



Kyoomars Amiri

Master : MBA At shahid beheshti

Personal Information

Age: 44 Years

Gender: Male

Location Province: Tehran

Location City: Tehran

Marital Status: Married

Military Service Status: Completed

Contact Details

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Expience & Salary

Work Experience: 19 Years

Salary 35 - 45 Million

Expectation: Tomans

Samples

<https://www.kian-tejarat.com/>

<https://www.lasermagic.com/>

<https://www.izonecargo.com/>

<https://www.koozak.com/>

Last Update: 06 December 2024
Reference ID: JV-19732191

Work Experience

co-founder In KOOZAK startup

February 2021 until June 2024 (3 years and 4 months)

KOOZAK.com

Iran Tehran

Main Responsibilities:

Identifying and analyzing business and software requirements, Business plan writing, negotiating with investors, modeling, preparing product/MVP documents, coding, content preparation,digital marketing
www.koozak.com

CTO

January 2019 until June 2023 (4 years and 5 months)

itkharid.com

Iran Tehran

itkharid was an ecommerce company active in IT appliance retail market. It was active for four years and from the second year it was active in both online and offline market. As one of the founders and CTO of this small shop, i was responsible for designing website, supplying goods, content creation and marketing. During activity, Itkharid was reputed in market as the sole distributor of MSI motherboards and graphic card with GREEN Warranty in IRAN.

Brand Manager

December 2014 until April 2018 (4 years and 4 months)

GREEN

Iran Tehran

GREEN is one of the most successful companies in Iran's IT market. As a Brand manger of Compani's networking products , I was reporting directly to CEO

Main responsibilities:

- Determine the long-term and short-term objectives of company network brands: TOTOLINK & GNET .
- Defining brand introduction phases in IRAN, its operational plan and the annual financial plan/forecast.
- Define brand overall and periodic goals in cooperation with other managers and CEO
- finding reliable Foreign and domestic suppliers
- Carrying out business correspondence with the company's foreign suppliers
- Selecting suitable products for domestic market
- Receiving the required standards, licenses and certificates in coordination with relevant organizations
- Ordering , cargo inspection, cargo tracking and cargo transportation coordination
- Coordinating Customs process, including order registration, payments, preparing required documents, ...
- Warehouse coordination and goods preparation for distribution
- Coordination, negotiation, introduction of the new products with sales channel or new resellers
- Planning market research, Marketing campaigns, promotions, Brand awareness creation activities, attending exhibitions , holding conferences, training classes and
- Feasibility study of production in Iran, conducting relevant technical talks and production line preparation

Achievements

- Obtaining the top position as a supplier of ADSL modems of Iran Telecommunication organization.
- Establishing long term cooperation contract with TOTOLINK (a Korean brand in SOHO networking)
- Implementing digital marketing campaign in order to Positioning and increasing TOTOLINK brand awareness in IRAN
- Implementing TOTOLINK & GNET ADSL Modems production Line in IRAN
- Having 3 exhibitions in Tehran , 6 exhibitions in provincial capitals and more than 40 training classes all around IRAN.
- planning digital marketing campaigns in order to meet the brand's goals.

Product Manager

August 2010 until November 2014 (3 years and 3 months)

GREEN Supply Chain

Iran Tehran

GREEN SUPPLY CHAIN (IT Products Distributer) was a subsidiary company of GREEN , which established in 2008 in order to extend GREEN company product range and intended to be one of the largest IT distributor in the country. This company then merged with GREEN.

As a Product Manager, I had been reporting Directly to CEO.

Main Responsibilities:

- Defining and managing products roadmap, lifecycles and enhancements.
- Defining overall program's goals and objectives in corporation with coordination of other managers and CEO.
- Preparing action plans , schedules for different phases of the plans.
- Preparing reports in order to keep managers or executives advised of the progress.

