

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

به نام خدای بخشاینده و مهربان

*In the name of Allah, the Beneficent, the Merciful.*



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## Skills:

1. Import & export of food machines
2. Consulting, training & set up the CRM systems & CRM softwares (ACT! & Dynamics CRM)
3. Training of Business Plan
4. Professional Training of “Business Plan Pro” software
5. Training of business negotiations & improvement sales skills



## Experiements:

1. Sales manager of Mohaseban Co.
  - Sales manager of agant of Central District of Iran.
  - Medical technology exhibition in Tehran University of Medical Sciences in 2009
2. Sales manager in Novin Sanat Industrial machinery.
  - Set up CRM systems by ACT! CRM
  - Internal sales & export food machine.
3. Manager of Advertising & marketing department in Kosar Communication Technology Institute.
4. Consultant of Nano Carbon Pars CO.



## Training Experiements:

1. CRM training in Arman Educational Institution.
2. CRM training in Novin Sanat Industrial Machinery.
3. CRM training in Pars Educational Institution.
4. CRM training in Kavosh Institution.
5. Business plan Training in Arman Educational Institution.
6. Business plan Training in Pars Educational Institution.
7. Business plan Consulting in Novin Sanat Industrial Machinery.
8. Sales training in Kosar Communication Technology Institute.
9. Sales training in Novin Sanat Industrial Machinery.
10. Business negotiations training in Kosar Communication Technology Institute.



## Studdies:

1. Bachelor of Physics from Shahid Bahonar University
2. Master of Industrial Engineering (Management and Productivity)
3. MBA certification from ICS (Canada)
4. CRM certification from TICKIT (Germany)
5. Business Plan certification from DNW (Austria)
6. Body Language certification from IQS (England)



## Training Courses:

1. Principles of negotiation (QRMS)
2. Principles and rules of internal contracts (Center of business education)
3. Principles and rules of international contracts (Center of business education)
4. Principles of persuasion in negotiations (Center of business education)
5. Strategic management (Center of business education)
6. Export and import laws (Center of business education)
7. Sales management (Chamber of Commerce Industries and Mines)
8. Marketing management (Chamber of Commerce Industries and Mines)
9. CRM (Chamber of Commerce Industries and Mines)
10. Risk management (Chamber of Commerce Industries and Mines)
11. Human Resources Management (Chamber of Commerce Industries and Mines)



## Writing:

1. Comprehensive Book of CRM (Publishing Training Centre Pars)
2. Comprehensive Codification business plan (Publishing Training Centre Pars)
3. 3D Professional sale (Andriod version)





Best Regards

Sajjad Salehi

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