



Nazanin Falahati

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Professional Summary

Experienced more than 15 years as a Chief executive officer, sales manager and sales person, and bright and insightful Chairman enthusiastic about applying 11 years of Medical Equipment experience to dynamic challenges at my own company.

Skilled Chief Executive Officer experienced in Ostooreh Teb Pars company and able to learn new fields quickly. Proactive, resourceful and results-focused.

Adept at understanding markets, key business decisions and financial operations. Accomplished Chief Executive Officer well-versed in assessing risk, developing solutions and implementing positive changes to achieve sustainability and growth in challenging market conditions.

Experienced portfolio manager with excellent client and project management skills. Action-oriented with strong ability to communicate effectively with technology, executive, and business audiences. Award-winning sales manager with international sales experience and strong closing abilities.

Skilled Project Director adept at managing budgets, schedules and workflow. Organized and well-rounded professional with a confident, industrious and adaptable nature. Looking to leverage 15 years of experience to take on a dynamic role with a growth-oriented operation.

Able to put on many hats to promote growth and operational improvements. First-rate communicator, organizer and planner with exceptional listening and problem-solving abilities. Dedicated to enhancing underwriting department operations with an analytical and disciplined approach. Able to work with minimal direction to solve problems, resolve conflicts and respond to customer inquiries.

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Skills

- Process improvements
- Business management
- Program management
- Business planning
- Customer service
- Relationship building
- Customer service-oriented
- Financial oversight
- Budget development

Work History

Chief Executive Officer, 2008 to current
Ostooreh Teb Pars-Tehran, Iran.

- Bright and insightful Chairman enthusiastic about applying 11 years of Medical Equipment experience to dynamic challenges at Ostooreh Teb Pars.
- Oversee the hiring and training of new department managers to drive organizational improvements.
- Exert at all stages of business, from obtaining a foreign country representation to registering and entering the product at the Office of Medical Equipment and the Food and Drug Administration.
- Imported from American and European companies; Mediphacos Ltd , Albert Heiss GmbH, Analis , Ermis and Io medical.
- Produce disposable hospital clothes , with a capacity of 15,000 patches per month and employment of 10 person as small factory.
- Monitor and manage of marketing and sale of all products at the target market.
- Establish sales network framework and data mining for more than 2000 ophthalmologists and 1500 hospitals in Iran Carry out all business affairs and order registration and custom clearance, transportation and ...

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- Manage account department in order to obtain relevant licenses from the bank to receive exchange currencies.
- Manage, organize and plan for human resource that is covered.
- Train, coach and mentor staff to ensure smooth adoption of new program.
- Introduction to the laws of the Ministry of Labor, Insurance, Assets, Taxes and Value Added ...
- Received the Mediphacos Sales Award in 2012 as the company's highest selling product among other countries.
- Creative in advertising and increasing profit by 300% during middle 5 years.
- Negotiate and finalize contracts with International company and achieve credit, promotion and marketing budget for Iran market.
- Increase problem-solving capacity in terms of obtaining experience during the working years, especially the uneven working conditions in Iran, due to daily changes in the laws and increasing bureaucracy at the levels of ministries, customs, assets and

Sales Representative ,2008 to 2010

Medical Equipment Management (M.E.M.) CO-Tehran, Iran.

- Sold and marketed of surgical sutures , cardiac surgery instruments and power systems of Auesculap and B / Braun Germany to specific market area .
- Expanded MEM's share market by 300% over 2000 by hard Marketing and following up.
- Developed new business by networking with valuable customers.
- Hold workshop in order to introduce products.
- Maintained routine communication with clients to assess their overall satisfaction, resolve complaints and promote new offerings.
- Prepared sales contracts.
- Used a consultative sales approach to understand and meet customer needs.
- Collected and processed payments.
- Managed route planning and travel schedule.

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Salesperson, 2005 to 2008

Kish Roonak co-Tehran, Iran.

- Sold medical equipment by Medex UK and Capto America (Cardiac Surgery).
- Listened attentively to client feedback and worked with product development team to introduce revolutionary service expected to generate increasing 300% in revenues.
- communicated with more than 50 hospitals in Tehran and other city.
- had offer of partnership by the respective CEO as a professional and creative force.
- Achieved maximum sales rate for 10 months .
- Set up contracts, negotiated rates and hammered out service terms.
- Visited customer locations to determine needs, set up contracts and provide training.
- Organized company files and creating support system to decrease workload and increase productivity of account managers.

Emergency Medical Technician, 2003 to 2005

Social Security Organization-Tehran, Iran.

- Obtained a patient's history, found the center for referrals and resolved the problem of non-accepting emergency patients in unrelated or private centers at the expense of the patient's services and transferred them to social housing centers, and, finally, reduced costs and saved golden time of patient curative.
- Connected and related with a variety of emergencies center and hospitals , identified of health centers based on the type of specialization, involved with the referral system of patients, especially emergency patients, and made strength relation with doctors and health centers.
- Achieved 80% bed capacity for admission of patients.
- Prepared and recommended long-range plans for the development of the department.
- Brought department into compliance with Collective Bargaining Agreement provisions.

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Education

MA,Entrepreneurship,2016

Entrepreneurship faculty of Tehran university-Tehran,Iran.

- Due to the expansion of my business and personal interest in production and its scientific knowledge, studying this major would help me to establish small factory for producing disposable cloth , with a capacity of 15,000 patches per month and employment of 10 person.

MBA,2011

Bahar Business School-Tehran,Iran.

- Due to the establishment of my own company and increasing of related work issues, studying MBA led me to classify and improve my experiments. In particular, account courses principles and human resource management had a significant impact on the process of work.

BA,Management of health services,2003

Iran University of Medical Sciences-Tehran,Iran.

- Graduated in A score.
- Trained in all departments of Hospitals and health care systems.

High school Diploma,1999

Thohid-Tehran,Iran.

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Certificates

- Member of committee at Medical Equipment Union.
- Technical supervisor at Iran Medical device organization.
- Board of Commission on Trade Facilitation and Export Promotion of the Tehran Junior Chamber of Commerce.

Language

- Persian
- English
- Deutsch (lernen)