

In the name of GOD



NAIM Ebrahimian



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1- Abstract

In the first decade of my career, which I call Learning and Practicing, I found the opportunity to work and study simultaneously. I have always sought to discover the truth of using what I learned at university in practice. This pursuit provided me with a unique opportunity and a competitive advantage, which brought me the business owner's confidence and accelerated my career development. To my business owner's decision and my inexhaustible curiosity, I have Moved across different organizational units, from IT, Planning, Systems and Methods, Human Resources, Sales, Marketing to Distribution and Logistics in the largest Iranian Holding, **Golrang Industrial Group** and it granted me the comprehensive approach. Then I found the chance to be part of a team that builds the largest supply chain in Iran under the trade name **Ofogh Koroush Chain Stores**.

In the second decade of my career, which I call sharing, I set my personal mission to share this knowledge with others. At that time, mentoring teammate was getting highlighted in me, I've started writing and sharing experiences since then, I accepted the offer of teaching at the university and by proposing a methodology of Total Self-Analysis of the Business, I have started the business consultation to entrepreneurs. These days I have started a new challenge in addition to my concerns. These days, in addition to my concerns, I have also begun a new challenge: the online retail experience with **OKALA**.

Supply Chain



Marketing & Planning Product & Procurement Sale & Logistic Retail & franchise Onile Retail

Professional Excellence Summary

2- Professional Vision

I intend to use two decades of Academic and Professional knowledge to help organizations (Special Startups, Retailers and Online Retailers and SMEs) for their promotion and excellence and through this Brilliant Way, in the fourth decade of my life, I will become the Most Effective **Business Development Consultant** in IRAN. I am always looking to learn new things and meet new challenges.

3- Educational Background



➤ Ph.D.: Industrial Management (Production), [Tehran University](#), (2018-) - (GPA=18.26 out of 20)



➤ M. S: Industrial Management (OR), [Shahid Beheshti University](#), (2006– 2008) - (GPA=16 out of 20)

❖ [Methodology of Implementation of Knowledge Management for Iranian SMEs](#), [Akbar Alem Tabriz](#)
[Associate Professor]



➤ B. S: Industrial Management, [University of Science and Culture](#), (2002 –2006) - (GPA=18.72 out of 20)

❖ Simulation, Theory to Reality [Dr. Ali Rajabzadeh](#) [Associate Professor]

➤ Pre-University: Physic and Mathematics, Adlparvar, Tehran, Iran, (1996 –2000) - (GPA=17 out of 20)

4- Recommendations:

- [Dr. Mostafa Zandieh](#) [Associate Professor] [Shahid Beheshti University](#)
- [Dr. Ali Rajabzadeh](#) [Associate Professor] [Tarbiat Modarres University](#)
- [Dr. Mohsen Nazari](#) [Associate Professor] [Tehran University](#)
- [Dr. Navid Nezafati](#) [Assistant Professor] [Shahid Beheshti University](#)
- Dr. Mansour Samadi [Assistant Professor] [Shahid Chamran University](#)
- [Dr. Hamidreza Erfanian](#) [Assistant Professor] [University of Science and Culture](#),

5- Professional Background



➤ Subsidiary of [GOLRANG Industrial Group Holding](#) (December 2010 till now)



❖ Commercial & Digital Marketing Deputy: [OKALA](#) (Online Retail of [Ofogh Koroush](#)), (January 2019)

❖ Nonfood Commercial Manager: [Ofogh Koroush chain stores](#), (March 2015- January 2019)



❖ Marketing Manager: [Golrang Pakhsh Co.](#), (July 2014- March 2015)



❖ Regional Manager: [Arian Pakhsh Pishroo Co.](#), (May 2013- July 2014)

❖ Branch Manager: [Arian Pakhsh Pishroo Co.](#), (February 2013- May 2013)



❖ Planning Manager: [Arian Pakhsh Pishroo Co.](#), (December 2011- February 2013)



❖ Planning Manager: [Dalin Mehr Co.](#), (December 2010- December 2011)



➤ IT Manager: [Tez labs Co.](#), (July 2007- December 2010)



➤ Marketing and Sale Manager: [Moshaveran Toseye Ayande Co.](#), (March 2006- July 2007)



➤ Vice CEO: [Rejal Co.](#), (June 2000- March 2006)

