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**Permanent Address:**

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## **Objective**

To obtain a position involving engagement in business management consultancy

## **Education**

- ✓ **Master's degree in Business Administration: IT/IS**, 2017-2020  
Payame Noor University Western Tehran Branch, Tehran, Iran
- ✓ **Master's degree in Business Administration: Strategy**, 2016-2018  
Payame Noor University Hamedan Branch, Hamedan, Iran
- ✓ **Bachelor's degree in IT Engineering: Computer Services in Municipality**, 2014-2017  
Applied Science University, Tehran, Iran
- ✓ **Associate of Science degree in IT**, 2012-2014  
Payame Noor University Isfahan Branch
- ✓ **Bachelor's degree in Business Management**, 2005-2009  
Sheikh Bahaei University, Baharestan, Isfahan, Iran
- ✓ **Associate of Science degree in Mathematical Sciences and Russian Language**, 2002-2003  
Taras Shevchenko National University of Kyiv, Kyiv, Ukraine

## **Short-Term Training Courses Completed**

- ✓ **Project Management**, 2018-2019  
Azad Borhan Institute of Higher Education
- ✓ **Seminar on Targeted Marketing**, 2014  
Awarded a certificate by Republican Presidential Institution
- ✓ **MBA**, 2010-2011  
Fanavaran Hakim Khalij Fars Freelance Institut of Higher Education
- ✓ **MBA**, 2010-2011  
Iranian House of Industries and Mines
- ✓ **Conference on Five Transition Steps in e-Trade**, 2007  
Shekh Bahaei University

## **Publications**

### **Books in Writing**

- Ahmadi Esfahani, Arash. (2020). *Application of Industry 4, a Step towards Success*.
- Ahmadi Esfahani, Arash. (2020). *Applications of data mining*.
- Ahmadi Esfahani, Arash. (2020). *Supply Chain Management in Industry 4*.

### **Books (To enquire, please log on to: <http://nlai.ir>):**

- Ahmadi Esfahani, Arash. (2020). *The Role of Strategic Entrepreneurship and Social Capitals on Sustainable Supply Chain and Organizational Performance*. Tehran: Arshadan Publications. (SHABAK: 978-622-251981-0)
- Ahmadi Esfahani, Arash. (2020). *The Emergence of the Fourth Industrial Revolution*. Tehran: Arshadan Publications. (SHABAK: 978-622-275183-8)
- Ahmadi Esfahani, Arash. (2020). *The Impact of electronic word of mouth on Acceptability of Mobile Banking with the Mediating Role of the Consumer Participation*. Tehran: Arshadan Publications. (SHABAK: 978-622-275-181-4)
- Ahmadi Esfahani, Arash. (2020). *Business Intelligence & Analytics*. Tehran: Arshadan Publications (SHABAK: 978-622-251836-3)
- Ahmadi Esfahani, Arash. (2020). *Translating Knowledge Management Visions into Strategies*. Tehran: Arshadan Publications. (SHABAK: 978-622-251858-5)

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- Ahmadi Esfahani, Arash. (2020). *The Essence of Expert Systems*. Tehran: Arshadan Publications (SHABAK: 978-622-251466-2)
- Ahmadi Esfahani, Arash. (2020). *Essentials of Strategic Management*. Tehran: Arshadan Publications (SHABAK: 978-622-251465-5)
- Ahmadi Esfahani, Arash. (2020). *The Application of IT to Urban Planning*. Tehran: Arshadan Publications (SHABAK: 978-622-251461-7)
- Ahmadi Esfahani, Arash. (2020). *E-commerce*. Tehran: Arshadan Publications (SHABAK: 978-622-251481-5)
- Ahmadi Esfahani, Arash. (2020). *The Modern Lean Startup*. Tehran: Arshadan Publications (SHABAK: 978-622-251829-5)
- Ahmadi Esfahani, Arash. (2020). *Marketing Research*. Tehran: Arshadan Publications (SHABAK: 978-622-251861-5)
- Ahmadi Esfahani, Arash. (2019). *System Analysis and Design*. Tehran: Arshadan Publications (SHABAK: 978-622-251-317-7)
- Ahmadi Esfahani, Arash. (2018). *A Study of the Impact of Dynamic Capabilities of Intelligence and Business Analysis on Corporate Performance Empowerment*. Tehran: Arshadan Publications (SHABAK: 978-600-995-459-9)
- Ahmadi Esfahani, Arash. (2020). *Project Management*. Karaj: Peydar Publications (SHABAK: 978-600-8720-25-6)

