

CURRICULUME VITAE



PERSONAL INFORMATION:

Name: Saeid Sadat Madarshahi

Nationality: Iranian

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Civil status: Married

Date of birth: 31/12/1979

Current residential address: Tongelresestraat 106, 5613 DN, Eindhoven, Netherlands

ACADEMIC QUALIFICATIONS:

Master of Business Administration

Sprott School of Business-Carleton University,
(Ottawa-Canada), 2004-2006.

<http://www.business.carleton.ca>

B.Sc. Civil Engineering

Azad University of Mashhad, 1998-2003.

<http://www.mshdiau.ac.ir>

MBA Workshop

Carleton University Ottawa 2004

Learning different skills on Team working, team arranging & business ethics, Wearing codes,...

Management Prep. Courses (QIHE)

Qeshm Institute of Higher Education, 2003-2004

- Introduction to Organizational Behavior
- Introduction to Marketing
- Introduction to Management Science & Operational Research
- Introduction to Information Systems (M.I.S)
- Essentials of Business Finance
- Accounting Fundamentals (Financial Accounting, Managerial Accounting)
- Statistical Methods in the Social Science
- English for Management Students

COMPUTER KNOWLEDGE:

Matlab, SPSS, AutoCAD, Microsoft Office (Word, Excel, PowerPoint, OneNote, Visio), Web programming, Linux, Blogging (since 2001), Micro blogging, Corel, Networking, Hardware, PHP programming (basic), CMS and LMS Development

LANGUAGE SKILLS:

ENGLISH: Fluent in speaking, reading and writing: IELTS=7

RESEARCH EXPERINCES:

- 1. M.A. dissertation:** Application of Chaos Theory in the Business world, Seeking for the Chaos footprint in Tehran Stock Exchange Index.
- 2. B.Sc. Project:** Design of a four floor building with steel & concrete structure in different software like AutoCAD, SAP2000 ,...
- 3. Research on Comet Hale-Bopp** in 1997 by taking photos & using a image processing program to calculate the orbital attributes of comet.
- 4. Blue Ocean strategy & Balance score card research** on Kason Ltd. for Enterprise Development course.
- 5. Strategic analysis** (TESP, Five Porter's forces, Value Chain Analysis, marketing process) of Kason Ltd. EPCM company for Managing transformation change course.
- 6. Research on learning theories,** e-learning software & localizing a LMS for Persian language in Pand Ltd. (As a team leader)
- 7. Research on developing a medium size ERP** for small & medium size business including analyzing Iranian business process in Pand Ltd. (As a member of team)
- 8. Marketing Research** on knowledge Management tools & future business in Sama Samane Ltd. (a team member as the Marketing manager)

PROFESSIONAL EXPERIENCES

AlumGlass Co. Mashhad (1998-2003)

Civil Engineer-Project Manager-Sales Department

- Drawing Draft with AutoCAD, Managing project team including 6 to 10 people.

- Finding, Presenting & meeting the clients to sell Aluminum structure for tower's cladding.
- Contributing in over 6 Projects.
- Over 2 M \$ sales in last two years.

Pand Communication Co. Tehran (2005-2006)

IT specialist, Management consultant, Project manager

- Working on different projects like ITMP, ERP, CRM, LMS & portals as project manager & outsourcing control.
- Sales Manager for IT Management projects like MIS of Iran Port & shipping organization.
- Finished E-learning portal project, marketing & selling the product.
- Selling MIS to Iran PSO (300 K \$) in 2005 tender.
- Presenting management solutions like TQM, ERP, CRM, ITMP to more than 8 great companies like TCI (Tehran Communication board members) & Golestan Communication Company, DCI (Iran Data),...
- Contributing in ERP Analysis group as a team member.
- Contributing in Localizing a learning system & LMS for Iranian companies.
- Contributing in Developing IT Master Plan for different companies

Saf Industries Co. Tehran (2006)

Business Development Manager

- Finding & analysis the different markets in IT areas like security, PKI, CA, RA, VPN, SAP ERP (learning section) & start the communication with potential clients, presenting, meeting & finishing the contract.
- Managing our booth in Iran Telecomm. exhibition 2006.
- Managing our Booth in Mashhad Elecit 2006.
- Building trustful relation with our global partners like Global Forte & Eracom.

AlumGlass Co. Tehran (2005-2007)

Marketing & Business Development consultant-Per service

- Providing consultancy services for finding & developing markets on facade market & advertisement.

- Finding & arranging right person to teams & team building services. (HR services)
- New product development
- Advertising, Market development
- Blue ocean strategy development
- Project supervisor

Rajman Software development Co. Mashhad (2005)-Per service

Marketing & Sales consultant

- Providing consultancy services for finding & developing markets on IT & advertisement.
- Finding & arranging right person to teams & team building services. J2EE team development. (HR services)
- Advertising, Market development & arranging sales teams.
- Open source software marketing.

AlumGlass Co. Mashhad-Tehran (2007-2009)

Vice president of Sales & Business Development

- Over 8 M \$ sales
- Changing company focuses from a bloody market to a blue ocean.
- Developing very well relationship with related companies in China, UAE and Japan.
- Changing the main focus of company from manufacturing Aluminum base profiles to importing stainless steel fittings.
- Reengineering business process from just installing goods to selling engineering service.
- Developing Online work management system, CMS & CRM for company.
- New lines of Business development
- Opening a new line of business for procurement of high tech goods for construction companies from China, Japan, and Europe.
- Upgrading IT solutions (CMS, CRM, Web applications, Voip,...)

PROFESSIONAL SKILLS

- Performing jobs in both administration and research sectors successfully

- Working in teams as a coordinator
- Having Very well IT knowledge from different sectors
- Looking positively and differently into any situation or problem
- Networking easily with other people
- Marketing & Business development
- Managing projects & people
- Modeling chaotic behaviors with LLE & Hurst, CD, BDS

PUBLICATIONS :

- Ali Moeini, Mehdi Ahrari, Saeed Madarshahi. Investigating chaos in Tehran Stock Exchange. Accepted in Iranian Economic Review Journal (V.12 2007).
- Saeed Madarshahi, Hassan Sohrabi. Presented as Poster: Calculating orbital attributes of Comet Hale-Bopp., 3th physic conference for student, 1997, Isfahan, Iran.
- Saeed Madarshahi, Mehdi Feyzi. Presenting our research on learning systems & localizing LMS systems in 2th E-learning conference of Iran, 2005

AFFILIATIONS :

Nikandishan student charity

Member of founder group 2001-2003

Khorasan Weblog Community

Founder of group 2001-2006

REFERENCES:

Uma Kumar: Professor, Faculty of Sprott School of Business, Carleton

University. uma_kumar@carleton.ca http://sprott.carleton.ca/faculty_and_research/ukumar.html

Ian Lee: Professor, Faculty of Sprott School of Business, Carleton

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Vinod Kumar: Professor, Faculty of Sprott School of Business, Carleton

University. vinod_kumar@carleton.ca http://sprott.carleton.ca/faculty_and_research/vkumar.html

Hilary Becker: Assistant Professor, Faculty of Sprott School of Business, Carleton

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David Cray: Associate Professor, Faculty of Sprott School of Business, Carleton

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