



Babak Khazaei

Business Consultant

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DoB: 1975/9/20

Marital Status: Married

Military Service: Exempt

About

Business Consultant - Certified Management Consultant (CMC) - Lecturer & Researcher

Skills

business analysis

business model

business strategy

strategic planning

negotiation techniques

project management and control

presentation skills

team building

Business Diagnosis

proficient in problem solving

Education

Doctorate of Business Administration DBA

Branch: Digital Transformation

Institute/University: University of Tehran

From 2019

Master of Business Administration MBA

Branch: Strategy Management

Institute/University: Payame Noor University

2009 - 2011

GPA : A+

Bachelor of Financial Management

Branch: Accounting

Institute/University: Islamic Azad University

1995 - 2000

GPA : B

Work Experiences

CEO

Company: Mehre Sepanta Management Consulting

From November 2006

Tasks and Achievements

- Implemented more than 40 successful consulting service projects in 13 years

Management Consultant

Company: Khorshid Sepehri Caspian

April 2017 - December 2019

Tasks and Achievements

- Business Analysis and Diagnosis
- Organizational structure improvement
- Designing and developing a strategy plan
- Improvement team building and team working
- Business model design & Designing a visual brand identity

Management Consultant

Company: Sere Gostar Pars Design and Development

April 2018 – September 2018

Tasks and Achievements

- Business Analysis and Diagnosis
- Organizational Structure Improvement
- Designing and developing a strategy plan

Management Consultant

Company: Afra Sanat Paluye

From November 2012

Tasks and Achievements

- Business Analysis and Diagnosis
- Organizational Structure Improvement
- Designing and developing a strategy plan
- Business model design & Designing a visual brand identity

Management Consultant

Institute: Credit Development Institute

September 2013 – March 2016

Tasks and Achievements

- Business Analysis and Diagnosis
- Organizational Structure Improvement
- Designing and developing a strategy plan
- Implementing Human Capital Strategy
- Designing a visual brand identity

Financial Consultant

Factory: Nowbaf Iran

June 2003 – June 2006

Tasks and Achievements

- Responsible for improving and developing financial structures
- Design and implementation of cost accounting
- Renewal of certification iso TS 16949 IMQ
- Diagnosis and improved financial structure

Management Consultant

Company: Hiva Tejart

From November 2006

Tasks and Achievements

- Business Analysis and Diagnosis
- Organizational Structure Improvement
- Designing and developing a strategy plan & Developing marketing strategies
- Business model design
- Improved product lines

Management Consultant

Educational Institutions: Shakhesh Pajouh Institute

August 2016 – August 2017

Tasks and Achievements

- Business Analysis and Diagnosis
- Organizational Structure Improvement
- Designing and developing a strategy plan
- Refining Business Modeling

Management Consultant

Company: Trasazeh Tabriz

November 2014 – November 2015

Tasks and Achievements

- Business Analysis and Diagnosis
- Improved financial structure
- Designing and developing a strategy plan

Languages

English

Listening Level



Speaking Level



Writing Level



Reading Level



Persian

Listening Level



Speaking Level



Writing Level



Reading Level



Certificates

Business Analysis Body Of Knowledge (BABOK.v3)

Institute: Sematec IT Professional Training Center

Date: December 2019

Professional in Human Resources International (PHRI)

Institute: Areyana Industrial & Research Group

Date: November 2019

CMBOK 2 Training Course - Consulting Management Body of Knowledge

Institute: Iran Management Consultants Association (IMCA)

Date: June 2019

CMBOK 1 Training Course - Consulting Management Body of Knowledge

Institute: Iran Management Consultants Association (IMCA)

Date: February 2019

The Management Consulting Training Course

Institute: Iran Management Consultants Association (IMCA)

Date: October 2018

Kaizen Workshop

Institute: Iran Management Consultants Association (IMCA)

Date: April 2018

Workshop on Strategy Implementation

Institute: Iran Management Consultants Association (IMCA)

Date: April 2018

ISO 20700 Workshop

Institute: Iran Management Consultants Association (IMCA)