### **Research Papers in Writing**

- Ahmadi Esfahani, Arash. (2020). 'A Study Business Analytics for Strategic Management: Identifying and Assessing Challenges of Armin Beton Construction Company
- Ahmadi Esfahani, Arash. (2020). 'A Study of the Impact of Word of Mouth on the Consumer Participation' and the Mediating Role of Acceptability of Mobile Banking
- Ahmadi Esfahani, Arash. (2020). 'A Study of Knowledge Management Activities and Strategic Planning Capability Development (Case Study: Armin Beton Construction Company)

### **Research Papers Published in Periodicals**

- Ahmadi Esfahani, Arash. (2020). The Impact of the Dynamic Capabilities of Business Intelligence and Business Analysis on Organizational Performance Empowerment. *Science and Specialty Journal for an Approach to Business Management*.
- Ahmadi Esfahani, Arash. (2020). An Analysis of the Role of the Strategic Entrepreneurship and Social Capital on the Sustained Supply Chain Management and Organizational Performance. *Specialty Science Journal on the Approach to Business Management*.
- Ahmadi Esfahani, Arash. (2014). A Study of the E-Services in E-Cities: Capabilities, Merits and Demerits. *Iranian Entrepreneurs Authority Weekly*.
- Ahmadi Esfahani, Arash. (2014). The Role of IT and Communications in Education. *Iranian Entrepreneurs Authority Weekly*.
- Ahmadi Esfahani, Arash. (2014). The Role of IT in Libraries. *Iranian Entrepreneurs Authority Weekly*.
- Ahmadi Esfahani, Arash. (2014). The Role and Study of the Technology Transfer Process. *Iranian Entrepreneurs Authority Weekly*.
- Ahmadi Esfahani, Arash. (2014). A Study of the Role in and Interaction of IT and Entrepreneurship. *Iranian Entrepreneurs Authority Weekly. Dayereh Bulletin*

### **Research Papers Translated and Summarized**

- Ahmadi Esfahani, Arash. (2019). The Decision Support Capabilities in Excel. Armin Beton Yazd Construction Company
- Ahmadi Esfahani, Arash. (2019). A Study and Analysis of the Intelligent Management and Organizational Knowledge in the Self-Sustained Process Management Systems. Armin Beton Yazd Construction Company.

## **Research Papers Presented on Conferences**

To enquire, please log on to: <http://www.civilica.com/p/50293>

- Ahmadi Esfahani, Arash. (2020). A Study of the Impact of Knowledge Management Process on the Development of Small and Medium-Size Company Competitive Strategies. *3<sup>rd</sup> International Conference on Interdisciplinary Studies in Management and Engineering*.
- Ahmadi Esfahani, Arash. (2020). Application of Knowledge Management Systems: An Analysis of the Strategies Used by Armin Beton Yazd Construction Company. *3<sup>rd</sup> International Conference on Interdisciplinary Studies in Management and Engineering*.
- Ahmadi Esfahani, Arash. (2020). An Analysis of the Impact of Knowledge Management Capabilities and Organizational Risk Acceptance on the Innovation of Business Model. *Conference on Industries, Economy, and Management, Istanbul, Turkey*.
- Ahmadi Esfahani, Arash. (2020). An Analysis of the Role of the Strategic Entrepreneurship and Social Capital on the Sustained Supply Chain Management and Organizational Performance. *International Conference on the Quantitative Models and Techniques in Management*.
- Ahmadi Esfahani, Arash. (2020). The Impact of Environmental Disorder and Strategic Orientation on the Sustainable Supply Chain and the Moderating Role of Sustained Process. *2<sup>nd</sup> International Conference on the Recent Achievements of Industrial Management and Engineering*.
- Ahmadi Esfahani, Arash. (2020). A Qualitative Analysis of Strategic Planning for the Supply Chain in View of the Critical Developments. *2<sup>nd</sup> International Conference on the Recent Achievements in Industries Management and Engineering*.
- Ahmadi Esfahani, Arash. (2020). A Study and Analysis of the Role of Business Intelligence in Using Information Systems. *2<sup>nd</sup> International Conference on Management, Global Commerce, Economy, Finance, and Social Sciences. 3<sup>rd</sup> International Conference on Modern Tricks in Management, Accounting, Economy, and Banking Using an Approach to Business Development*.
- Ahmadi Esfahani, Arash. (2020). An Analysis of the Role of the Marketing Services Design for Armin Beton Yazd Construction Company. *Conference on Industrial Engineering, Economy, and Management in Istanbul, Turkey*.
- Ahmadi Esfahani, Arash. (2020). The Relation between the Organizational Citizenship Behavior and Entrepreneurship Orientation. *2<sup>nd</sup> International Conference on Management, Global Commerce, Economy, and Social Sciences. 3<sup>rd</sup> International Conference on Modern Tricks in Management, Accounting, Economy, and Banking Using an Approach to Business Development*.
- Ahmadi Esfahani, Arash. (2020). A Qualitative Analysis of the Sustainable Supply Chain Strategies at Armin Beton Yazd Construction Company. *2<sup>nd</sup> International Conference on the Recent Achievements in Industrial Management and Engineering*.
- Ahmadi Esfahani, Arash. (2020). A Study of the Role of Strategic Intelligence in Strategic Intelligence. *1<sup>st</sup> International Conference and 2<sup>nd</sup> National Conference on Management, Ethics, and Business*.
- Ahmadi Esfahani, Arash. (2020). Interaction of Strategic Orientations in Developing Intelligent Solutions. *1<sup>st</sup> International Conference and 2<sup>nd</sup> National Conference on Management, Ethics, and Business*.
- Ahmadi Esfahani, Arash. (2019). A Study and Survey of the Impact of the Competitive Intelligence Drivers on the Company Performance with the Mediating Role of Customer Satisfaction. *3<sup>rd</sup> International Conference on the Recent Achievements in Industrial Management and Engineering*.
- Ahmadi Esfahani, Arash. (2019). Supply Chain Management Driving Factors and Their Role in Organizational Performance with Emphasis on the Green Approach. *3<sup>rd</sup> International Conference on the Management of Finance, Commerce, Banking, Economy, and Accounting*.
- Ahmadi Esfahani, Arash. (2019). A Study of the Impact of the Competitive Intelligence Driving Factors on the Company Performance with the Mediating Role of Customer Satisfaction. *International Conference on IT, Computer and Communications*.
- Ahmadi Esfahani, Arash. (2019). Driving Factors in Supply Chain Management and Their Role in Organizational Performance with Emphasis on the Green Approach. *International Conference on IT, Computer and Communications*.
- Ahmadi Esfahani, Arash. (2019). The Role of Corporate Entrepreneurship in the Intra-Organizational Innovational Performance with Emphasis on Business Intelligence. *2<sup>nd</sup> National Conference on Fundamental Research into Management and Accounting*.

