



HOJAT SALMANIZADEH

📍 Singapore, 596230

📞 +6584082682

✉️ salmanizade@gmail.com

🌐 www.arpaan.com

in [linkedin.com/in/hojat-salmanizadeh-b70b345a](https://www.linkedin.com/in/hojat-salmanizadeh-b70b345a)

SKILLS

- Strategic Thinking and Planning
- Problem Solving
- Data Cleaning and Analyzing
- Data-driven decision making
- SQL and Spreadsheets
- R Programming
- Tableau and PowerPoint
- WordPress

ADDITIONAL INFORMATION

- Distinguished student of the Faculty of Industrial Engineering in 2008 and received a university scholarship.
- Translation of the book "Strategy for You" written by Rich Horwath into Farsi.
- More than 500 hours of teaching experience in strategic management, blue ocean strategy, business development and entrepreneurship.

SUMMARY

For 14 years, I worked in the field of business analysis, strategy planning and business consulting. Sometimes I have used data analysis in my projects, but now I have decided to enter this field professionally. I am sure that my analytical skills, strategic thinking, communication skills, and problem solving skills that I have acquired over the past years will help me a lot. Recently, I have successfully completed the Google Data Analytics Certificate course and now I have an excellent understanding of related platforms such as SQL, R, Tableau and Spreadsheets. I am still learning other useful and usable tools in the field of data analysis. Learning never stops.

EXPERIENCE

October 2020 - Current

Co-Founder and Member of Board, Delsa Company | Iran

- Successfully starting a business from scratch
- Designing all business strategies based on market research
- Developing clear mission, vision and culture for company employees
- Pursuing funding and successfully gaining loan

November 2017 - May 2022

Founder and CEO, Arpaan Copmany | Iran

- Building successful company with main activity focused on business analysis and development
- Developing successful strategies and policies
- Monitoring company finances, assessing development opportunities for maximum profitability.
- Making high-level decisions regarding policies, strategies, procedures and finances as a leadership.
- Accomplishing successful more than 10 big projects in business analysis, strategy planning, value chain analysis and processes management

December 2018 - April 2022

Founder and Executive Secretary, Handicraft Manufacturers Association of Isfahan | Iran

- Successfully establishing this association as a BDSP (Business Development Services Provider) with accountability to support members during joint activities.
- Clearly defining duties, responsibilities and services that can be prepared

for members and their needs and requirements.

- Developing clear mission, vision and conditions for membership.
- Creating brand name and reputation through successful communication and cooperation with all governmental and non-governmental institutions and participating in national and international events.

April 2021 - January 2022

Strategy Consultant, MediaTeb Company | Iran

- Successfully designing vision and mission of company based on stakeholders needs and perspectives
- Compiling and analyzing data and information about current state regarding internal and external environments in order to identify strengths, weaknesses, opportunities and threats using of PESTEL method.
- Monitoring current systems, processes and staff activities to compile detailed and current information.
- Determining the gap between current and future states and formulating main strategies and high-level decisions for company.
- Designing long term and short-term action plans in order to achieve goals and to implement strategies and presenting for stakeholders.

August 2020 - January 2022

Strategy Consultant, Center of Consultants of Chamber of Commerce | Iran

- Providing advice on strategic planning and business analysis for members of Chamber of Commerce, Industries, Mines and Agriculture of Isfahan.
- Supporting members with necessary information about business management and important points on leadership.

March 2016 - March 2021

Province Agent, Ministry of Labor of Iran | Iran

- Successfully conducting comprehensive employment studies of the province based on related data analysis, effective communications with public sectors, market analysis and cooperation with other stakeholders.
- Developing employment strategy in top businesses of the province based on value chain analysis and analyzing stakeholder requirements.
- Presenting the results of studies and approving the development strategies of the province's top industries at the highest level of the government administration.
- Data-driven decision making for improving workforce education level based on related data analysis and assessing the performance of skill training institutions.
- Identifying investment opportunities in the top businesses of the province based on value chain approach.
- Assessing the performance of the province's employment loans, analyzing relevant data, and submitting a comprehensive report to the Ministry of Labor.

February 2016 - May 2018

CDA (Cluster Development Agent), Golpayegan Dairy Products Cluster | Iran

- Successfully implementing cluster development project based on UNDO's model that has been promoted in developing countries in order to supporting SMEs during a long-term project for Golpayegan Dairy Products Cluster.
- Completely analyzing international and national scenarios in dairy industry, analyzing related data and providing useful information for decision making regarding cluster development strategy.

- Analyzing value chain of producing dairy products in the target cluster in order to identifying pressure points.
- Determining cluster development strategies based on information achieved from value chain analysis, SWOT analysis, data analysis, Porter 5F model analysis and communication with all stakeholders.
- Successfully implementing action plans in order to achieving goals and development strategies through effective cooperation with all stakeholders.

June 2011 - May 2015

CDA Assistant, Isfahan Gold Jewelries Cluster | Iran

- Successfully implementing cluster development project based on UNDO's model that has been promoted in developing countries in order to supporting SMEs during a long term project for Isfahan Gold Jewelries Cluster (as the Cluster Development Agent's assistant).
- Completely analyzing international and national scenarios in jewelry industry, analyzing related data and providing useful information for decision making regarding cluster development strategy.
- Analyzing value chain of producing jewelries in Isfahan in order to identifying pressure points
- Determined cluster development strategies based on information achieved from value chain analysis, SWOT analysis data analysis, Porter 5F model analysis and communication with all stakeholders.
- Successfully implementing action plans in order to achieving goals and fixing development strategies through effective cooperation with all stakeholders.

August 2012 - October 2012

Member of Technical Staff, Value Chain Analysis of Afghan Labor, UNIDO Country Office in Iran | Iran

- Cooperating in market survey project in Isfahan province as defined in detail in attached terms of contract.
- Analyzing value chain of businesses in which Afghan labor had significant experiences.
- The main of this project that was implement according to UNHCR need was to determine the best businesses to establish in Afghanistan in order to convince Afghan migrants to return.

September 2011 - February 2012

Project Manager, Value Chain Analysis of 10 top Industries in Isfahan Province, Isfahan Small Industries Organization | Iran

- Successfully implementing the project of Value Chain Analysis of Top 10 Industries of Isfahan Province.
- Completely reviewing all industries and analyzing relevant data in order to ranking them based on identified criteria.
- Determining developing strategies for all top 10 industries based on identified pressure points through value chain analysis.

EDUCATION

2009

Master of Science | Socio-Economic Systems Engineering
Isfahan University of Technology, Iran

- Master Graduate with rank 2
- outstanding student of Faculty of Industrial Engineering in the year 2008
- Dissertation in Integer Linear Programming

2007

Bachelor of Science | Applied Mathematics
Kashan University, Iran

CERTIFICATIONS

Oct 2022

Google Data Analytics Certificate, Coursera 2022

Aug 2022

The Business Analysis Certification Program, UDEMY 2022

Dec 2016

Cluster Development Agent Certification, Small Industries Organization of Iran 2016