Achievements

- Participation in domestic and foreign exhibitions in order to find IT suitable suppliers
- Carrying out business correspondence with the company's foreign suppliers
- Developing Documents for Testing each company's product groups, in order to have an evaluation measurement document for imported samples / imported products.
- Finding Reliable Suppliers for company OEM products.
- Analysis and Test new products samples in order to meet the required standards. contacting with related standard organizations in order to have the required importing certificates.

- Creating several OEM brands for local IT market, including a well known network brand (GNET), dealing with SOHO Network Products. GNET soon became a supplier of Telecommunication Company of Iran (TCI).

- designing and Implementing assembly line of GNET ADSL products base on the supplier Company requirements, standards and equipment.

- Developing buffer plan for the defected sold products in order to satisfy Company Resellers and Customer needs all around Iran.

- Developing and Implementing marketing plans, campaigns and promotions .

- Managing product ready to market process, including packing, guarantee, distribution process, ...

- Managing to develop company's brands web sites.

IT Manager

May 2006 until August 2010 (4 years and 3 months)

GREEN

Iran Tehran

GREEN company is a major Producer of computer Chasis and Power supply and Computer appliance in Middle East.

Reporting to Planing Manager, I managed a team of 4 computer programmers and a hardware engineers.

Main responsibilities :

- design, implement and maintaining company Networks on head office and it's factories (Lan/Wan Networks)
- Maintain and develop company head office data center
- analyze company needs, design , implement , maintain and develop company main websites and portals
- Responsible of company Data Center security

Main achievements :

- Design & implementation of GREEN head office network in Tehran, company's main factory network in Sirjan and the company's factory network in Karaj, including installing server's operating systems, domain controller, windows services, Isa server 2004 and exchange server 2003, implementing wireless network for mobile users of the company.
- Implementing forest trust between company head office domain and company factory in karaj in order to have a secure connection to synchronize Sql Server databases. Also passive managing including assembling the servers, network cabling, installing data switches, patch panels and hardware connectivity

- Implement paperless project in the company (internal email, receiving faxes with computer, omit paper forms, internal website ...)
 - manage renewing of company's computers, installing required applications
 - Schedule a team to analyze company's sales department's procedures in order to implement a web base solution to create an interactive relationship between company and customers.
 - Managing company's staff training classes in order to use MS Office / internal developed software
 - Managing to develop and implement company's sales and score Website (www.green-family.ir). a website to score Company's product distributors, base on the number of the products they sell to end user or other stores.
- Developing company's product web site in order to be mor

Software developer

January 2005 until April 2006 (1 year and 3 months)

Azarpod

Iran Tehran

Azarpad company is a software programing company which has several contracts with petroleum companies

Reporting to IT manager

Main responsibilities :

- Vb6 and Delphi Programmer
- system Analyzer

Main achievements :

- Cooperate with a team of software programmers to create a software for Kharg Petroleum Company (Kharg Island - Iran) named "Khadamate kharg" including warehouses controlling , accounting, employee transportation, restaurants software.
- Cooperate with a team to analyze current procedures of Iran Educational Book Institute to create its local software

Education

Master: MBA

2012 – 2015

shahid beheshti

Bachelor: Software engineering

2000 – 2005

Shomal university

Training Courses

CS50Ai

Harvard university

Course Duration: 12 projects

2024

CS50

Harvard university

Course Duration: 28 projects

2024

Languages

English | Advanced

Software

Microsoft Word | Advanced

Microsoft Excel | Advanced

Microsoft Powerpoint | Advanced

Delphi | Advanced

Html & CSS | Advanced

PHP | Advanced

Wordpress | Advanced

Laravel | Advanced

JavaScript | Intermediate

Python | Intermediate

Sql Server | Intermediate

MySql | Intermediate

Additional Skills

Technical SEO

on page seo

Performance Marketing

Advanced Product Quality Planning (APQP)

IMQ - CRM workshop

Machine learning algorithms

wordpres

Flask

MCSE2003

About Me

www.kyoomars.com