- Ahmadi Esfahani, Arash. (2019). A Study of the Role of Strategic Entrepreneurship in the Corporate Performance with Emphasis on Business Intelligence. *2<sup>nd</sup> National Conference on Fundamental Research into Management and Accounting*.
- Ahmadi Esfahani, Arash. (2019). An Analysis of the Role of the Strategic Entrepreneurship and Social Capital in the Sustainable Supply Chain and Organizational Performance. *3<sup>rd</sup> Science Conference on Modern Achievements in the Studies of Management, Accounting, and Economy in Iran*.
- Ahmadi Esfahani, Arash. (2019). A Study of the Role of the Capabilities of Strategic Thinking in Intelligent Organizations. *3<sup>rd</sup> Science Conference on the Modern Achievements in the Studies of Management, Accounting, and Economy in Iran*.
- Ahmadi Esfahani, Arash. (2019). A Qualitative Analysis of the Sustainable Supply Chain Management in Armin Beton Yazd Construction Company. *3<sup>rd</sup> Science Conference on the Modern Achievement in the Studies of the Management, Accounting, and Economy in Iran*.
- Ahmadi Esfahani, Arash. (2019). An Analytic Study of the Knowledge Management Infrastructures and Organizational Intelligence. *3<sup>rd</sup> Science Conference on the Modern Achievements in the Studies of Management, Accounting, and Economy in Iran*.
- Ahmadi Esfahani, Arash. (2019). Recognition and Qualitative Study of the Role of Factors Involved in Intelligence and Business Analysis. *2<sup>nd</sup> National Conference on Novel Concepts in Business Management*.
- Ahmadi Esfahani, Arash. (2018). The Role of Creativity and Project Management in the Improvement of the Armin Beton Yazd Construction Company Projects. *4<sup>th</sup> International Conference on Management, Entrepreneurship, and Economic Development*.
- Ahmadi Esfahani, Arash. (2018). A Study of the Managerial Uses of Business Intelligence in Organizations. *4<sup>th</sup> International Conference on Management, Entrepreneurship and Economic Development with Emphasis on Entrepreneurial Value and Resistance Economy*.
- Ahmadi Esfahani, Arash. (2018). The Process of Acquiring Value from Business Intelligence. *1<sup>st</sup> International Conference on the Novel Approaches to Business Management and Accounting with Emphasis on Entrepreneurial Value and Resistance Economy*.
- Ahmadi Esfahani, Arash. (2018). The Impact of the Capacity for Business Intelligence, Network Learning, and Innovation on Organizational Performance. *1<sup>st</sup> International Conference on the Novel Approaches to Business Management and Accounting with Emphasis on Entrepreneurial Value and Resistance Economy*.
- Ahmadi Esfahani, Arash. (2018). Integration of Business Intelligence and Human Resources Planning Systems. *1<sup>st</sup> International Conference on the Novel Approaches to Business Management and Accounting with Emphasis on Entrepreneurial Value and Resistance Economy*.
- Ahmadi Esfahani, Arash. (2018). Key Success Factors for Integrated Stability in Managerial Measures on the IT Companies Project. *2<sup>nd</sup> International Conference on Electrical Engineering, Computer Sciences and IT. 5<sup>th</sup> National Conference on Applied Research in Management and Accounting*.
- Ahmadi Esfahani, Arash. (2017). The Impact of Marketing Communication on the Financial Condition of Mobarakeh Steel Company, Esfahan. *3<sup>rd</sup> International Conference on Management and Entrepreneurship*.
- Ahmadi Esfahani, Arash. (2017). Product Distribution Strategies: Who is targeted and how? *3<sup>rd</sup> International Conference on Management and Entrepreneurship*.
- Ahmadi Esfahani, Arash. (2017). IT, Empowerment of Strategic Entrepreneurship in Iran. *Armin Beton Yazd Construction Company*.
- Ahmadi Esfahani, Arash. (2017). A Study of the Synergy of IT and Entrepreneurship in Organizations and Industries. *5<sup>th</sup> National Conference on Management and Entrepreneurship*.
- Ahmadi Esfahani, Arash. (2013). A Study and Recognition of the Reasons for the Failure and Success of the Online Entrepreneurial Businesses. *Reference Weekly for Iranian Entrepreneurs. 7<sup>th</sup> Conference on the Research Week at Payame Noor University, Esfahan Province*.

