

Yousef Alavi Curriculum Vitae (CV)

M.B.A. | Electrical Engineer | Commercial Pilot
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Resume: <https://www.linkedin.com/in/yousef-alavi/>

● Education

● **Kharazmi University**

Master of Business Administration (M.B.A.), Strategic Management, 2018

Activities and Societies: Brand, Business Model

● **Islamic Azad University**

Bachelor of Engineering (BEng), Electrical Engineering, 2002

Activities and Societies: Automation, Robotics

● **Civil Aviation Training Center – Tehran**

Commercial Pilot License, 2002 – Instrument rating, 2018

Activities and Societies: Flights, Piloting, Class 1 medical certificate

● Experience

● **Head of the CEO Faculty, Tehran Chamber of Commerce Training Institute**

2019 – Present

- Analyze competitive market strategies through analysis of related product, market, or share trends.
- Synthesize current business intelligence or trend data to support recommendations for action.

● **Founder, Mark Soft**

2018 – Present

- Mark Soft creates and designs startups under limited resources and tremendous uncertainty to build their ventures more flexibly and at lower cost. It is based on the idea that entrepreneurs can make their implicit assumptions about how their venture works explicit and empirically testing it.

● **Managing Director, PharMed Salamat Iranian Co.**

2012 - Present

- Business Management, develop and implement procedures and strategies for healthcare.
- Keep informed of activities or changes that could affect the market, as well as those that could affect response efforts and details of plan implementation.

● **Commercial Manager, Haft Aseman Danesh Co.**

2007 - 2012 (6 years)

- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Estimate or quote prices, credit or contract terms, warranties, and delivery dates.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales.

● **Sales Engineer Manager, Fanavaran Danesh Bartar Co.**

2002 - 2007 (6 years)

- Plan and modify product configurations to meet customer needs.
- Research and identify potential customers for products or services.
- Keep informed on industry news and trends, products, services, competitors, relevant information about legacy, existing, and emerging technologies, and the latest product-line developments. Industrial automation, PLC and microcontroller programming

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- **Patent**

- Invention patent registration by Iran patent office, 2021 , "Energy blind diagnosis technique Intellectual Electrical Energy Efficiency Instrumentation for Internet of things (IOT) and Intelligent electric energy meter & monitoring system"
- Intelligent system with AI learning from their past experiences of Energy consuming with an Innovation Technique in Sustainable Electrical Energy Efficiency Management, kinds of energy monitor based on electricity consumption analysis manages system and method, Automatic acquisition mechanism for energy of Internet of things, Communication system and method of meter reading equipment home control system

- **Certifications**

- **iBT TOEFL test score is 78 (R18, L17, S23, W20)**
- **GRE test Score V135, Q160, A2.5 4**

- **Management of Fashion and Luxury Companies**

- Certification Date: February 2021 – Credential ID: HSBQXMJZLM6A
- Certification authority: Coursera , Universita Bocconi, Italy
- <https://www.coursera.org/account/accomplishments/certificate/HSBQXMJZLM6A>

- **Computer Science for web Programming and AI**

- Certification Date: Studying from Jan 2021, Programming software's: Python, Power BI
- Certification authority: Edx , HarvardX University, USA

- **Train the Trainer for Global Strategy and Development for Senior Executives**

- Certification Date: May 2018 – learning model - LENA
- Certification authority: WIFI , The Austrian Economic Chambers educational institute for business

- **Business Card**

- Certification Date: Sep 2017 –License Chamber Membership Card
- Certification authority: Tehran Chamber of Commerce, Industries, Mines and Agriculture

- **Qualifying companies of engineering, support & services**

- Certification Date: 2015 , Certification authority: Ministry of Labour and Social Welfare

- **Strategic Brand Management**

- Certification Date: 2015 , Certification authority: Industrial Management Institute (IMI)

- **Futures on the Commodity Exchange**

- Certification Date: 2014 , Certification authority: Iran Mercantile Exchange Co. IME

- **Electric Installations Engineering Work License**

- Certification Date: 2012 , Certification authority: Iran Construction Engineering Organization (IRCEO)

- **Medical Device Supervisor**

- Certification Date: 2009 –License Industrial Research & Training Center of Iran
- Certification authority: National Medical Device Directorate, Ministry of Health and Education of Iran

- **Negotiations & International Agreements**

- Certification Date: 2004 , Certification authority: Business Training Center, Ministry of Industry

- **Computer programming**

- Certification Date: 1998 , Certification authority: Sharif University of Technology Open Education Training Centre