

# Hooman Kalali, CMC®

## Management Consultant

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IRAN, Tehran

## SUMMARY

✚ **CMC®**: One of the 8000 expert management consultants in the world whose qualifications and competence have been confirmed by the International Council of Management Consulting Institutions (ICMCI) in the following areas:

- ❖ 6 Functional areas of organizational management: Human Resources, Strategic Planning, Finance, Operations, Information Technology, and Marketing
- ❖ Ethical practices
- ❖ Management Consulting processes
- ❖ Leading Transformation and Change
- ❖ Client Communications and Project Management
- ❖ Interpersonal skills

✚ For nearly thirty years in the public and private sectors of construction, health, information and communication technology, Iran Chamber of Commerce, Industries, Mines & Agriculture, I have experienced very useful challenges in the different roles such as CEO, board member, engineer, analyst and designer, consultant, entrepreneur, technology and information systems manager, product manager, quality manager, strategy manager, lecturer and researcher, etc. and I have tried to be effective in each of these roles to the best of my ability. In the last thirteen years, most of my focus has been on the fields of strategic management and management of organizational improvement, change, transformation, re-creating and development and I am fully familiar with the bitter and sweet challenges of this field. The main part of this focus has been in the role of strategy and quality management, organizational development and transformation consultant in various companies and organizations.

## SOME EXPERIENCES

Consultant for strategic planning, organization re-creating, organization transformation and development, organizational structure designing, quality management, EFQM, human resources, business creation and development, etc. since 2011

[some companies](#)

Member of the board of directors and consultant for reCreating, transformation and development since 2021

[Pishtazan Fanavar PANA Co.](#) IRAN, Tehran

A pioneer private trading company in the field of import, distribution, and guarantee of information and communication technology hardware

Vice President of Planning and Organizational Development (Strategy, quality management, human resources and information technology units) 2018 - 2021

[ALMAS Rayan Iranian Company \(ALMAS-e-Iran\)](#) IRAN, Tehran

Top private trading company in the field of import, distribution and guarantee of information and communication technology hardware

Management Consultant to the CEO 2016 - 2018

[ALMAS Rayan Iranian Company \(ALMAS-e-Iran\)](#) IRAN, Tehran

Executive Vice President 2015 - 2016

[ALMAS Rayan Iranian Company \(ALMAS-e-Iran\)](#) IRAN, Tehran

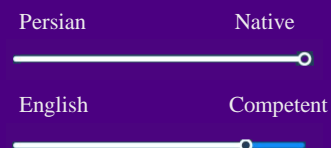


## CONSULTING SPECIALTY

Making your VISION come TRUE by Management Consulting at:

- ✓ Strategy
- ✓ Change Management
- ✓ Human Resource
- ✓ Leadership
- ✓ Transformation & Development
- ✓ re-Creating
- ✓ Digital Transformation
- ✓ Culture
- ✓ ISO
- ✓ EFQM
- ✓ Marketing & Sales
- ✓ Customer RM, SM

## LANGUAGES



Manager of development, marketing, sales and after-sales service 2014 - 2015  
IRAN, Tehran

[Parsian Future Health Institute](#)

CEO 2012 - 2013

[Construction Industry Research and Development Institute](#) IRAN, Tehran

The think tank of the country's construction industry, whose board members are the board members of the seven famous and large engineering associations of the country as follows:

Association of Construction Companies - Association of Consulting Engineers of Iran - Association of Exporters of Technical and Engineering Services of Iran - Association of Mass Housing Builders - Association of Oil, Gas and Petrochemical Engineering and Contracting Companies - Association of Industrial Facilities and Equipment Contracting Companies of Iran - Electricity Industry Syndicate.

Manager of the SBU for technology and information systems 2010 - 2011

[Telmar Engineering Company](#) IRAN, Tehran

Deputy CEO in the field of all software products (Senior Product Manager) 2009 - 2010

[Torfeh Negar Group of Engineering Companies](#) IRAN, Tehran

The private holding that owns Holoo accounting software (the market leader of small-sized financial and accounting software), Spad organizational ERP and Helia applications, etc.

Analyst, designer and developer of the country's first integrated financial and organizational web ERP and MIS 2003 - 2008

[The parent company of investment in electrical and electronic industries \(SABA Holding Group\)](#) IRAN, Tehran

SABA Holding Group includes all the companies of the Kowsar Economic Organization which are active in the field of electrical and electronic industries.

CEO and member of the board of directors and co-founder 2002 - 2003

[Negin Microprocessing engineering company](#) IRAN, Tehran

Information technology manager 2001 - 2002

[Alameen Telecommunications Engineering Company](#) IRAN, Tehran

Founder, supervisor and teacher of the Informatics Department 1996 - 2000

[Scientific and Educational Complex](#) IRAN, Isfahan

Founder and owner manager 1995 - 2000

[Informatics Base](#) IRAN, Isfahan

Computer store and specialized service center

## Some Licences and Certificates

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**CMC®** (Certified Management Consultant) in the fields of:  
Strategic Planning, Human Resources, Finance, Operations, IT, Marketing,  
Transformation, Project Management, CRM, Management Consulting Processes  
[The International Council of Management Consulting Institutes \(ICMCI\)](#)

The 3rd Conference on Empowerment, Capacity Building and Sustainability  
[University of Pécs - Faculty of Business and Economics](#)

Blue Economy Training Workshop in Sustainable Innovation  
[University of Pécs - Faculty of Business and Economics](#)

Marketing and Participation in Projects Abroad - Specialized Workshop  
[Construction Industry Research & Development Institute \(CIRDI\)](#)

New Financing Tools - Specialized Workshop  
[Construction Industry Research & Development Institute \(CIRDI\)](#)

Applied Method of Software Requirements Analysis  
[Organization of Computer Trade Union System of Tehran Province](#)

Microsoft - MCTS SQL Server 2005 Database Administrator Certification  
[SEMATEC](#)

ISO 9001:2015

- Requirements and Documentation
- Internal Audit and Familiarization with the Skills Required for Internal Auditors (ISO 19011:2018)
- Auditing and Getting to Know the Principles and Skills of Auditing in Third Party Audits

[Iran-Germany TUV-Nord Academy](#)

Etc.

## EDUCATION

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Doctorate of Business Administration 2020 - 2021  
[University of Tehran, Management Faculty](#)

Master of Strategic Management 2006 - 2010  
[Tehran and Garmsar PNU](#)

B.S. in Computer Software Engineering 1995 - 2000  
[Tehran and Isfahan PNU](#)