### **Research Projects & Theses**

- ✓ Ahmadi Esfahani, Arash. (2020). MBA's degree project **An Analysis of the Role of Strategic Entrepreneurship and Social Capital in the Sustained Supply Chain Management and Organizational Performance**. Payame Noor University.
- ✓ Ahmadi Esfahani, Arash. (2016). Bachelor's degree project in IT Engineering **A Study of Cloud Computing in Electronic City and Municipality**. University of Applied Science and Technology.
- ✓ Ahmadi Esfahani, Arash. (2008). A BBA's degree project **A Study of the Role of Risk Management in IT systems**. Sheikh Bahaei University.

## **Experience**

- **Construction Project Manager, 2018-2019**  
**Armin Beton Yazd Construction Company**  
Managed construction projects
- **Consultant and Researcher for Business Intelligence, 2018-2019 (4 months)**  
**Armin Beton Yazd Construction Company**  
Provided advice and did research on construction
- **Managerial Consultant and Researcher, 2018-Present**  
**Organizational Intelligence Consultants Team**  
Provided advice and did research on management
- **Construction Project Manager, 2016-2018**  
**Armin Beton Yazd Construction Company**  
Managed construction projects
- **Strategic Planning Consultant, 2015-2016**  
**Armin Beton Yazd Construction Company**  
Provided advice on strategic planning
- **Managing Director, 2010-2012**  
**Alvand Sepahan Consultants Company**  
Directed the Company processes and operations
- **Construction Project Manager, 2009- 2015**  
**Armin Beton Yazd Construction Company**  
Managed construction projects
- **Construction Project Manager, 2006-2009**  
**Armin Beton Yazd Construction Company**  
Managed construction projects

## **NGO Membership**

- Real Member of the Iranian Industries Guild Association, 2020-2021
- Real Member of the Iranian Management Association, 2014-2019
- Real Member of Committees for Training, Market Development, and IT, Iranian Managerial Consultation Association, 2012-2014
- Legal Member of the Committee for Information Security, Computer Guild System Organization Network, Esfahan Province, 2010-2012

## **Honors**

Voted nationally **Second** and awarded approval for his paper titled **A Study of the Role and Interaction of IT and Entrepreneurship** by University of Isfahan, 2014

## **Scientific and Qualification Certificates**

- **Armin Beton Yazd Construction Company, 2020**
- **Armin Beton Sepahan Company, 2019**

## **License Awarded**

**Executive Editor and Senior Editor** for the Authoritative Scientific Journal of Iranian Entrepreneurs, by Payame Noor University, Esfahan Province, 2014

## **Skills & Interests**

Listening to music, swimming, hiking, reading field-related literature

## **References**

**Dr. Mostafa Emadzadeh**, Faculty Member of Sheilh Bahaei University  
emadzadeh@shbu.ac.ir

**Dr. Ahmad Reza Akhavan Sarraf**, Faculty Member of Sheilh Bahaei University  
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