



ABRISHAMI

MOHAMMAD MEHDI

**National Young Entrepreneur of the Year Manager in 2013
appointed by the Ministry of Industry, Mine, and Trade of Iran**

- Data Analysis Manager
- Business Process Optimization Consultant
- Sales, Advertising, and Marketing Manager
- Organizational Process Planning and Control Manager
- Digital Marketing and Communications Specialist
- Information Systems Manager
- Management Systems Analysis and Design Manager

Born on May 25, 1983

Marital Status: **Married**

Number of Children: **3**
Born in 2011, 2013, 2016

CONTACT

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HOBBIES

Gaining new experiences

Traveling and exploring

Recreational activities with family

PROFILE

I am a professional in the field of management and information technology. I have extensive experience in data analysis, business process design and optimization, and team management. Additionally, I hold multiple certifications and trainings in IT, sales, and marketing.

My skills include data analysis and creating management dashboards for organizational analysis, planning and designing key performance indicators for business process optimization, proficient use of online tools for data extraction and entry, and database creation for analysis purposes. I am also experienced in designing business management programs and optimizing them, as well as being familiar with distribution industry processes and related regulations.

Furthermore, my experience in sales and marketing includes training and consulting in sales and advertising courses, branding, managing agencies and sales, advertising planning, and sales strategy. I also possess the ability to design and manage websites and utilize intelligent tools and macros.

In the field of information technology, I have a solid understanding of local area networks and their management, designing and managing personal, corporate, and organizational websites (using Joomla and WordPress), familiarity with search engine optimization, and CRM (Customer Relationship Management) implementation.

EDUCATION

- DBA- Fan Pardazan Learning Institute - 2018
- MBA- Higher Education Institute of Azad Farhang va Andisheh Iranian-2013
- MBA - Higher Education Institute of Azad Bamdad Danesh - 2011
- Associate Degree in Software Computer - Payam Noor – 2010

PROFESSIONAL IT TRAININGS

- Data Analysis with Python Course - Analysts Institute - 2022
- Certificate in SQL 2016 Training with a focus on BI and Data Science - Analysts Institute - 2022
- DAX Coding Course - Analysts Institute - 2021
- Data Design and Analysis with Power BI Hero Course - Analysts Institute - 2021
- Data Design and Analysis with Power BI Course - Analysts Institute - 2021
- Certificate in CIW Design Pack (Certified Internet Web Professional) Course - Tehran Technical Institute - 2016
- Certificate in E-commerce Strategies & Practices Course - Tehran Technical Institute - 2016
- Certificate in Search Engine Optimization Professional Course - Tehran Technical Institute - 2016
- Certificate in Professional Website Design and Analysis based on CIW Course - Tehran Technical Institute - 2016
- Certificate in Financial Systems Management Course - Faragostar Research Engineering Company - 2011
- Certificate in Office Automation Systems Management Course - Faragostar Research Engineering Company - 2011
- Certificate in MS Word Course - Information Technology Institute - 2006
- Certificate in Persian Typing Course - Information Technology Institute - 2006
- Certificate in AutoCAD Design and Drafting Course - Technical and Vocational Training Organization of Iran - 2001
- Certificate in Advanced Computer Operations Course - Technical and Vocational Training Organization of Iran - 2001
- Certificate in Computer Operations Course - Technical and Vocational Training Organization of Iran – 2000

PROFESSIONAL TRAININGS IN MARKETING AND SALES

- Sales Psychology and Customer Persuasion Certificate - Business Education Center - 2015
- Attendance Certificate at the First Iranian Distribution Industry Conference - 2015
- Attendance Certificate at the First Iranian Distribution Industry Conference - 2014
- Practical Course Certificate in Negotiation Principles and Techniques - Idea Developers Business Company - 2013

- Attendance Certificate at the 6th National Distribution and Sales Management Conference - 2013
- Brand Management Course Certificate - Era of Conversation Cultural and Art Institute - 2012
- Brand Management Course Certificate - BSI Group - 2012
- Brand Management Course Certificate - PHILIPS - 2012
- Sales Engineering Course Certificate - Mahan Business School - 2012
- Attendance Certificate at the Specialized Distribution Conference (Diamond) - 2011
- Specialized Course in Organizational Sales Training
- Specialized Course in Branch and Agency Management
- Specialized Course in Strategic Sales Management
- Market Share Planning and Development Course in Sales
- Customer Relationship Course
- Organizational Relationship Course
- Body Language Specialized Course
- Brand and Trademark Management Course
- Specialized Course in E-commerce and International Communications
- Comprehensive Sales Engineering Course: Marketing Management, Advertising, Distribution, Salesmanship, Exhibitions, Marketing Strategy, and CRM

