

Contact

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simprago.com/ (Other)

Top Skills

Data Analysis
Statistical Data Analysis
Six Sigma

Languages

Turkish (Elementary)
Persian (Native or Bilingual)
English (Limited Working)

Certifications

Measurement System
Analyses(MSA)
International Conference on Problem
Solving Strategies and Techniques
Cost Of Quality(COQ)
International Conference of Auditors
& lead Auditors
Documentation of ISO/TS
16949:2002

Honors-Awards

Sales Growth
10+ Software Solutions Analysis and
Design
Sales Growth of Char Divar Arya
Increase productivity of Char Divar
Arya

Mojtaba Goudarzi

Driving Business Growth Through Strategic Leadership &
Operational Excellence | Problem-Solving Expert, Mentor with 25+
Years of Experience

Tehran Province, Iran

Summary

Driven and results-oriented executive with 25+ years of proven success in transforming businesses through strategic leadership, operational excellence, and data-driven solutions. My experience spans diverse industries, including automotive, industrial, and technology, with a consistent track record of driving growth, optimizing processes, and exceeding expectations.

As a certified Six Sigma practitioner with a passion for problem-solving, I excel at analyzing complex challenges, identifying root causes, and implementing innovative solutions that deliver measurable results. My deep understanding of management systems, sales & marketing strategies, and ISO standards, coupled with 120+ successful consulting and training projects, enables me to effectively guide organizations towards achieving their full potential.

Let's connect to explore how my expertise can help your organization thrive in today's competitive landscape.

Key Experiences:

25+ Years of Experience in Management Systems, Sales and Marketing, and Business Development.
17+ Chief Executive Management
14+ Sales Marketing Management
120+ Consulting, Training, or Solution Providing Projects.
500+ B2B Negotiations.
6000+ Hours Training.
10+ Software Solutions Analysis and Design.

Experience

Parsian Motor Maneli (Fiat Automobile Manufacturer, Distributor & Converter)

COO

September 2022 - February 2024 (1 year 6 months)

Tehran, Iran

Grand Business Industrial

Regional Manager/ Commercial Director

May 2017 - September 2022 (5 years 5 months)

Istanbul, Turkey

E&E Systems Co.

Founder-CEO

May 2003 - May 2017 (14 years 1 month)

Tehran, Iran

E&E, originated from efficiency and effectiveness, helps companies to automate their ISO-related activities using its industry-approved software products including Document Management, CAPA Management, Supplier Management, and Machine & Tools Calibration Management. Besides, we offer advanced consultant services to companies in the software and quality management sectors.

After nearly a decade of B2B relationships with our customers, we have received considerable positive feedback for our software products from local agents of ISO certification bodies and of course our customers.

Alborz Urban Transportation

Managing Director

October 2013 - April 2016 (2 years 7 months)

Organizational diagnosis

Reengineering process

There are about 1400 taxis and 200 buses

Lotus ID Co.(Fiat Automobile Manufacturer , Distributor & Converter)

Executive Director, Sales and marketing manager and Consultant of Board

July 2012 - January 2015 (2 years 7 months)

Tehran Province, Iran

Organizational diagnosis

Negotiation with partner, government, and large scale customer

Manage the sales and marketing department, and sell about 250 FIAT DUCATO

ADG Co.

Management Representative ,Quality Assurance Manager
October 1997 - September 2004 (7 years)

Positions(Chronological):

Assistant of Quality Assurance Manager

Administrator of Statistical Quality Control

Administrator of Quality Control & Technical Inspection

Administrator of Quality Assurance

Quality Assurance manager

Management Representative

Consultant of Managing Director

Member of APQP team and executor or taking part in:

- Studying and gathering customer requirements from standards
- Product designing
- Production and manufacturing designing
- Feasibility studying
- Generating FPC ,OPC ,BOM ,Part list, Control Plan , Test Plan
- Warehouse Auditor
- Analyst of production plan and variance of plan

Lecturer of Quality Tools and Techniques Including:

- ISO 9001
- ISO/TS 16949
- Internal Audit
- SPC
- MSA
- FMEA
- PSM
- APQP
- COQ

Administrator and Member of Suggestions System Team

Leader and Administrator of Quality Control Circles

Auditor of Quality Assurance system

Education

Arman Higher Education Institute

Master's degree, Business Administration · (2013 - 2014)