

A. EBRAHIMZADEH

ILIA PRINCIPAL



PERSONAL INFO

Nationality: Iranian
Date of Birth: 1989

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ADDRESS

Tehran, Jordan Street,
Number 3,

LANGUAGES

Farsi: Native
English: Professional
French: Intermediate
Arabic: Basic

SUMMARY OF QUALIFICATIONS

- Management consultant with main focus on business development, data mining and marketing research;
- Conducting plus 60 researches, analysis and consulting projects;
- Being an active and effective player in projects' acquisition and execution with total value of 4 million Euro;
- Leading project teams up to 15 members and acting as analyst, consultant or project manager in different projects with price tickets of 5K to 100K Euro;
- Having experience in international communication and managing international projects with more than 15 international projects;
- A visual and system thinker.

WORK EXPERIENCE

Jun 2020 Present	Principal (ILIA Corporation) A consulting and research firm in Iran
March 2020 Jun 2020	Business Analyst (Aviense) A consulting and research firm in Iran
March 2014 March 2020	Engagement Manager (ILIA Corporation) A consulting and research firm in Iran
Nov 2014 Nov 2020	Assessor of Green Management Award At the Iranian Society for Green Mgt.
Dec 2011 Nov 2013	Data Mining Expert (Saipa Co.) An automotive company

EDUCATION

Jun 2017 Nov 2018	Visiting International Scholar KU Leuven Faculty of Economics and Business.
Sep 2013 Sep 2018	PhD of System Engineering Iran University of Science and Tech.
Sep 2011 Sep 2013	Master of System Engineering Sharif University

A STATISTICAL SELF REFLECTION

- +10 years working
- +60 projects conducted
- +20 analysts developed and trained
- +15 successful international projects delivered
- +10 academic and business papers published
- +10 country visited & 2 countries lived in

Curriculum Vitae

AMIR EBRAHIMZADEH

ILIA PRINCIPAL

WORK PROJECTS

- Analyzing Iran discount stores industry and business concepts, 2021;** As project manager and consultant
- Feasibility study and business development to launch the first wholesale club retail of Iran, 2020;** As project manager
- Data analysis and gap analysis to discover penetration service rate of an Iranian investment fund, 2020;** As project manager
- Structure design and stakeholder analysis of a mega-event at national level, 2020;** As project manager
- Conducting forensic due diligence for a reputable Danish company in Iran, 2020;** As project manager
- Strategic planning and implementation (in form of agile project management) of a reputable bank in Iran, 2020;** As business analyst and scrum master
- Analyzing and solving location problem for an Iranian giant tech corporate campus, 2020;** As project manager
- Developing a HR solution for diagnosing and analyzing SMEs, 2019;** As project manager
- Industry analysis and feasibility study for launching a Caviar farm in Iran, 2019;** As quality control
- Assigned as an operation manager to one of top 3 fintech companies of Iran (Jibit) for six months, 2019;** Working on different tasks such as valuation, stakeholder management, HR, etc.
- Business plan development and feasibility study for establishment of a venture about credit scoring, 2019;** As project manager
- Pragmatic research and execution for establishment of the largest crypto mining farm of Iran, 2018;** As consultant and researcher
- Organization assessment and defining main processes in a VR club (Farsi), 2018;** As a project manager
- Organization assessment, diagnosis and market planning for an induction industry with focus on internationalization (Farsi/failed), 2018;** As a senior consultant
- System diagnosis and execution plan for launching an online platform in oil and gas procurement (English), 2018;** As a project manager
- Industry analysis and market entry research for a top international trading company about Iran animal feed industry (English), 2017;** As a project manager
- Market Research about tools and building equipment of Iran (English), 2017;** As a project manager and researcher
- Assigned as a project manager to one of top 5 creativity studios of Iran (Asna) for three months, 2017;** Working on different tasks such as project control, account managing, process management, HR, etc.
- Market Research about Iran café restaurant industry (English), 2017;** As project manager and researcher
- Business model generation and analysis for an Iranian instant messaging app that provides online text message and video chat services (Farsi), 2017;** As project manager and consultant
- Market Research about Iran Post industry (Farsi), 2017;** As project manager and researcher
- Business model generation and analysis for a Startup platform (Farsi), 2017;** As consultant
- Market Research about Iran paint market (English), 2017;** As a quality control and consultant

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WORK PROJECTS

Strategic Planning for internationalization and export of Iran biotech products (Farsi), 2017; As consultant and researcher

Iran Fintech Industry, an overview (English), 2016; As consultant and researcher

Strategic Planning of a private company active in gas and oil sector (Farsi), 2015-2016; As a consultant and researcher

Market Research about Iran natural honey market (English), 2016; As consultant and researcher

Market Research about Iran retail industry (English), 2016; As consultant and researcher

Strategic Event Planning for participating in GITEX 2016 Dubai (Farsi), 2016; As consultant and researcher

Market Research about Iran packaged dairy products (English), 2016; As project manager and consultant

Market Research about Iran commercial helicopter market (English), 2016; As consultant and researcher

Market Research about Iran car rim industry (English), 2016; As project manager and consultant

Market Research about Iran eyeglass industry (English), 2016; As project manager and consultant

Market Research about Iran fast-food market (English), 2016; As project manager and consultant

Industry Scan of Iran logistic industry (English), 2016; As project manager and consultant

Market Research about Iran copper wire industry (English), 2016; As project manager and consultant

Customer Satisfaction Study about a fitness gym (Farsi), 2016; As project manager and consultant

Iran Private Sector Vision 2020 Study (Farsi), 2014-2016; As consultant and researcher

Business Plan of making a hotel in Iran (English), 2016; As project manager and consultant