Date: April 2018

Strategic Thinking Workshop

Institute: Credit Development Institute

Date: June 2014

How to Write and Publish Articles in International Journals Workshop

Institute: Iranian Research Institute for Information Science and Technology (IranDoc)

Date: February 2014

International Strategic Managers Conference

Institute: Iran Strategic Management Society

Date: February 2014

Advanced Sports Management Seminar

Institute: Iran Archery Federation

Date: November 2010

Project Management Professional Courses (PMP)

Institute: Fan Prdaz Higher Education Institute

Date: February 2009

Seminar on the application of Accounting Standards

Institute: Iranian Institute of Certified Accountants

Date: December 1999

General Accounting Seminar

Institute: Iranian Institute of Certified Accountants

Date: May 2000

Master of Business Administration Courses (MBA)

Institute: Bahar Higher Education Institute

Date: September 2005

Researches

Designing the Consultant Management Innovation Ecosystem Model. Case Study : Iran Management Consultants Association (IMCA).

Date: September 2019

The 3rd International Conference on Finance , Business and Management

Designing the Consultant Management Body of Knowledge (CMBOK) Model. Case Study : Iran Management Consultants Association (IMCA).

Date: July 2019

The 2nd International Conference on Modern Research in Entrepreneurship, Management and Applied Business

Formulation of the mixed product strategy in Tabriz Carpet Export Cluster. ISSN 2074-1847

Publisher: Tajikistan National University Journal

Date: April 2012

The role of the cluster strategy in empowering the Relief Emdad patients with a comparative look in Iran and the world.

Publisher: Relief foundation Training and Research Center

Date: March 2011

National Empowerment Conference -Relief foundation Training and Research Center

The impact of survival strategy on the organization's lifecycle.

Publisher: Relief foundation Training and Research Center

Date: July 2010

First Conference on Consumer Pattern Modification Strategies and Solutions -Relief foundation Training and Research Center

The Product Mix Strategy Formulation For Competitive Advantage Increases of Tabriz Carpet Export Cluster

Date: August 2011

Thesis Submitted for the Award of M.se in Master of Business Administration (MBA) - PN University

Projects

Consultancy services project - Diagnosis and Solution - Business Analysis

For: Nano Daro Alborz Company

Date: July 2019

Management consulting project / Design and implementation of company level strategy plan / Developing a Foresight Model

Training project

For: Iran Management Consultants Association

Date: February 2019

Design and implementation Consulting Management Body of Knowledge Workshops - Level 1

Consultancy services project - Diagnosis and Solution - Business Analysis

For: Sere Gostar Pars Design and Development Company

Date: September 2018

Management consulting project / Design and implementation of company level strategy plan

Consultancy services project - Diagnosis and Solution - Business Analysis

For: Shakhes Pajouh Institute

Date: 2018

Management consulting project /Designing a business modle

Consultancy services project - Diagnosis and Solution - Business Analysis

For: Afra Sanat Palaye Company

Date: April 2018

Management consulting project /Designing a visual brand identity

Consultancy services project - Diagnosis and Solution - Business Analysis

For: Afra Sanat Palaye Company

Date: April 2016

Management consulting project - Product Review and Development - Formulating a marketing mix

Consultancy services project - Diagnosis and Solution - Business Analysis

For: Afra Sanat Palaye Company

Date: August 2015

Management consulting project - Redesign the strategy plan

Consultancy services project - Diagnosis and Solution - Business Analysis

For: Iran Carpet Company

Date: February 2015

Management consulting project - Redesign the strategy plan - Developing a Foresight Model

Consultancy services project - Diagnosis and Solution

For: Tara Sazeh Tabriz Company

Date: November 2014

Management consulting project / Design and implementation of company level strategy plan

Consultancy services project - Diagnosis and Solution

For: Iran Carpet Company

Date: February 2014

Management consulting project - Implementation of the BSC model

Consultancy services project - Diagnosis and Solution

For: Afra Sanat Palaye Company

Date: June 2013

Management consulting project - Diagnosis and improve the organizational structure

Consultancy services project - Diagnosis and Solution

For: Credit Development Institute

Date: September 2013

Management consulting project / Design and implementation of company level strategy plan

