

Contact

Tehran, Iran
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Top Skills

Agency Development
Business Planning and Control System (BPCS)
Process Improvement Projects

Languages

English (Full Professional)
Persian (Native or Bilingual)

Certifications

Letter of Credit
Internal Audit, ISO 9001: 2008
Quality Management Systems
Financial Intuition
Financial Management
Legal Contracts

Honors-Awards

Member of the Executive Committee of the 1st National Congress on Sports Science & Health Achievements
Certificate of Appreciation
Invited Speaker for SGE event in Biel, Switzerland
Member of the transaction commissions
Member of the Technical-Financial Evaluation Committee

Publications

Clonizer product and International Supply Chain

Patents

Mansoor Yaghoubinejad

Experienced CEO Advisor: Oil, Energy, Mines, Steel & Innovative Business | EPOROD, IEK, EuroEximBank, Switzerland Global Enterprise(SGE), GE/ Alstom France, Ministry of Energy #Remote #CEO #Oil #Mines #Steel #EPOROD #IEK

Tehran, Tehran Province, Iran

Summary

Experienced CEO Advisor Specializing in Oil & Gas, Energy, and Strategic Business Development

With over 30 years of executive leadership experience across diverse industries including Upstream/Downstream Oil & Gas, Petrochemical, Mines, Steel, Energy, Power & Utilities, and Innovative Business, I have consistently driven successful outcomes in complex projects and ventures. Throughout my career, I've had the privilege to collaborate with renowned organizations such as EPOROD, Kian Foolad Abhar, IEK, Euro Exim Bank, Switzerland Global Enterprise (SGE), GE/Alstom Group France, CIPUE, and more.

Key Highlights:

- Spearheaded 17 large-scale oil, gas, and energy projects totaling 5 billion Euros in value, orchestrating the efforts of 56,000 expert professionals.
- Continuously honed expertise in strategic management, international trade, and development through rigorous studies and training programs at prestigious institutions including Sharif University of Technology, University of Tehran, BRS Academy of America, and TUV Academy Germany/Iran.
- Proficient in diverse domains including International Procurement and Contracts, Logistics, Financial Management, ISO 9001:2008 Quality Management Systems, Productivity Management, and Digital Transformation in Steel and Mining Industries.
- Recognized for adeptness in auditing commercial and financial operations, ensuring compliance with organizational bylaws, and implementing robust fraud detection and mitigation strategies.

- Skilled in E-commerce, tender and auction management, problem analysis, contract negotiation, supply chain management, portfolio management, digital marketing, sales, project planning and control, risk assessment, and crisis management.

Seeking Collaborations:

Passionate about fostering mutually beneficial partnerships with international companies as their country manager in Iran.

Let's connect to explore opportunities for synergy and growth in your ventures.

#CEO #RemoteWork #CRM #EmailMarketing #DigitalMarketing
#Ecommerce #BusinessDevelopment #CommercialStrategy
#EnergyIndustry #Innovation #ExpertAdvisory #OilandGas
#Petrochemical #EPOROD #IEK #EuroEximBank #Switzerland #GE
#USA #Alstom #France

Experience

EPOROD

International Sales Marketing Manager

February 2024 - Present (3 months)

Iran

EPOROD (Shahkar Fekr Tavana Co.)

As a leading manufacturer based in Iran, EPOROD specializes in the production of high-quality FRP (Fiberglass Reinforced Polymer) Nanocomposite Rebars with Epoxy Resin. With a strong commitment to excellence and innovation, we ensure the delivery of optimal solutions for your construction projects, both domestically and internationally.

Key Expertise:

- FRP: Pioneering advancements in Fiberglass Reinforced Polymer materials.
- Nanocomposite: Harnessing cutting-edge nanotechnology for superior performance.
- Rebars: Providing durable and dependable reinforcement solutions.
- Epoxy Resin: Offering high-strength bonding for structural integrity.

- Construction: Addressing the diverse needs of construction projects in Iran and beyond.

