



# ALIREZA MOUSAVI

## CMO AND RESEARCHER

- 👤 Arash Mousavi
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### RELEVANT SKILLS

- Project Management
- Marketing and Sales
- Negotiation
- Translation/Interpreting
- Market Research
- Content Creation
- Computer Software

### PROFESSIONAL SUMMARY

- Dedicated senior-level executive offering over 3 years of consistent career progression in the areas of marketing research and development management for the first Iranian Cyber-security Corporation. Expert in researching new markets, creating diverse content in different languages, studying competitors and proposing the best trading method and marketing strategies, documenting products and services, consulting companies' top managers, and cultivating strategic relationships with internal and external business partners in different regions.
- Dedicating over 14 years of experience in searching, translating, and interpreting more than 5 million words such as books, studies, papers, business contents, etc. for different companies inside and outside the state. Expert in converting content from Persian to English and vice versa, editing contexts.

### EMPLOYMENT HISTORY

**Chief Market Research and Development Officer, Hamrah Bime Khalij Fars.** Tehran, Tehran- Mar. 2023 - Present

- Establish or maintain cooperative relationships with representatives of community, consumer, employee, or public interest groups.
- Conduct research on consumer opinions and marketing strategies, collaborating with marketing professionals, statisticians, pollsters, and other professionals.
- Gather data on competitors and analyze their prices, sales, and method of marketing and distribution.
- Monitor industry statistics and follow trends in trade literature.
- Prepare reports of findings, illustrating data graphically and translating complex findings into written text.
- Consult with product development personnel on product specifications such as design, color, or packaging.
- Coordinate or participate in promotional activities or trade shows, working with developers, advertisers, or production managers, to market products or services.
- Initiate market research studies or analyze their findings.
- Represent the company at trade association meetings to promote products such as expos in Uzbekistan
- Write articles, bulletins, sales letters, speeches, and other related informative, marketing, and promotional material.
- Document products and services

**CMO, Amnpardaz Software Co., Tehran, Tehran -Mar. 2022 - Mar. 2023**

- Managing a team of marketers and resellers locally and globally
- Consult with sales, media, and marketing representatives to obtain information on products or services.
- Consult with the CEO about new markets in different regions such as Central Asia, Latin America, and Africa.
- Present company in different regions such as Venezuela, Uzbekistan, Pakistan, China, Kenya, South Africa, Armenia, and Russia.
- Sign MOUs and contracts with foreign companies in Venezuela, Uzbekistan, Bosnia, Pakistan, Russia, and China.
- Negotiating with companies in Venezuela, Uzbekistan, Pakistan, Afghanistan, Bosnia, Russia, Armenia, Kenya, South Africa, etc.
- Evaluate the financial aspects of product development, such as budgets, expenditures, research and development appropriations, or return-on-investment and profit-loss projections.
- Develop pricing strategies, balancing firm objectives and customer satisfaction.
- Coordinate or participate in promotional activities or trade shows, working with developers, advertisers, or production managers, to market products or services.
- Initiate market research studies or analyze their findings.
- Negotiate contracts with vendors or distributors to manage product distribution, establish distribution networks, or develop distribution strategies.
- Identify, develop, or evaluate marketing strategy, based on knowledge of establishment objectives, market characteristics, and cost and markup factors.
- Confer with other managers to identify trends or fundamental
- Prepare or edit organizational publications for internal and external audiences, including employee newsletters and stockholders' reports.
- Write articles, bulletins, sales letters, speeches, and other related informative, marketing, and promotional material—group interests or concerns or to provide advice on business decisions.

**Researcher and Translator, Amnpardaz Software Co. Tehran, Tehran- September. 2020 - Mar. 2022**

- Translating texts, websites, and any other type of information from Persian to English
- Editing texts
- Creating content for websites and marketing
- Creating content for social media
- Writing newsletters, studies, and text to publish on the company's website
- Searching the web for contents
- Searching the web for all types of malware and system risk mitigation methods

## Languages

- English
  - Italiano
  - Deutsch
  - Español
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**English Translator, Self-employed. Tehran**

January. 2012 - Present

- Translating Technical
- specialized and general papers and studies for companies
- agencies
- university students and individuals Interpreting as freelancer for Nazm Afarin Hafez Co (security provider enterprise) and Tourism guide

**Freelance Translator, Kasra Translation Bureau. Tehran**

December. 2014 - Present

- Translating more than 2 million words from English to Persian (Farsi) such as studies
- papers
- texts and books for companies
- agencies and individuals as freelancer

**English Translator, Translators without Borders.**

March. 2020 - Present

- Translating texts and books based on the need of the organization for humanitarian purposes.

**Freelance Transcription, Eccellente Services Pvt.**

February. 2020 - March. 2020 - France

- transcribing into English and Persian

**Freelance Translator, IRC group.**

October. 2018 - March. 2020

- Tehran4 Translating audio to words from English to Persian (Farsi) Mar research

**EDUCATION HISTORY**

Eyvanakey, Semnan , Semnan

Bachelor of Science, Computer Hardware Engineering, Feb. 2016