OTHER SPECIALIZED AND INTERNATIONAL CERTIFICATIONS

- Certificate of participation in the National Food Exhibition in Shiraz and selection as the best booth manager - 2014
- International Training Certificate in Information Technology Management - Iran Association of Technology and Innovation Management - 2012
- Specialized Training Certificate in GPS (Global Positioning System) - 2004
- Training Course Certificate in Surveying - Technical and Vocational Training Organization of Iran - 2002
- Training Course Certificate in Pipefitting and Installation of Central Heating Systems - Technical and Vocational Training Organization of Iran - 2001
- Training Course Certificate in General Pipefitting - Technical and Vocational Training Organization of Iran - 2001
- Training Course Certificate in Building Drawing - Technical and Vocational Training Organization of Iran - 2001

CREDENTIALS AND EXPERTISE

- Data Analysis (Big Data) and creating management dashboards for organizational analysis
- Planning and designing organizational KPIs for business process management and optimization
- Full familiarity with online tools for data retrieval and entry and creating databases for analysis

- Drafting business management plans and optimization plans
- Familiarity with distribution industry processes
- Knowledge of contract principles and agreements
- Familiarity with administrative and labor regulations and laws
- Team management and planning to achieve organizational goals and vision
- Familiarity with Business Process Management Systems (BPMS)
- Knowledge of RFID technology and related systems
- Setting up administrative regulations and organizational communication loops
- Advertising planning and sales policy-making
- Familiarity with local networks, establishment, and management
- Designing personal, corporate, and organizational websites and managing them (Joomla - WordPress)
- Familiarity with SEO and management
- Knowledge and use of intelligent tools and macros
- Launching advertising campaigns and online marketing and email marketing
- Familiarity with internal administrative automation, process creation, and management
- Complete familiarity with the Internet and local network communication
- Familiarity with PBX devices and planning
- Knowledge of VoIP and communication systems
- Proficient in general software (installation and usage)
- Proficient in Office (Excel - FrontPage - Outlook - PowerPoint - MsProject - Publisher - Visio Word)
- Full familiarity with office equipment (fax machines and copiers)

International Driving License:

- Class 1 Certificate (Heavy vehicles and buses)
- Class 2 Certificate
- Class 3 Certificate (Passenger cars)
- Forklift Certificate
- Motorcycle License

WORK EXPERIENCE

Iranian Tom Company (IranTom) - From 2017 to Today

Specialized in problem-solving and business development

- CEO, Board Member, and Shareholder
- Identifying organizational obstacles and investigating bottlenecks
- Proposing preventive and corrective measures for the organization
- Establishing hardware infrastructure and information security
- Creating and optimizing cloud services and value-added services for managers
- Consulting and creating financial and tax structures

Varangar-e-Novin Consulting Group

(Producer of specialized sales and distribution software) - From 2013 to 2016

- Agency Affairs Manager
- Advertising Manager
- Website Setup and Updates Manager
- International Agrofood Exhibition Booth Manager (Food Industry) - 2013
- International Beverage Exhibition Booth Manager - 2013
- Distribution Conference Booth Manager (Diamond) - 2013
- International Elecomp Exhibition Booth Manager, Yazd - 2013
- International Food Exhibition Booth Manager, Shiraz - 2013
- Coordination Manager for receiving National Production Achievers Trophy
- Coordination Manager for receiving Trophy, Medal, and Commendations for the Best Manager of the Country
- International Cosmetics and Hygiene Exhibition Booth Manager - 2014
- International Agrofood Exhibition Booth Manager (Food Industry) - 2014
- Distribution Conference Booth Manager (Diamond) - 2014
- International Confectionery and Chocolate Exhibition Booth Manager - 2014
- Distribution Conference Booth Manager (Diamond) - 2014
- International Cosmetics and Hygiene Exhibition Booth Manager - 2015
- Implementation of CRM software and sales management and related process execution

Premium Business Consultants Group

Consultant and Trainer in Sales and Advertising Specialized Courses in the Country - From 2013 to 2020

- Project Consultant for Spid Nylon Manufacturing Company (Advertising and Branding)
- Project Consultant for Viona Registration Company (Implementation of Administrative Automation Systems and Internal Relations)
- Project Consultant for LOVELY Brand - Collection and Analysis of Agent Data and Order Management Structure Creation
- Analysis and Infrastructure Consultant for Required Practical Systems
- Training Consultant

