

Professional Summary

PhD-qualified Executive Manager, Business Development Consultant, and University Lecturer with extensive experience in market development, strategic planning, and leadership. Proven expertise in executive management, marketing, and startup mentoring, with a strong track record in both corporate and academic settings.

Highly skilled in business growth strategies, program management, and organizational development. Passionate about fostering innovation, supporting startups, and contributing to sustainable business development internationally.

Key Skills Executive Management & Leadership Business Development & Market Expansion Strategic Planning & Program Management Marketing & Sales Management Startup Mentoring & Jury Evaluation

Academic Teaching & Curriculum Development

Project Coordination & Implementation

Innovation & Entrepreneurship Consulting

Communication & Stakeholder Management

Analytical Thinking & Problem Solving

Professional Experience

Executive Manager & CEO Advisor – Market Development

Vira Vaccine Shaya Company | 2025 – Present

Leading market development initiatives and corporate strategy

Providing consultancy to CEO on business growth and organizational management

Managing cross-functional teams and ensuring effective execution of strategic projects

Executive Manager

Arvin Pouyan Noor Company | 2024 – 2025

Directed operations and business development projects

Oversaw team performance, planning, and resource management

Developed strategies for market entry and growth

Marketing & Sales Manager

Razi Vaccine & Serum Research Institute | 2011 – 2024

Managed marketing, sales, and business development activities

Designed and implemented strategies for product expansion

Built relationships with partners and stakeholders

Contributed to R&D commercialization efforts

University Lecturer | 2013 – Present

Teaching courses in entrepreneurship, business management, and market development

Supervising student research and projects Participating in curriculum development and academic research Startup Mentor & Judge Mentoring emerging startups in business planning and growth Evaluating startup competitions and innovation programs Education & Credential Evaluation

PhD in Entrepreneurship / Business Management — Credential evaluated by WES (Canada) and relevant authorities

Master's Degree in Management / Entrepreneurship — Credential evaluated by WES (Canada) and relevant authorities Bachelor's Degree — Credential evaluated by WES (Canada) and relevant authorities Languages Persian — Native English — Intermediate Professional Interests Market Development & Business Growth Startup Ecosystems & Innovation Entrepreneurship Education & Mentorship International Business Collaboration References Available upon request