### CAREER OBJECTIVE

Versatile and result driven professional with 25+ years of rich leadership experience in procurement, supply chain management, logistics and marketing in the United States and Iran seeking a management position to utilize comprehensive experience in and expertise of managing complete procurement lifecycles and commercial matters in the aviation, construction and shipbuilding industries and deliver outstanding results aligned to overall corporate goals and objectives. A clear communicator employing excellent interpersonal, negotiation and people management skills at work along with well-organized task prioritization and management. Possess comprehensive knowledge of the airlines/aviation

Marine industries and construction sector.

SKILLS

* Procurement, Sourcing, Vendor Development
* Supply Chain Management, Logistics
* Bid Management, Contract Negotiation, Spend Value Management
* Purchase Order/Contract Administration, Expediting
* Vendor Development, Vendor Evaluation, Vendor Performance Management
* International Procurement, Imports Management
* Business Development, Marketing Support, Marketing Presentations
* Aviation – Procurement and Dismantling of Aircraft, Procurement of Parts
* Construction – Procurement of Construction Equipment and Materials
* Shipbuilding –Procurement of parts for cargo vessels, fishing vessels, tug boats.
* Problem Solving, Decision Making, Planning, Execution
* Communication, Coordination, Negotiation, Presentations

PROFESSIONAL EXPERIENCE

OWNER OF ASSEMAN HOTEL (north of Iran)

**Fruit Merchant 2013 – Present**

**Self Employed (Iran)**

**Key Responsibilities:**

* Owner of 2 orchards growing oranges and kiwifruit in North Iran, supervising all operations related to growing, picking, sorting, packing and marketing.
* Coordinate with horticulture experts for implementing suitable measures for nutrition and pest control in the gardens to maintain health of trees and quality of produce.
* Supervise a team of managers and workers and ensure completion of all field activities on time based on seasonal requirements.
* Plan and procure all required inputs for the gardens including planting materials, nutrients, pest control products, tools and supplies to maintain adequate stocks.
* Liaise with buyers and marketing agents to negotiate prices and terms and arrange for packing, dispatch and collection of payments.
* Coordinate with banks to arrange for required financing, managing trade documentation and maintenance and reconciliation of accounts.

**Purchasing Manager. 2005 - 2012**

**Aviation Turbine Support (Manassas, VA USA)**

**Key Responsibilities:**

* Dealt with the procurement of various parts and components of turboprop and jet engine aircraft to meet the requirement of various clients.
* Supervised the decommissioning and dismantling of various models of business jets and commercial aircraft to salvage parts and assemblies for trade.
* Maintained database of all parts salvaged and available and supported sales teams in meeting the requirements of clients.
* Tracked the market for aircraft available for disposal and participated in negotiating and closing procurement deals to meet the company’s business needs.
* Ensured compliance with all requirements of federal aviation authorities and state and local laws related to trade in aviation components.

**Procurement Manager. 2003 - 2005**

**Johnston Construction Company (USA)**

**Key Responsibilities:**

* Planned and procured various types of construction materials required for execution of the company’s projects ensuring on time deliveries.
* Assessed requirements of construction equipment at various stages of the projects and ensured availability through procurement or hire as per requirements.
* Led the process of identifying vendors, soliciting offers, evaluating bids, negotiating and placing orders ensuring cost effective prices and terms.
* Coordinated with project managers and ensured availability of resources and monitored inventories to prevent build-up of obsolete stocks.
* Participated in marketing of the company’s services providing commercial inputs for estimating costs and preparing bids and proposals.
* Supported the company in meeting business objectives of sales, revenue, profitability and sustainable growth through efficient management of the supply chain.

**Procurement Manager. 1995 - 2003**

**Summit Construction Company (USA)**

**Key Responsibilities:**

* Supervised all activities related to procurement of all types of construction materials and equipment required for successful execution of company projects.
* Worked closely with project managers in assessing requirements, delivery schedules, specifications and quality standards required by the company.
* Sourced materials and equipment at the best available prices and terms by developing and managing a pool of resourceful and reliable vendors.
* Participated in marketing of the company’s services enabling clinching of contracts by providing cost effective estimates for materials and supplies.

**Head of Purchasing Department and Commercial Manager 1990 - 1994**

**Iran Marine Industrial Company (Tehran Iran)**

**Key Responsibilities:**

* Managed a team of 10 professionals and supervised procurement of required parts and components of cargo vessels, fishing vessels and tug boats for new builds/repairs.
* Led the complete procurement cycle from analysis of requirements, finalization of specifications to order placement and expedition of deliveries.
* Identified vendors, invited bids, evaluated offers, negotiated and finalized prices and terms to consistently obtain the best value for the procurement budget.
* Conducted commercial due diligence and advised the management on the feasibility, viability and potential for international joint ventures.
* Identified cost saving opportunities in cost of operational and project materials and implemented actions like alternate sourcing to achieve targeted results.
* Tracked markets and identified potential suppliers in domestic and international markets to strengthen and maintain health of the vendor base.
* Developed marketing presentations for existing and potential customers in the Persian Gulf and in South East Asia.
* Participated in weekly review meetings and appraised senior management on current progress and status of purchasing activities.

**Purchasing Agent 1988 - 1990**

**Arvandan Shipbuilding Company (Iran)**

**Key Responsibilities:**

* Dealt with the procurement of parts and components for new build/repair of different types of ships based on the requirements of the yard.
* Developed vendors both in Iran and overseas and managed all activities related to procurement ensuring availability of parts meeting delivery, price and quality objectives.
* Coordinated with finance, engineering, production, maintenance and stores departments to finalize annual procurement plans and budgets
* Participated in developing and implementing programs to achieve continual improvements in the department’s performance and productivity.

**First Officer (Co-Pilot) 1977 - 1988**

**Highlights:**

* Successfully clocked 4300 flying hours and flew more than 400,000 passengers during this time.

**Key Responsibilities:**

* Responsible for flying B-737s B-727s passenger planes to and from various destinations in Europe and South East Asia.
* Assisted the Captain of the aircraft in all in-flight operations, and obtained flight clearance from the Air Traffic Controller.
* Performed all pre-flight checks and inspections that included flight management system - instrument checks, electrical systems checks, hydraulic and pneumatic systems checks; carried out flight planning (weight, and balance and fuel check of aircraft).
* Managed an in-flight team of 8 crew members; provided instructions to the crew members for specific tasks to be carried out during takeoff and landing.
* Monitored instruments and control during flight for any indications of warnings; flew aircraft along routes and altitudes.

EDUCATION

**Shahid Beheshti University**Tehran Iran

Master of Business Administration (1992)

**Tehran University**Tehran Iran

Bachelor of Business Administration (1990)

 TRAININGSANDCERTIFICATIONS

**Trainings and Workshops**

* Commercial Pilot Training Course
* Pilot Instrument Rating Training Course
* Airline Transport Pilot Training Course

PERSONAL INFORMATION

* Citizenship: USA

And CANADA. Language: Fluent in English, Persian Dari and some Arabic.