Iran Ecommerce Industry Scan (Farsi), 2016; As project manager

Market Research about Iran industrial robotics (English), 2015; As consultant and operational team leader

Modeling and improvement of Qazvin city bus fleet by AVL data (Farsi), 2015; As project manager and consultant

Marketing roadshow for a German stock listed company in Tehran, 2015; As consultant

Business model generation for an idea in Ecommerce (Farsi), 2014; As project manager and consultant

Strategic Planning for a cultural organization (Farsi), 2014; As consultant and researcher

Business plan and IMC plan for an E-business in real estate (Farsi), 2014; As consultant and researcher

System simulation and layout planning of a landing gear maintenance center (Farsi), 2013; As project manager and consultant

Pattern analysis of consumer purchase behavior (Farsi), 2013; As consultant and researcher

Analysis and diagnosis of an automobile manufacturing supply chain (Farsi), 2013; As consultant and researcher

Dealers detection system implementation (Farsi), 2012; As consultant and researcher

Implementing DSS for targeted marketing (Farsi), 2012; As consultant and researcher

Data Mining to fraud detection on automotive after-sale services (Farsi), 2012; As consultant and researcher

Modeling and optimizing sale channels (Farsi), 2011; As consultant and researcher

Curriculum Vitae

AMIR EBRAHIMZADEH

ILIA PRINCIPAL

PAPERS

Amir Ebrahimzadeh Pilerood, Mehdi Heydari, Mohammad Mahdavi Mazde. *"Investigation of the two-machine flow shop scheduling problem to minimize total energy costs with time-dependent energy prices"*, Journal of Industrial Engineering and Management Studies (JIEMS) (2018), Volume 5, Issue 2, 97-112.

Amir Ebrahimzadeh Pilerood, Mehdi Heydari, Mohammad Mahdavi Mazdeh. *"A Two-stage Greedy Heuristic For A Flowshop Scheduling Problem Under Time-of-use Electricity Tariffs"*, The South African Journal of Industrial Engineering 29.1 (2018): 143-154.

Amir Ebrahimzadeh Pilerood, Mohammad Reza Gholamian. *"An Efficient Customer Classification Framework to Identify Target Customers by Bayesian Networks in Automotive Industry"*, International Journal of Data Analysis Techniques and Strategies (IJDATS), Vol. 8, No. 4, 2016.

M Rostami, Amir Ebrahimzadeh Pilerood, Mohammad Mahdavi Mazdeh. *"Multi-objective parallel machine scheduling problem with job deterioration and learning effect under fuzzy environment."* Computers & Industrial Engineering 85 (2015): 206-215.

A.Ebrahimzadeh, M.M.Mazdeh, R.Ghousi, *"Integration of Data Mining and Stochastic Dynamic Programming to Present a Research Framework for After-sales Service"*, Applied mathematics in Engineering, Management and Technology 2 (2014) 155-165.

Mazdeh, M., A. Esfahani, S. Sakkaki, and A. Pilerood. *"Single-machine batch scheduling minimizing weighted flow times and delivery costs with job release times."* International Journal of Industrial Engineering Computations 3, no. 3 (2012): 347-364.

Publishing different white papers about industries of Iran such as Iran Pharmaceutical Industry (2016), Iran Logistic Industry (2016) and Iran Automotive Industry (2016)

CERTIFICATES & AWARDS

Feasibility and Business Plan; Sharif University, 2014

Matlab and Metaheuristic; Raypars Edu, 2014

Business Process Management; IMQ Academy, 2013

Strategy Implementation with BSC; IMQ Academy, 2013

Professional Negotiation; TUV Nord, 2013

Professional Data Mining; Dayche, 2012

INTEREST & HOBBIES

Traveling, Swimming, Soccer,
Watching Movie, Eating-out

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ASSESSMENT RESULTS

StandOUT

Roles: 1) Advisor 2) Stimulator

You're an excitable leader. You're successful at rallying people through all sorts of difficulty or change, not only because they feel your belief in them but also because you give them clear examples of how they'll succeed. Where the change is more challenging, your fire will really be stocked. In fact you're the firestarter – so stagnation, failure or some sort of perceived immovable object is precise thing that stimulates your best ideas. If people are saying "I give up", "it can't be done", "we've tried everything", "it's no use", you give the quintessential last-quarter, final minute, down-by-2, time-out talk to bench, telling them not only how much you believe in them, but the key play that's going to clinch it all.

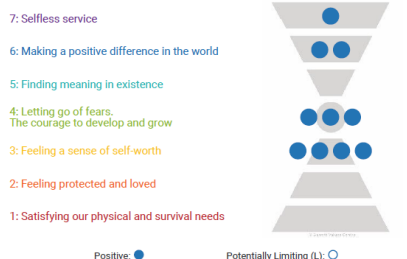
Barrett (Value Center)

From the values you selected it is clear that it is important to you that you feel a sense of self-worth. If this need is not met you will experience anxiety about not being enough.

Your values show:

- You like to be effective in your endeavours and ensure you are able to spend quality time on your personal pursuits.
- You believe in looking for new opportunities to develop and grow, and give support and guidance to others in this regard.
- Supporting the accomplishment of your goals with a sense of capability and expertise is significant for you.
- You are flexible and respond well to change.
- Moving beyond hurt and demonstrating understanding allow you to pardon wrong doings.
- You are dependable and you want others to know that they can count on you.
- You seek holistic balance by striving to maintain harmony in all aspects of your life.

The type of values you selected indicates that your individual capabilities are most important to you.



	Area
achievement	3
adaptability	4
balance (home/work)	4
coaching/ mentoring	6
competence	3
continuous learning	4
efficiency	3
forgiveness	7
reliability	3
well-being (physical/ emotional/ mental/ spiritual)	6