Parmis Information Technology Company

Manufacturer of Financial and Commercial Software - From 2011 to 2013

- Management Consultant in Sales Engineering and Advertising
- Setting all Sales and Agency Guidelines

Full-time since 2012:

- Manager of Agency Affairs and Sales Representation
- Public Relations and Advertising Manager
- Administrative Officer and Management Representative
- Added the Short Message Service (SMS) system product with direct representation
- Responsible for Branding and Internet Marketing
- Coordination and preparation of necessary declarations and related processes for:
- Receiving the Award of Festival of Managers and Exemplary Producers of the Country
- Receiving the Award of Champions of the Iranian Industry Festival
- Receiving the Certificate of Appreciation from the International Festival of Information Technology Management
- Receiving the Award of National Production Festival - National Support
- Receiving the Certificate of Appreciation from the National Quality Seekers Festival
- Receiving the Trophy and Certificate of Appreciation from the International Brand Management Summit
- Receiving the Trophy in honor of Engineers and Elite Individuals of the Country
- Ranked fifth in the Top 10 Companies in the Construction Industry Festival

Mahsan Pouya Company (Rasan Sanitary Valves)

Manufacturer of Sanitary Valves - From 2012 to 2019

- Management Consultant in Advertising
- Management Consultant in Digital Marketing
- Responsible for National Conferences and Festivals
- Responsible for Advertising and Branding Affairs
- Organizing Specialized News Sessions
- Responsible for Coordination and Strategy for National and International Awards
- Consultant in Participating in National and International Exhibitions
- Responsible for Exhibition Planning and Booth Design

Asa Software Company

Specialized Software Producer in the field of RFID - 2011

- Sales and Advertising Specialist
- Setting up the Central Telephone System
- Launching the Official Website
- Preparing a comprehensive proposal for activities, products, and sales policies

FaraGostar Engineering Research Company

Specialized Software Producer in Financial and Commercial Field, Office Automation, Business Process Management (BPM) - 2008-2011

- Administrative and Human Resources Affairs Manager
- Public Relations Officer
- Agency Affairs Manager
- Management Representative for ISO Processes Maintenance
- Responsible for the booth at Elecomp Exhibition 2010
- Marketing and Sales Specialist for Office Automation Systems and Competitor Evaluation

Forest Mobel Company

Furniture Manufacturer - Importer and Representative of 15 Major Global Brands - 2008-2015

- Management Consultant in Digital Marketing
- Management Consultant in Communications and Public Relations
- IT Unit Manager
- CEO Consultant
- Setting up Domain Server
- Setting up ISA Server
- Setting up Office Automation
- Preparing drafts of internal company guidelines
- Setting up Customer Relationship Management (CRM) system

Rosab Kavan Engineering Consulting Company

Consulting Engineer in Water and Soil - 2008-2009

- Computer Unit Manager
 - Training Manager
 - Setting up Domain Server
 - Setting up ISA Server
 - Setting up Internal Wireless Network
 - Preparing required training guidelines and syllabi
 - Implementing internal office automation based on the existing structure and conditions
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Sadarab Pouya Engineering Consulting Company

Consulting Engineer in Water - 2006-2008

- Administrative Section Manager (Internal Manager)
- Computer Unit Manager (Network Manager)
- Contracts Manager
- Setting up Domain Server
- Setting up ISA Server
- Implementing office automation and changing the format and structure of the company in software

Iran National Oil Company - Exploration Seismology and Operations Company

Seismic Survey and Exploration - 2004-2006

- Senior Supervisor of the Mapping Group at OEOC
- Collaboration in obtaining ISO certification
- Setting up domain server and wireless internet system in Marun and Kupal regions, Ahvaz

Rayvars Parsian Computer Company

Manufacturer of specialized OCR software - 2004-2005

- Planning Consultant
- Participation in the sales of significant versions of financial software and Persian and Arabic production software

Technical and Vocational Institute of Markazi Province - Khomein

- Teaching computer courses at the regional center - 2001

MEMBERSHIP TYPES

- Official member of the Youth and Iran Industry, Mining, and Trade House
- Official member of the Iranian Management Association
- Member of the Information Technology Management Association
- Member of the Iranian Surveying Engineers Scientific Association
- Member of the Iranian Calligraphers Association - Golpayegan

FOREIGN LANGUAGE

- English - Beginner
- Arabic – Intermediate

SKILLS

