

Payam Homapour

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EDUCATION

Erfan Graduate School of Business Administration

Isfahan, Isfahan

University of Shahinshahr

Candidate for masters in business administration, May 2002

Marketing Club, Operations Club, LASA, Consulting Club

University of Isfahan

Isfahan, Isfahan

Food Industry Engineer; Mar; 1994; Bachelor of Science, Dec. 1991

Ranked 3rd out of 35 students

EXPERIENCE

1 COMMUNICATIONS INTERNATIONAL, INC.

Shahinshahr, Isfahan

International wireless multimedia services

Summer Associate

- Researched, segmented and targeted a market in Tehran for fixed wireless Internet connection and updated a financial projection for the business.
- Elaborated positioning for the product in Iranian and organized information for potential investors in the project.

2006-2014 Javdan Productions Co.

Sari , Mazandaran

One of the largest agricultural industry and poultry companies in Iran

Sales and Marketing Manager

- Reorganized and managed the national sales operation, implementing high IT content, modifying procedures and establishing cost-effective product classification and packaging.
- Create a forecast price model to plan production and avoid bullwhip effect in supply chains.
- Redefined the target market, which increased customer base by 400% and doubled sales to US\$15MM Efforts helped to achieve 95% market share of supermarket channel. Directed the introduction of the company's brand.

1996-2005 Textiles and Chemicals Industries

Co. Ltd. (Starch and Derivatives)

Mashahd, Iran

- New venture in production of sweet potato starch with US\$1MM investment

Production Manager and General Administrator

- Evaluated in-depth company finance, sales and operations, and dealt with difficult financial situation, maximizing margins, improving efficiency and processing alternative raw materials
- Supervised the building and installation of the new manufacturing plant. Efforts resulted in full operational capacity without any posterior modifications.

1994-1995 Iranian Brand Corporation.

Shiraz, Fars

Independent Quality Control Consultant

- Evaluated products for Marketing Departments and monitored sub-contracted production.

1991-1994 Eshtiyagh Javan Industries Co.

Dubai, UAE

Production and exportation of natural colorant: Carmine

Plant Chief

- Analyzed and improved Carmine Chemical Process, resulting in more efficient process.
 - Implemented a laboratory to perform quality control and product in process analysis.
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INTERESTS

Biking trekking and avid reader of politics, history and sociology.

www.its.ir SAMPLE RESUMES