Services:

- Tailored FRP solutions designed to meet your project specifications.
- Expert consultation and support throughout all stages of the project lifecycle.
- Rigorous quality assurance protocols to ensure superior performance and longevity.

Visit our website: www.eporodfrp.com

and connect with us on LinkedIn to learn more about how EPOROD can be your trusted partner for top-notch FRP solutions.

Let EPOROD elevate your construction projects to new heights. Contact us today!

#FRP #Nanocomposite #Rebars #EpoxyResin #Construction #Iran

Kian Foolad Abhar

CEO Advisor and Projects Commercial Director

December 2023 - Present (5 months)

Abhar, Zanzan Province, Iran

www.kianfooladco.com

Manufacturer of Ribbed Rebar

- Strategic Leadership and Execution

Direct the strategic planning and execution of multi-million-dollar steel and mine projects, ensuring alignment with corporate objectives and industry best practices.

- Profitability Enhancement

Enhance project profitability through rigorous cost management, resource optimization, and effective risk mitigation strategies.

- Cross-Functional Team Leadership

Lead cross-functional teams throughout project development, fostering collaboration and innovation to achieve milestones and timelines.

- Stakeholder Relationship Management

Cultivate and maintain robust relationships with stakeholders, including clients, suppliers, and regulatory bodies, to ensure project success and adherence to industry standards.

- Continuous Improvement Initiatives

Implement continuous improvement initiatives to boost operational efficiency, quality, and safety, fostering a culture of excellence and accountability across project sites.

- Expert Guidance and Mentorship

Provide expert guidance and mentorship to project teams, empowering individuals to excel and deliver exceptional results.

- Industry Awareness and Growth

Stay updated on industry trends, market dynamics, and technological advancements to identify new opportunities and drive business growth in the steel and mining sectors.

- Commercial Management Leadership

Spearhead commercial strategies for steel and mine projects, overseeing sourcing, negotiating supplier discounts, and managing contracts to optimize project profitability and efficiency.

Euro Exim Bank

Trade Finance Specialist

December 2023 - Present (5 months)

Tehran, Iran

International Trade and Development

<http://www.euroeximbank.com>

Opening bank guarantees (Bid, or Performance), letters of credit for lease or sale, and other financial and banking instruments.

Imen Energy Kazar (IEK)

Founder & Chairman

July 2018 - Present (5 years 10 months)

Tehran, Iran

Imen Energy Kazar (IEK)

Under my leadership, Imen Energy Kazar (IEK) has rapidly established an exceptional reputation in the national market. Leveraging our extensive experience, IEK offers a comprehensive range of services including Marketing, Investment, Project Management, Engineering, and Trading.

Key Achievements:

- Over a span of 6 years, IEK has evolved from providing general contracting services to foreign partners to becoming a multifaceted organization with dedicated departments and robust information systems.

- Successfully expanded operations by fostering steady growth and implementing sophisticated data management practices.

Areas of Expertise:

- Partnership & Collaboration: Seeking strategic partnerships with reliable manufacturing and engineering companies to represent them in Iran projects.
- Project Management: Proficient in overseeing projects from inception to completion, ensuring successful outcomes.
- Agency Management: Expertise in establishing and managing agency agreements, fostering strong relationships for mutual benefit.
- International Negotiations: Skilled in navigating complex negotiations across borders and cultures.
- Employee Training: Committed to developing and empowering team members through effective training programs.
- SAP Procurement: Experience in utilizing SAP for streamlined procurement processes.
- Marketing Event Planning: Creative planning and execution of marketing events to enhance brand visibility and engagement.

Interested in Partnership Opportunities:

IEK is actively seeking collaboration with reliable partners for representation in Iran projects. Let's explore how we can work together to achieve mutual success.

#Partnership #Cooperation #Collaboration #Iran #ProjectManagement
 #SAP #ERP #Outsourcing #SEO #ContentMarketing #DigitalMarketing
 #OnlineAdvertising #DigitalBranding #OnlineSales #DigitalCommunication

BIHG APAC INVESTMENTS - THE BIG IDEA HOLDINGS GROUP

Associate Partnership Company- CEO & Chairman

June 2023 - Present (11 months)

Tehran, Iran

We are Investment Company offering Corporate and Personal loans for potential projects.

