

Amin Zand

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Professional Profile

A dedicated and dynamic professional combining strong business acumen with extensive experience in project management and in renewable energy sector. Pragmatic and result oriented, he has proven track record of identifying growth opportunities, driving sales, increasing turnover, developing partnership to drive bottom-line profits and managing projects successfully. Possess strong leadership, communication and interpersonal skills that he uses to establish rapport with all levels of staff and management.

Career Summary

2014 – date **Business Development Manager (2014-2015)**
Meyar Tose'e Niroo

Achievements

- Appointed lead project developer for Greenfield and CHP power plant project
- Successfully initiating, planning, executing, monitoring and closing renewable energy projects
- Well renowned practitioner in the renewable sector who is often invited to speak in local and international seminars and events

Responsibilities

- Maintaining excellent communication channels by continuously giving accurate and relevant feedback to directors and Senior Management ensuring they have the tools and relevant feedback to do their jobs effectively
- Analysing buying trends and utilizing information to come up with value-based sales proposals and promotions
- Developing and implementing improved procedures and processes to ensure better and more consistent service in delivery client objectives
- Reviewing existing contracts and creatively planning promotions and programmes to maximize merchandising opportunities and thus increase sales
- Preparing and delivering successful pitches, campaigns and analysis reports to senior management
- Exploring opportunities for enhancing organizations reputation by contacting potential partners and proposing business deals.

2012 – 2013 **Import and Export Manager**
Tekno Sanat Ltd

- Managed the movement of products in and out of the country in accordance with the company's policy and procedures, complying with the relevant international law process
- Communicated with export and import, related authorities and customers/suppliers, in all relevant countries to ensure efficient, positive and lawful relations, support and activities
- Implemented financial and currency processes and transactions in accordance with policy and law, additionally to optimized cost-effective activities
- Liaised with domestic and international enforcement in providing research and analytical support to challenges and obstacles in import/export activity and procedures

Career Summary cont.

- Negotiated contracts for sales and purchases applying web marketing and international trade events; renewed and reviewed contracts enabling effective trading operations and customer/supplier relations
- Managed and maintained effective lawful insurance provisions, while preparing and submitting relevant administration in a timely and accurate manner

2011 – 2012 **Trading Manager** **Tashrifat Sazan Ltd**

- Identified potential new markets facilitating business performance improvements
- Lead consultants in setting up and developing a range of marketing, advertising and procurement programmes through to retaining and building customer base
- Provided support to Marketing Manager, Sales Executives and a team of Resume Writers and Career Coaches to enhance processes linking corporate brand building activities as well as Product Development activities with Sales activities
- Developed, supervised and improved online marketing strategies to support the promotion of existing and new products and services
- Interviewed, recruited, trained, lead and mentored staff by motivating them and conducting appraisals ensuring they had the skills and tools to do their jobs effectively

Education, Courses and Qualifications

2007-2011 **Engineer’s Degree, Industrial Engineering** University of Qom, Iran

Professional Development

2012 Management and Service Marketing
2011 Third international forum
2010 Conference on CRM, HR
2008 International conference on Managing Time and Stress, Memory Improvement
2008 International conference on Sales, Negotiation, Tech and CRM
2007 Corporate success in 21st century Branding, Leadership, Profitability

Personal Details

Nationality: Iranian
Languages English, French, Arabic, Turkish,
 IELTS -The International English Language Testing System
 DELF- Diplôme d’études en langue française.le *centre culturel français de Téhéran*

Further Skills

IT Ms Project, Outlook and Ms Office, ICDL, MCSE

References are available on request
