

ALIREZA AHMADI

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Ph.D. Candidate in Management Engineering, Graduated in Petroleum Engineering, Project Engineering, and MBA in Innovation Management.

- Innovative spirit, facility in research, and identify new business opportunities: Global cooperative character with intercultural understanding.
- Strong leader with practical decision-making and problem-solving skills, always successfully leading and managing complex projects to meet their objectives.
- Eager to gather pace and effect for businesses to help them understand how the world is evolving and create opportunities to seize and manage risks.

EDUCATION

Ph.D.	Politecnico Di Milano Specialization: "Management Engineering" Supervisor: Prof. Alberto Portioli Staudacher	Nov 2022
MBA	Ecole des Ponts Business School - ParisTech Specialization: "Innovation Management" Mentor: Dr. Alon Rozen	Jun 2020
DipHE	Tose'e Institute of Higher Education, Tiheac Specialization: "Project Engineering" Mentor: Dr. Sajjad Shokouhyar	Jun 2016
M.Sc.	Science & Research branch of Islamic Azad University Specialization: "Reservoir Engineering" Thesis: "Residual Phase Saturation Control in Two-Phase Displacement in Porous Media with Nanoparticles and Economic Restriction Survey for one of Iranian Oil Field." Advisor: Dr. Riyaz Kharrat	Feb 2016
B.Sc.	Petroleum University of Technology, PUT Specialization: "Reservoir Engineering" Thesis: "Determination and correlation of m and n parameters in Archie's equation at Asmari formation in Gachsaran Oil Field." Advisor: Dr. Mohammad kamal Ghasem Al-Askari	Sep 2006

HONORS AND AWARDS

Won a Full Scholarship (4 years) for doing my Ph.D.	2022
Won a 70% Scholarship for doing my MBA	2019
Top Ranked at National Entrance Exam for M.Sc.	2006
Ranked 10 among participants in Nationwide M.Sc. Entrance Exam of Universities, Credit by Iranian National Organization of Educational Testing.	
Accepted: Sharif University of Technology (SUT).	
Top Ranked at National Entrance Exam for B.Sc.	2002
Ranked 1729 among participants in Nationwide B.Sc. Entrance Exam of Universities, Credit by Iranian National Organization of Educational Testing.	
Accepted: Petroleum University of Technology (PUT).	
Won a Full Scholarship (4 years) for doing my B.Sc.	2002
Provider: Iranian National Oil Company.	

WORK EXPERIENCE

Engineering Support and Technology Development (Retina Suite), Tehran 2022

Position, Business Development Manager

- Setting new goals and developing plans for business and revenue growth / Researching, planning, and implementing new local and international target market initiatives / Researching new prospective accounts in target markets / Pursuing leads and moving them through the sales cycle / Developing quotes and proposals for prospective clients / Setting goals for the business development team and developing strategies to meet those goals

Socotec Monitoring, Paris 2021

Position, International Business Development Manager

- Manages the marketing and business development strategy and execution for the Energy segment / improves Cementys' International Energy market position and maximizes its financial growth / Maintains and supports development and execution of prior and new business opportunities / Investigates and assesses new projects in the international markets.

Antea Group France & Engie, Paris 2020

Position, International Business Development Consultant

- Economic, technical, and strategic analysis of the research work on the implementation of deep horizontal drains / Designed implementation of deep horizontal drains a doublet at Dagger of geothermal drilling on the Velizy site (Dogger) / Feasibility study of carrying out Aquifer Storage Recovery (ASR) in Ile-de-France.

Palayeshi Kimiasazan Kasra Refinery, Tehran 2015 to 2019

Position, Senior Planning, and Project Control Manager

- Managed a budget of 400M€ for an EPC contract of a gas condensate refinery / Identified risks and issues outcrop for the project when changes occurred and planned for the responses / Negotiated with OIETAI and supplemented the Sovereign Guarantee of the Refinery due to the inquiries of ECA / Applied project management based on standard ISO 21500 for the company / Managed and coordinated 4 different teams in the Refinery Project.

Energy Amin Kasra Company, Tehran 2014 to 2015

Position, Junior project specialist

- Project management / Communications / Project Survey value of the Iranian Energy Market / Accomplish Economic Feasibility Study Report of implementing a gas condensate Refinery.

Special Staff of the Plans and Projects of Iranian MOP, Tehran 2013 to 2014

Position, Team Specialist

- Team Manager / Data collection and analysis / Statistical computer software programs / Qualitative data research / Quantitative data sets / Monitor and Control more than 500 Projects / Analyzed the Financial and Physical status of 50 Prioritized Projects of Iranian MOP.

Click Retail Store, Behshahr 2009 to 2013

Position, Retail Sales Specialist

- Troubleshoot Hardware and Software / Worked with different platforms like Windows, IOS, Android, and UNIX / Sales Management / Customer Relationship Management (CRM).

Sharif University of Technology, Tehran
Position, Teacher and Research Assistant

2006 to 2009

- Developed quizzes, exams, and homework / Revised the syllabus to meet accreditation standards / Coordinated grading with a team of 4 teaching assistants.

PUBLICATIONS

Ahmadi, A. "*Determination and correlation of m and n parameters in Archie's equation at Asmari formation in Gachsaran oil field.*" 5th Iranian National Student Oil Conference, Aug. 2006.

PROFESSIONAL TRAINING

ALERT Olek Zienkiewicz Course - Petroleum Geomechanics, École des Ponts ParisTech, Paris 2019

Innovative and Agile Mindset, École des Ponts Business School, Paris 2019

Leading and Managing, École des Ponts Business School, Paris 2019

Business Performance, École des Ponts Business School, Paris 2019

Financial accounting, Harvard Business Publishing, Paris 2019

Finance, Harvard Business Publishing, Paris 2019

Understanding Personality Disorders, Peyman Mental Health Clinic, Tehran 2018

International commercial management, American Global Standards, Tehran 2017

Methods of debt financing, Aryana Industrial & Research Group, Tehran 2017

Project Management Body of Knowledge, Tiheac, Tehran 2016

TotalEnergies in partnership with Sharif University of Technology, 3D-Seismic survey, oil & gas development project management, Tehran 2008

TotalEnergies in partnership with Sharif University of Technology, Drilling Techniques, Tehran 2008

COMMUNITY SERVICE

Project Management Institute (PMI), [Individual Membership], [USA], 2017 to 2019

Society of Petroleum Engineers (SPE), [Student Membership], [USA], 2002 to 2008

Iranian Society of Petroleum Engineers (ISPE), [Student Membership], [Iran], 2002 to 2008

LANGUAGES

Persian: Native Language

English: Advanced Listening, Speaking, Reading, and Writing

French: Beginner

Italian: Beginner

COMPUTER SKILLS

Applications: MS Project, MS Office, P6 Primavera, Eclipse

OTHER

Interests: Chess Player, Reading (Zorba the Greek), Questioning, Cooking!