Lending to help both the public and private sectors access vital finance, enabling individuals and companies to finance their projects across all industries. Our programs are designed to help you accomplish your desired plans and ambitious projects.

<http://thinkbigideagroup.com>

China Innovation Petroleum Union Exhibition Co., Ltd
CIPUE- Iran Country Manager
August 2022 - Present (1 year 9 months)
Tehran, Iran

www.cipxpo.com

Co-organizer: Organize Events with CIPUE (China Innovation Petroleum Union Exhibition Co., Ltd.)

Business Visit: Enterprises and Projects Visit

Member Service: Transaction + Investment Service

Oil City: Iran Suppliers Recruitment

Innovation Promotion: New Product and New Technologies

Brand Recognition: Purchasing Representative Establishment

Mutual Promotion: Brand Advertising

Academic Exchanges: Association, Organization, and Institute

Mutual Participation in Events: Exhibition + Summit + Training

Mersad Mineral Co.

Deputy CEO and Projects Commercial Director
September 2023 - Present (8 months)

Tehran, Iran

www.mersadco.com

Rahyaft Sanat Iranian Dasht Mining Company (MERSAD) using experienced experts in mining affairs (engineering and technical), its team of experienced foreign and domestic business experts with knowledge-based approaches based on internationalization is active in the field of exploration, design, extraction, processing, and domestic and international trade of mineral products and industries.

By providing consulting and engineering services and constructive cooperation with mine owners and the possibility of investing in mines and mineral industries, and with the support of the trust of its business partners inside and outside the country, this company fully meets the needs of applicants to the optimum level and satisfaction in the following fields:

■Consultancy and supply of mining products including;

- Building stones in the form of coop, slabs, and tiles in all types of marble, marmarite, travertine and granite.
- All kinds of metallic and non-metallic and processed minerals.
- Supplying equipment, devices, and machines needed by industrial material processing factories.
- Consulting and marketing for import and export, and providing buying and selling services for mining products and equipment.

- Domestic and foreign projects consulting, and market needs review and studies.

You could send us your specific inquiries for each product separately, and our expertise team would proceed with them case by case carefully and quickly.

Pasargad Energy Development Company (PEDC)
Commercial Manager and Member of the Projects Transactions Commission

March 2018 - June 2023 (5 years 4 months)

Tehran, Iran

www.pedc.ir

Naftanir Compnay
CEO Commercial Advisor and Member of the Projects Transactions Commission

March 2021 - March 2023 (2 years 1 month)

Tehran, Iran

www.naftanir.com

"Naftanir Industrial Projects Management Company" (Naftanir) is a subsidiary of "Pasargad Energy Development Company" (PEDC) Holding. The employer of Naftanir's projects is "National Iranian Gas Company" (NIGC). Naftanir has the plan to develop commercial relations with neighboring countries to export the gas from reservoirs of south pars fields which is under development:

- Installation of Butacom petrochemical units
- Development and early production of the Kish Gas Field Project
- Project Management for petrochemical complex utilities in Zanzan province
- Installation of the 6th Iranian Gas Trunk Line (Export Gas Pipeline)
- Installation of the 9th Iranian Gas Trunk Line (Gas Pipeline From Saghez to Miandoab)

Ostovan Kish Drilling Company
CEO Commercial Advisor and Member of the Projects Transactions Commission

March 2018 - December 2022 (4 years 10 months)

Tehran, Iran

www.ostovan.com

Ostovan Kish Drilling Company (OKDC) is the subsidiary of Pasargad Energy Development Company (PEDC) Holding.

Led engineering commercial and procurement activities toward obtaining registration certificates, import permits, and LC openings.

PetroKala Pasargad Kish Co. (PEKA)

Commercial Manager

March 2018 - April 2022 (4 years 2 months)

Tehran, Iran

www.pekapasargad.ir

PetroKala Pasargad Kish Company (PEKA) is the subsidiary of Pasargad Energy Development Company (PEDC) Holding.

