Mohammadmehdi Ghanaati

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**PERSONAL INFORMATION**

Gender: male

Marital Status: married

Date of Birth: 1970-09-27

Nationality: Iranian

Current Position: PhD student at  [Blekinge Tekniska Högskola](https://www.bth.se/) (BTH)

Current Location:

**EXPERIENCE**

* **Part A**

2022 – Present

PhD student at BTH, in Industrial Economy Department

* Engaged in the research for the Thesis, in field of Digital Entrepreneurship Ecosystem (DEE)
* A paper has recently submitted to a Journal for publication. The topic is The Concept, Antecedents, and Implications of Collaboration with Small Firms: A Bibliometric Study
* A bibliometric analysis (Paper) on role of knowledge in DEE has been started and scheduled for submission before July 2024

2013 – 2022

NAK- World-class telecom managed services company

* 2019 – 2022, Project manager in marketing and sales project of mobile operator’s services in 8 provinces. Including manage personnel, communicating with managers in each province, concluding negotiation, agreement, track revenue, costs and follow time estimates, etc.
* 2017 – 2019, Contract manager in marketing and sales deputy CEO. Navigating the entire deal-making process such as negotiation, securing agreements and following up all the contracts and agreements to the end
* 2013 – 2017, Line manager in technical deputy CEO. leading teams, aligning project objective with the company’s goals, managing resources and finding the best human resources for the projects, exploiting succession plan and conflict resolution.

2004 – 2013

Mobile telecommunication company of Iran

* 2010 – 2013, Head of coordinating affairs’ department in reginal deputy of CEO. Coordinating all support and administrative affairs consists HR, procurement and finance for the administrations of five deputies
* rovinces.
* 2007 – 2010, Head of coordinating affairs’ department CEO and member of the board’s office. Coordinating all support and administrative affairs such as HR, procurement and finance.
* 2004 – 2007, Senior expert on resolutions related to the board of director in CEO office. Responsible for reviewing and processing the requests of all deputies of CEO, ensuring compliance with laws and facilitating board decisions' approval

1993 – 2004

Telecommunication company of Tehran

* 2000 – 2004, Senior expert of technical reviews contracts. Conducting technical reviews of power supply contracts for telecommunication switch centers, and supervisor of contracts and executive operations.
* 1993 – 2000, Repair technician in central repair facility (CRF). Technician specializing in repairing communication switch hall modules, SCATS boards, and magnet tapes’ modules.
* **Part B**
* **Part B**

2001 – 2023

FRDP Co. (Private sector- Technical and engineering company)

* 2001- 2010, Support and Procurement manager. Estimating the equipment required for the project, leading purchasing team using business concepts and contract management
* 2010 - 2018, Directed and managed numerous small and large projects nationwide as project manager and executive manager, focusing on IDC (data center), electrical and mechanical design, installation, and TPM
* 2010 - Present, Consultant. Giving management consulting mostly in the field of business opportunities, marketing and influence on firm's decisions and managing contracts

2017 – 2018

BIBI Azmoon Institute. (Start-up -My own business - Education platform)

* Shareholder, Executive manager and member of the board. Leading the team of operation and making strategic decisions and a supervisor for all operations

2018 – 2019

Safe road Co. (Start-up- -My own business - platform of integrating system for E-Health documents)

* Shareholder, CEO and member of the board. Leading the all teams and making strategic decisions, and ensuring the effective operation of the company

2014 – 2018

Islamic Azad university (IAU)

* 2004 – 2018, Lecturer in department of management. Teaching courses: Microeconomics, Macroeconomics, Economic development, Operation research
* rovinces.

**EDUCATION**

* Master of business administration (MBA), 2016 - 2018

Linköping University of Sweden (LIU), Product Market Management – grade A

* Master of science, Industrial management, 2003 – 2005

Tehran Islamic Azad university (IAU), Production perspective – grade B+

* Bachelor of science, Industrial management, 1994 – 1998

Tehran Islamic Azad university (IAU), Production perspective – grade B+

* Higher diploma, Power (Electricity), 1989-1991, Tabriz University

**STRENGTHS**

* Strategy thinking
* Understand both theoretical and practical concepts
* Perform with a high degree of accuracy
* Motivate and lead others in a team environment
* Decision making and problem-solving skills
* Communicate with individuals and groups
* Operational skills and welcome ideas from subordinates
* Priorities tasks and workloads in order of importance
* Ability to interact with variety of people
* Learning new things
* Supply necessary support services
* Confidant of abilities
* A strong power of analytical reasoning
* Adaptable to diverse application software

**SKILLS**

* Language: English (Proficient)
* Technical: Microsoft word (good)