



# Mahyar Jalaei

Certified Management Consultant (CMC)

I am a Certified Management Consultant (CMC-Global) and Ph.D. candidate in Business Administration - Strategy at the University of Tabriz, Iran. Founder and CEO of Radin Management Consulting Firm, working with nationally and globally recognized firms.

## SUMMARY OF WORK EXPERIENCES

---

### FOUNDER & CEO

**Radin Management Consulting Firm | Tabriz, Iran** 2020 - NOW

After cooperating in several management consulting projects during my master's course, including industrial research for many manufactories, developing a brand strategy for Tabriz City Hall, conducting business analysis for firms, etc., I have founded my management consulting firm named Radin, and since, I have successfully conducted dozens of management consulting projects with my team, including business diagnosis, strategy development, market research (DDM), brand strategy development, business plan development, organizational process analysis, etc. As a founder and CEO of a young and newly established management consulting firm, I have always tried to focus on building a highly professional team to deliver perfect and extremely valued results to the customers to fulfill their tangible and intangible needs. Reputation in this industry is everything!

### MANAGEMENT CONSULTANT

**Amirnia industrial group | Tehran & Tabriz, Iran** 2022 - NOW

Amirnia is the best auto suspension parts manufacturer in Iran. This project was a short-term business diagnosis, but soon, lack of information re-shaped it into a national market research project, both data-driven and field research. I conducted deep market research with my hardworking team, to gather data from all provinces and cities of the country, analyzed and described data, pointing problems with executive solutions, and presented to the CEO as a full report and also an action plan. Now I am working with Amirnia Co. as a CEO consultant, to re-design the organizational chart, develop and implement corporate strategy, and develop and implement marketing strategy.

### BUSINESS CONSULTANT

**Jahan Abzar Co. | Tabriz, Iran** 2020 - NOW

Jahan Abzar Company is the largest distribution company in the west and north-west of Iran in the tools industry. Having more than 35,000 types of products and more than 8,000 customers makes it a very challenging company to manage, considering the lack of professional people in the area, the callous business environment, and the presence of many competitors with highly competitive intensity. As a consultant, I have conducted a full business diagnosis at first to determine issues and the main reason for their existence, developing a strategy and action plan to resolve all the problems. I have faced lots of challenges during my cooperation with this company, which the biggest one was to build a team-working spirit at the managerial level and change this organization from strictly traditional minds and routines to scientific-based management where performance, growth, efficiency, order, and organizational hierarchy really matters. I have tripled this company's sales and succeeded in implementing lots of changes in different units for good.

## REFERENCES

---

**Mohammad Faryabi (Ph.D.)**  
University of Tabriz / Associate Professor

Phone : +98 914 116 25 70  
Email : faryabi@tabrizu.ac.ir

**Qader Sadeghian Azhiri**  
Azmoon Pardaz Audit Firm/Manager

Phone : +98 914 314 41 32

## Contact Me

---

 **Phone**  
+98 914 118 78 94

 **Web**  
mahyar.j@hotmail.com  
LinkedIn: in/mahyarjalaei

## Education

---

2023-Now  
**Ph.D. Candidate in Strategy Management**  
The University of Tabriz, Iran

2016- 2019  
**Master of Business Administration  
Strategy - (Top Graduated)**  
The University of Tabriz, Iran

2022  
**Certified Management Consultant  
(CMC-Global)**  
international council of management  
consulting institutes

## Skills

---

### // Professional

Problem Solving  
Strategic Consulting  
Business Analysis  
Organization Design  
KPI development

### // Technical

MS Excel & Apple Numbers  
MS PowerPoint & Apple Keynote  
Industrial Research  
SQL Server