PECO (Pezhvak Energy Engineering Services Co.)

CEO Advisor and Member of the Projects Transactions Commission

March 2018 - March 2022 (4 years 1 month)

Tehran, Iran

www.pezhvakenergy.com

Pezhvak Energy Engineering Services Company (PECO) is the subsidiary of Pasargad Energy Development Company (PEDC) Holding.

Iran-Norway Joint Commercial Committee

Oil, Gas & Energy Advisor

September 2018 - September 2021 (3 years 1 month)

Tehran, Iran

www.irannorway.com

Switzerland Global Enterprise

Switzerland Global Enterprise (SGE) Certified Expert in Iran/

Commercial & Contracts Director

June 2017 - February 2020 (2 years 9 months)

Zurich, Switzerland

www.s-ge.com

- Led the full PR & Communications strategy for SGE in Iran
- Conducted Social Media Marketing
- Concluded a cooperation program with SGE for Swiss companies willing to attend the Iran market
- Produced Marketing Studies based on local market trends in the Iran market
- Developed a B2B customer study and the business plan for the Iran market
- Researched and produced reports on competitive and benchmark brand events
- Negotiated with foreign companies for preparing agency contracts

Iranian Offshore Engineering and Construction Company (IOEC)

Projects Supply Chain Manager

December 2015 - March 2018 (2 years 4 months)

Tehran, Iran

www.ioec.com

Iranian Offshore Engineering and Construction Company (IOEC) is one of the first Iranian offshore General Contractors. IOEC was established in 1993 to fabricate and install production facilities necessary for the oil and gas industry. The company is capable of providing services in offshore and onshore projects domestically and internationally with complete Engineering, Procurement and Fabrication, Installation, and Commissioning capabilities for the turnkey platform, pipe-laying, and other projects. IOEC has also onshore and offshore drilling activities, EPD, and is pursuing possibilities to enter renewable energy markets.

- Set up and maintain a control framework to ensure that all procurement activities are effectively managed and are by the Contract Standing Orders, Procurement Toolkit, and Financial Regulations.
- Adjusted job descriptions and prepared employee job promotion program along with training packages.

Petropars (PPars)

7 years 9 months

Projects Procurement Head

December 2011 - December 2015 (4 years 1 month)

Tehran, Iran

www.petropars.com

Petropars is a 100% state-owned and project-oriented company under the direction of the Ministry of Petroleum of Iran, and operates as a subsidiary of NICO Switzerland and National Iranian Oil Company (NIOC).

- Developed the Procurement Procedures to ensure they are followed in respect of procurement activities.
- Reviewed the Contracts/ Purchase Orders (POs) and procurement strategy in line with Company's bylaws and policy.
- Managed and motivated staff in the Procurement team to provide excellent service to Clients/ Contractors and Suppliers.
- Maintained performance metrics by ensuring vendor delivery performance, vendor quality performance, on-time delivery, and inventory accuracy.
- Monitored Contracts/ Purchase Orders (POs) progress, reviewed and discussed schedules, supplier drawing deliverables, and potential problem areas that may impact required delivery dates.

Senior Projects Procurement and LC Expert

April 2008 - December 2011 (3 years 9 months)

Tehran, Iran

www.petropars.com

Petropars is a 100% state-owned and project-oriented company under the direction of the Ministry of Petroleum of Iran, and operates as a subsidiary of NICO Switzerland and National Iranian Oil Company (NIOC).

- Evaluated production schedules and progress reports from suppliers to determine if the supplier's programs and work progress meet requirements, and if not, initiate corrective action.

National Iranian Drilling Company

Projects Commercial Advisor

September 2009 - March 2012 (2 years 7 months)

Ahvaz County, Khuzestan Province, Iran

www.nidc.ir

"National Iranian Drilling Company" (NIDC) is a 100% state-owned and project-oriented company that operates as a subsidiary of the "National Iranian Oil Company" (NIOC).

