

Akbar Bakhshmand

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SUMMARY

- Profile: Male, 36 , Married
- Nationality: Iran
- Current Location: Tehran
- Current position: Marketing & Sales
- Company: Hamshahri Enterprises
(Reporting to: Director)
- Preferred Locations: Anywhere in Iran, Anywhere outside Iran
- Salary expectation: Not Specified/ Negotiable

WORK EXPERIENCE

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|---------------------|---|
| Jan 2011 - Present | <p>Hamshahri enterprises Tehran, Iran</p> <p><i>Marketing & Sales Expert</i></p> <p>Job Role/Department: Management The company is the largest media company in iran with more than 460000 daily cycles on newspaper impression .</p> <p>Job Role/Department: lead of marketing team, participation in initial planning for weekend edition of newspaper.</p> <p>Highlights:</p> <ul style="list-style-type: none"> • Controlled market segmentation management and monitoring through market channels, sales force strategic plans, CRM and Agent relationship management. |
| Feb 2007 - Dec 2010 | <p>Saftt engineering Tehran, Iran</p> <p><i>Marketing manger</i></p> <p>Job Role/Department: The company is involved in providing supplies, consulting and renovation services for industrial area .</p> <p>Highlights:</p> <ul style="list-style-type: none"> • Identified and developed a vision based approach on key market drivers with aim of perfectly assess and capture business opportunities in a faster and better way. • Developed pragmatic short and long term business targets and set clear strategies to achieve them. • Lead effectively in recruitment, career development and staff rewarding activities. <p>Key Responsibilities:</p> <ul style="list-style-type: none"> • Provided clear action plans in organization changes and performance monitoring extracted from implemented strategies. • Identified business opportunities, set business targets, provided relevant budget and business plans based on targets. |
| Sep 2006 - Feb 2007 | <p>Nestle Qazvin, Iran</p> <p><i>EAM manager</i></p> <p>Iran Company Industry: Manufacturing and Production</p> <p>Job Role/Department: Management Project Handled:</p> <ul style="list-style-type: none"> • Process Lead. - Implementation of SAP system.. <p>Highlight:</p> <ul style="list-style-type: none"> • Played a pivotal role in implementation EAM system. <p>Key Responsibilities:</p> <ul style="list-style-type: none"> • Directed, monitored and coordinated, sectional processes, evaluations and plans, to guarantee standard running conditions of all plant utilities. • Formulated and instituted plans for efficient use of materials, machines and personnel. |

EDUCATION

Oct 1994 - May 1998	Azad-Tehran <i>Industrial Engineering, Bachelor(BSc/BA)</i>	Tehran, Iran
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OTHER CERTIFICATES

2004	Modern Maintenance Systems	InterCorr, Iran
2007	ERP	Ramco, India
2008	ERP	JIS, Turkey

IT SKILLS

Windows & Office tools

● EAM-SAP	Advanced
● ERP-SAP	Advanced
● IFS	Basic

Web programming & development

● Visual Basic	Advanced
● Power Designer	Advanced

Non-web programming languages

● MS Project & Primavera	Advanced
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LANGUAGES

● English	Fluent
● Turkish	Fluent
● Persian (Farsi)	Native

COMMENTS

Marketing Management

A marketing and sales manager with an experience in handling high end projects and activities, leading business management initiatives as well as providing company's sales and marketing plans in strategic, enterprise and business levels.
