestic companies, including management, Engineering and Construction, is among the largest refining companies, which now builds a condensate gas refinery in Bandar Abbas with 360,000 barrels capacity per day.

Planning, Monitoring and Control of time, cost and resources in a project

Prepare project schedule using Primavera and Microsoft project,

Continual update of the project plans and Prepare project progress reports to Project Manager.

Participate in and run internal or external project review meetings

EDUCATION

e-MBA . Iran
Master (MSc/MA) 2013 - 2016
Managment

industrial engineering . Iran
Bachelor(BSc/BA) 2003 - 2009
mathematics

TECHNOLOGY SKILLS

DidarCRM	Expert	.....
CRM Software	Advanced	.....
CRM - Farsicom	Advanced	.....
SarvCRM	Intermediate	.....
PayamGostar	Advanced	.....
Trello	Advanced	.....
Microsoft Office	Expert	.....
Microsoft Windows Sharepoint	Advanced	.....
MS Project	Expert	.....
Microsoft CRM	Expert	.....
ERP - LOGO and Netsis	Intermediate	.....

LANGUAGE SKILLS

English I can speak fluently without any problems

CERTIFICATE

sales In ChainSore . 2017
IQS . IRAN

ISO 9001:2000 . 2006
Niscert .

QFD . 2008
Iran institute of Industrial Engineering
.

EFQM . 2008
Iran institute of Industrial Engineering
.

COMMENT

Creative, Positive, Hardworking mentality, Sharp & precise
Analytical and systematic thinking style
Eagerness to learn, research and study
Good appearance, negotiator, behavior and follower
Problem solving and Strong team work skills
Hobby: Walking, hiking, swimming, studing