Consultancy services project - Diagnosis and Solution

For: Afra Sanat Palaye Company

Date: November 2012

Management consulting project / Design and implementation of company level strategy plan

Consultancy services project - Diagnosis and Solution

For: Iran Carpet Company

Date: February 2012

Management consulting project / Design and implementation of company level strategy plan

Training project

For: Iran Carpet Company

Date: January 2012

Design and implementation of strategic management courses

Financial consulting project - Diagnosis and Solution

For: Nowbaf Iran Company

Date: June 2004

Design and implementation of cost accounting system

Honors

Reception of the statue of appreciation and honor of the SERE GOSTAR PARS Company for designing and implementing strategic transformation plan and improving product line & increase sales and market share .

Date: March 2019

Reception of the statue of appreciation and honor of the HIVA TEJARAT company for designing and implementing strategic transformation plan and improving product line & increase sales and market share .

Date: July 2019

Reception of the statue of appreciation and honor for speaking in The 1st National Conference on Recent Advances in Engineering and modern Sciences. TEHRAN / IRAN

Date: May 2018

Reception of the statue of appreciation and honor for speaking in The National Conference research and development management. TEHRAN / IRAN

Date: May 2018

Reception of the statue of appreciation and honor of the AFRA SANAT PALAYE company for designing and implementing strategic transformation plan and improving product line & increase sales and market share .

Date: February 2018

Reception of the statue of appreciation and honor of the Development Credit Institute for designing and implementing strategic transformation plan and improving organizational culture.

Date: March 2017

Reception of the statue of appreciation and honor of the IRAN CARPET COMPANY for designing and implementing strategic plan based on the BSC model.

Date: March 2017

Reception of the statue of appreciation and honor of the IRAN CARPET COMPANY for designing and implementing strategic transformation plan and improving product line & increase sales and market share .

Date: March 2016

Reception of the statue of appreciation and honor for speaking in The Annual Conference on Management and Business Economics. TEHRAN / IRAN

Date: December 2015

Reception of the statue of appreciation and honor from SEPAH BANK IRAN (ARAK branch) for Future Study Training for Senior Managers.

Date: November 2015

Reception of the statue of appreciation and honor for speaking in The National entrepreneurship Conference and strategic innovation. TEHRAN / IRAN

Date: November 2014

Reception of the statue of appreciation and honor from Development Credit Institute develop for Team Building & Team working Training courses for Senior Managers.

Date: February 2014

Certificate of Appreciation from Iran Carpet Company for Strategy Planning and Strategic Management Training for Senior Managers - TEHRAN / IRAN

Date: April 2012

Reception of the statue of appreciation and honor for speaking in First International Conference on the secrets to the success of top managers - Isfahan / Iran

Date: March 2011

Reception of the statue of appreciation and honor & golden award from international conference of World Zarathushti Chamber of commerce (WZCC) - TEHRAN / IRAN

Date: December 2011

Reception of the statue of appreciation and honor for superior article in the conference of modify the pattern of consumption - TEHRAN / IRAN

Date: June 2011

Reception of the statue of appreciation and honor for superior article in the conference of modify the pattern of consumption - TEHRAN / IRAN

Date: August 2011

Reception of the statue of appreciation and honor for teaching in SADERAT BANK - TEHRAN / IRAN

Date: April 2011

Reception of the statue of appreciation and honor for speaking at the public relations conference – SIRJAN / IRAN

Date: April 2010

Reception of the statue of appreciation and honor for superior article in the National Empowerment Conference -Relief foundation Training and Research Center - TEHRAN / IRAN

Date: January 2010

Reception of the statue of appreciation and honor as Exemplary Professor in 2010 by Social Security Organization - TEHRAN / IRAN

Date: May 2010

Reception of the statue of appreciation and honor of the Nowbaf Iran Company for successful audit and re-certification ISO TS 16946 IMQ

Date: October 2006

Reception of the statue of appreciation and honor from NATIONAL IRANIAN OIL COMPANY for Crisis Management Training for Senior Managers.

Date: November 2006

Social Network

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