6- Educational activities, TV programs, lectures and seminars

- Visiting Professor for Production – Financial BA [Shamsipour University](#), Tehran, Iran. (2011-2012)
- TV program expert in (([Be khane barmigardim](#))) on [Tehran TV Channel](#), (may 2018)
 - [How do chain stores discount so much?](#) (3 may 2018)
 - [Spend it slow or clever?!](#) (23 may 2018)
 - [Living smartly as a lifestyle](#) (13 June 2018)
- TV program expert in (([HÖYAT AYNASI](#))) on [Sahar International TV Channel](#), (August 2017)
 - [How to make a better decision?](#) (2 August 2017)
 - [Family Economics Management](#) (16 August 2017)
 - [How to have a happier family?](#) (30 June 2017)
 - [Why we buy?](#) (13 September 2017)
 - [Consumption pattern](#) (27 September 2017)
 - [Lifestyle](#) (4 December 2017)
 - [Time Management](#) (11 December 2017)
 - [Family Economy Management Model](#) (18 October 2017)
- Seminar lecturer of [Pricing in Retail Industry](#) (15 February 2017) in Sharif University
- Speaker of [Retail and Digital marketing Panel](#) in Digital Marketing Day (2 January 2020) in IRIB International Conference center
- Speaker of Several Classes (2019-2020) in Tehran University
- Speaker of [How do billionaires manage their businesses?](#) (12 February 2018) in Shamsipour University
- Speaker of [National Production; Why Yes? Why Not?](#) (12 April 2018) in Shamsipour University
- Teacher of [Training a professional salesman](#) (October 2012) in Golrang University
- Teacher of [Training a professional salesman](#) (November 2014) in Pegah Co. (Khuzestan Branch)
- Teacher of [Training a professional salesman](#) (August 2017) in Parsan Darman Pad Co.
- Teacher of [Total Self-Analysis of the Business](#) (March 2017) in Livar Co.
- Teacher of [Total Self-Analysis of the Business](#) (May- November 2016) in Darya Tamin Co.
- Teacher of [Total Self-Analysis of the Business](#) (2015- 2016) in Sima Taravat Teb Co.
- Teacher of [Total Self-Analysis of the Business](#) (2014- 2015) in Parsan Darman Pad Co.
- Teacher of [workshop of Knowledge Management for senior assessors](#) of excellence Department (August 2007) Defense Ministry
- Teacher of [Project Management](#) and [Project Control Courses](#), TezLabs (Cinere)
- Teacher of [academic courses](#) (Operations Research, Mathematics, Statistics (descriptive and analytical), Maintenance, Work Study, Time Study, Economics, Methodology, Management Courses) (May 2007 – July 2007) Andisheye Parsian Ins

7- Consulting activities

➤ Production and Marketing:

- Consulting of [Rejal Co.](#) [Clothing] - (2007)
- Consulting of [Sima Taravat Teb Co.](#) [medical] - (2014)
- Consulting of [Darya Tamin](#) [Protective and Marin Coatings] (2020)
- Consulting of [Toseye Atie](#) [Hygienic] (2020)

➤ NGO:

- Nassarkhosrow Children's Home Manager Advisor (UNICEF Iran agent) (2010-2012)

➤ State Organizations:

- Executive Director and Central Core of [Knowledge Extraction Project of 50 Managers on Retirement of Iranian Petrochemical Industry](#) (2007)

➤ Retail:

- Consulting of [Beauty Code](#) [Cosmetic] (2017)
- Consulting of [Bic](#) [Perfume] (2017-2018)
- Consulting of [LARA](#) [Cosmetic] (2020)
- Consulting of [Exir](#) [Honey] (2020)
- Consulting of [Aratel](#) [Grocery] (2020)
- Consulting of [Omidan](#) [Porcelain] (2020)

➤ Services:

- Consulting of [Mehr Azar Clinic](#) [Social Work] (2014)
- Consulting of [KhanevadeSabz Holding](#) [Publishing] (2014)

➤ Distribution:

- Consulting of [Livar Co.](#) [Pharmaceutical and Hygienic] (2017-2018)

➤ Commercial:

- Consulting of [Parsan Darman Pad](#) [medical equipment] (2014-2017)
- Consulting of [Darya Tamin](#) [Protective and Marin Coatings] (2016-2017)

8- Cooperation Mode:

- Consultant - Part time/hourly (99 \$ at least 10 Hours)