

STRATEGOS

Engineering Technologies for Strategy in
Defense, Industry, Government &
Homeland Security

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Master of Science on Engineering Technology for Strategy and Security

STRATEGIC Engineer Resume

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Education

University of Genoa, International Master Science in Engineering Technology for Strategy and Security (Laurea Magistrale), STRATEGOS, Genoa, Italy, Sep 2022 - Current

Binaloud University, Bachelor Degree in Business Administration, Mashhad, Iran, October 2012 - September 2014

Binaloud University, Associate Degree in Business Administration, Mashhad, Iran, October 2010 - July 2012

Professional Experiences

Employee of Business Management Department

Behestan Drug Distribution Company (Mashhad Branch) (May 2017 - April 2018)

- Contracts with various pharmaceutical companies: Negotiating and arranging contracts with main and related companies, preparing and adjusting contract regulations, as well as controlling contracts and documents of the business unit
- Check the cost of the product and plan of the product
- Adjust offers and promotions based on the needs of the community as well as the production and expiration dates of pharmaceutical products
- Control and monitor the inventory of warehouses in different branches
- Gather information from the market and identify competitors and actual and potential capacities
- Identify, evaluate and select subcontractors
- Preparation, control and supervision of order registration
- Receive and review statistics and information on sales, monitor the sales department

Export Coordinator:

Nikoo Pardazesh Kala Company (May 2018 - October 2022)

- For cargo shipments by vessel, handling documents such as invoices, packing lists, certificate of origin, and bills of lading
- Coordinating with shipping lines and freight forwarders to handle shipments from port of loading to port of discharge
- Management and coordination of supply chains
- Control and monitor how purchases are made
- Transportation and logistics management

Investor in Iranian financial markets (2010 - 2020) and active in various International financial markets as a trader (March 2016 - December 2022)

- Identify, evaluate and select financial and investment positions
- Supervise how controls are implemented regarding risk and capital management in transactions
- Prepare and report periodically on financial and investment activities and opportunities
- Carry out the necessary cooperation in the field of trading strategies and risk management
- Prepare analytical reports from financial markets
- Review and mastery of trading psychology and financial markets

Research Experience

- **Researcher of Financial Markets Technical Analysis Methods:** Study and research on the types of technical analysis methods on financial markets and the degree of compliance of each method in order to exit and define the types of appropriate strategies with each of the trading instruments
- **Risk management and management of monetary and financial resources** defined in the financial markets
- **Study and research on digital currency projects and their adaptation to today's world and their share of the future**

Skills

- **Marketing**
- **Financial management**
- **Project management**
- **Business networking**
- **Sales**
- **Negotiation**
- **Business planning**
- **Budgeting**
- **Business strategy**
- **Strong written and verbal communication**
- **Written and verbal presentation skills**
- **Numeracy and analytical skills**
- **Microsoft Office: Word, PowerPoint, Excel**

Languages

Persian (Native Language)
English (B2 level)

Other Experiences

Former player of "Green Dream" basketball team, League B, Mashhad (June 2006 - April 2009)

Marketing and salesman of various products in Iran markets such as food products, make up products, fire extinguishers, etc. (different periods)

Working in several coffee shops and also holding a technical and professional degree by passing bartender courses (different periods)

Having a history of brand registration, production and sale of cellulose products such as paper towels (May 2011 - September 2014)

Served military services (February 2015 - September 2016)

Butcher in the protein and meat products section of Perla

Hypermarket in Kish Island (Winter 2017)

Working in a printing house as a follow-up to administrative and customer affairs and a quality supervisor of publications and orders (September 2018 - March 2019)

The main operator of the accommodation and catering tourism complex and the manager of the accommodation section of the complex (September 2020 - September 2021)

I hereby authorize STRATEGOS, Genoa University and Simulation Team to share my CV for Professional and Scientific Reasons with Companies & Institutions