

MARYAM KHOSRAVI

Marketing and Product Geek

BORN 1996



PROFILE

A Business enthusiast in the disguise of a **Product Manager**. have a burning desire for **Marketing, Business, Product**, and **environmental** issues

✉ M4RYAMKHOSRAVI@GMAIL.COM

💻 WWW.LINKEDIN.COM/IN/MARYAM-KHOSRAVI1996/

☎ +989210873661

SKILLS/SOFTWARES

- Project Planning
- Team Working
- Social Media Marketing
- Interpersonal Skills
- Critical Thinking
- Problem Solving
- Public Speaking
- Communication
- Microsoft Office (Advanced)
- Microsoft Project (Advanced)
- Primavera (P6) (Advanced)

EDUCATION

- **Master Degree in Master of Business Administration**

University of Tehran, 2017-2021

Final thesis Title: Identifying green-washing examples, patterns, and preventive approaches

- **Bachelor Degree in Industrial Engineering**

Qom University of Technology, 2014-2017

Final Project Title: Analytical Comparison of Project Scheduling with Crisis Path Methods, Program Evaluation and Review, and Crisis Chain Project Management

I define myself as
a **multidisciplinary**
person...

COURSES

**Machine Learning Foundations
for Product Managers**
Duke University

Search Engine Optimization
at University of Tehran
Level of course: preliminary

**Digital Product Management:
Modern Fundamentals**
University of Virginia

fundamental of Digital Marketing
on Google Garage
Level of course: preliminary

EXPERIENCE

MARKETING LEAD

- A Business-Aid Agency was founded in order to help companies, start-ups, retailers, etc.
- Content Creator
- Business Consultant
- Defining, Planning & Implementation of Strategy (Vision, Mission, Target, Objectives, OKR, Action Plan, Monitoring)

HMS INNOVATION

SELF-EMPLOYED

SEP 2020 - PRESENT

SALES ENGINEER AND PRODUCT

- Executing strategic deals and Modeling financial business cases
- Collaborating with sales teams to understand customer requirements
- Discussing equipment needs and system requirements with customers and engineers
- Preparing and developing technical pitches to explain products or services to customers
- Training members of the sales team on the technical aspects of the products and services
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers

**TOSAN INTELLIGENCE
DATA MINERS**

FULL TIME

NOV 2021- JUL 2023

PROJECT PLANNING ENGINEER

- Responsible for working within all stages of project management
- Preparing Time Schedule with MSP and Primavera (P6)
- Preparing Monthly/ Bi-Weekly/ Weekly Progress reports for Clients
- Preparing Managerial Report (cost, Budget, components status)
- Define project scope and timeline

IRAN TABLO COMPANY

**4 YEARS FULL TIME
2 YEAR PART TIME**

SEP 2015 - NOV 2021

PROJECT MANAGER

- Project Manager and responsible for 6 business lines
- Scrum Master; Sprint Planning
- Budget Planning
- Cost Control
- Business Strategy Planning and Strategy implementation

LOCAL PLATOON

PART TIME

APR 2021 - SEP 2021

CHARACTER REFERENCE

Kave Yazdifard
Entrepreneur
E-mail: kawve@qualia.agency