Offshore Drilling Project- South Pars Gas Field Development Phases 17 and 18 Project

Pishgaman Iranian Investment Company (PIICO)

Projects Foreign Commercial Manager

January 2007 - March 2008 (1 year 3 months)

Tehran, Iran

- Managed all commercial activities including marketing, Sourcing of suppliers, and sales to all the Customers

Industrial Development and Renovation Organization of Iran (IDRO)

Projects Foreign Orders Manager

November 2004 - January 2007 (2 years 3 months)

Tehran, Iran

www.idro.ir ; www.clonizer.com

Clonizer / Digital Clone project at Shegarf Company as a subsidiary of the state-owned company "Industrial Development and Renovation Organization of Iran" (IDRO), to manufacture an innovative computer brand called "Clonizer" along with the whole package of associated peripherals:

- Conducted Foreign Orders, marketing, sales, and also customer services complaints departments

- Attached below is my interview about "Clonizer product and International Supply Chain" with Mr. Chris Thorby from "Containerisation International Linking the Supply Chain publication" of England.

Mr. Chris Thorby the famous reporter for the above monthly int'l scientific magazine met me at Tide Water stand at Tehran Int'l Transportation Exhibition and invited me for an interview.

The above magazine had allocated 2 pages of its publication in May 2006 for my interview:

Saiwan Sanat Company

Senior Projects Foreign Commercial Expert

June 2004 - November 2004 (6 months)

Tehran, Iran

- Performed all activities for the provision of material according to contracts and purchase orders conditions, to ensure timely delivery of the final product to the customers

GE

Deputy of Project Manager and Senior Sales Expert

March 2001 - June 2004 (3 years 4 months)

GE/ Alstom Group- Tehran, Iran

www.ge.com

- Directed Middle East hub to receive inquiries from subsidiary companies, Integrated & Managed inquiries from all power generation, transmission, and distribution companies; and proceed with them in coordination with GE/ Alstom Group France headquarter
- Monitored tenders documents, Service Contracts, and Sales Contracts, and expedited to deliver of equipment

Ministry of Energy of I.R.IRAN - وزارت نیرو

16 years 5 months

Projects Foreign Procurement Manager and Head of Transactions Commission

January 1996 - March 2001 (5 years 3 months)

Ahvaz County, Khuzestan Province, Iran

www.moe.gov.ir

www.kwpa.gov.ir

Ministry of Energy- Khuzestan Water and Power Company (KWPA)

- Implemented Foreign Procurement processing, Formulation of tender packages, and Bid evaluation

Senior Projects Foreign Tenders Expert

December 1994 - January 1996 (1 year 2 months)

Ahvaz County, Khuzestan Province, Iran

www.moe.gov.ir

www.kwpa.gov.ir

Ministry of Energy- Khuzestan Water and Power Company (KWPA)

- Supervised tenders/ inquiries processing, purchase orders, payments, and shipments

Projects Foreign Supplying Expert

November 1984 - December 1994 (10 years 2 months)

Ahvaz County, Khuzestan Province, Iran

www.moe.gov.ir

www.kwpa.gov.ir

Ministry of Energy- Khuzestan Water and Power Company (KWPA)

- Purchased the materials needed for the organization, according to the schedule of the projects and within the project budget

Gostaresh Maskan Construction Company

Project Planning and Control Expert

September 1979 - May 1980 (9 months)

Ahvaz County, Khuzestan Province, Iran

- Construction projects in Ahvaz, Tehran...

Education

Arman Higher Education Institute, Tehran, Iran

Doctorate of Business Administration (DBA), Strategic Business

Management · (2016 - 2017)

Arman Higher Education Institute, Tehran, Iran

Master of Business Administration (MBA), Business, Management, Marketing and Related Support Services · (2015 - 2016)

Carlisle & Gregson (Ross) College; Hastings, St.Leonards-on-Sea, England

Advanced Level, Mathematics and Physics

Dehkhoda University, Qazvin, Iran

Bachelor of Science (B.Sc.), Public Management

Dr. Karim Fatemi High School, Ahvaz, Iran
Diploma, Mathematics · (1972 - 1975)