

# Navid Mollaei

## Curriculum Vitae

### Personal Details

**Nationality:** Iranian **Date of Birth:** 22 September 1983  
**Gender:** Male **Marital Status:** Married (no children)  
**Military Service:** Exemption  
**Postal Address:** Unit 7, No. 3, 17<sup>th</sup> St, Ashrafi Esfehane Blvd, Poonak, Tehran, Iran.  
**Mobile Number:** (+98) 9119113467 **Email:** [mollaei.navid@gmail.com](mailto:mollaei.navid@gmail.com)

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### Education Status

**Master of Business Administration (MBA)** - Concentration in Strategy  
Tehran, Iran, 2010

- **MBA Thesis:**  
Designing an optimum model on petrochemical holdings in Iran based on strategic management models (19.5/20)

**Bachelor of Science in Petroleum Engineering** - Concentration in Production Engineering  
Ahwaz, Iran, 2007

- **B. Sc. Thesis:**  
Design and Build of Electrostatic Separator in Oil Industries (20/20)
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### Work Experience

Sep. 2013 - Present **University of Applied Science and Technology** (Tehran, Iran) - **Lecturer**  
Different courses for Business administration, Management & Insurance student

Oct. 2012 - Present **Rayan Marketing Co.** (Tehran, Iran) **Co-Founder & Chairman**  
Designing and implementing digital mass media marketing campaigns

Nov. 2010 - Present **First Eurasia E-commerce Co.** (Tehran, Iran) **Co-Founder & Chairman**  
Proposing the first Iranian trust seal and a solid basis for a B2B

Jan. 2010 - Present **SEPTA Co.** (Tehran, Iran) **Chief Commercial Officer**  
Marketing plans and strategies, sales management and sales negotiations

Sep. 2009 - Nov. 2009 **THE ONE Co.** (Tehran, Iran) **Marketing Strategy Consultant**  
Marketing plans and sales strategies

Feb. 2009 - Apr. 2009 **Mahan 1-Year MBA** (Tehran, Iran) **General Director Consultant**  
General consulting, hiring, development strategies

Nov. 2008 - Jan. 2009 **Persia Media Co.** (Tehran, Iran) **Strategy Consultant**  
Project based plans, marketing plans, and sales strategies

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### Teaching & Tutoring Experience

Fall. 2012 to Present Lecturer in **Sales, CRM and Entrepreneurship** course for EMBA and BA students, Tehran Institute of Technology

Winter 2008 - Present Lecturer in Microeconomics, Mathematics, Specialized English for Marketing and **MBA**, Fundamentals of Human Resources Management, Management theories, Managerial Economics, Strategic Management and so on for **M. A.** degree candidates

Fall. 2007 to Present **GMAT** (Graduate Management Admission Test) for **MBA** and **Ph.D.** candidates.

## **Teaching Assistantships:**

Spring 2007

Teaching assistant of Professor Dr. A. M. Tehranchian in Mathematics, spring semester, faculty of economics, Mazandaran University

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## **Research Activities**

### **A. Research Interests and University Seminars**

- Benchmarking (definition, different types of benchmarking and their effects and specifications).
- Evidence Based Management (different aspects of EBM, its concept and specifications)
- The Ethical Dimension of Project Management (Ethics theories and code of conduct for Project management)
- A Postmodern View on Strategic HRM (linking the concept of strategy to Human Resource Management)
- Evaluating the Main Policies and Implications on After-Sales Services (the role and importance of after-sales services in car producers)
- World Trade Organization as Symbol of Globalization (the principles of WTO and Globalization effect on Iran Economy)
- Shell Strategies, the 1<sup>st</sup> ranked in Fortune Ranking 2009 (introducing Shell co., its values, responsibilities and strategies)

### **B. Selected Projects**

- Marketing and strategy plan project for Saipa Diesel Co. at Persia Media Co.
  - Developing software specifications for planning, executing and evaluating digital marketing campaigns and designing CRM, named PayamGostar at Septa Co.
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## **Publications:**

- **Public Administration** (English for Public Administrators) - Simia publication, *Tehran, Iran* (2013)
- **Specialized English for Marketing & MBA Student** - Specialized English for Management, Simia publication, *Tehran, Iran*. (2012)
- **M.B.A Admission Test Book**, Specialized and General English comprehensive answers, Modarresan -e- Sharif institute publication, *Tehran, Iran*. (2008)
- **Post Modernism** by J. Budrillard, Edition for Rasesh publication, *Ahwaz, Iran*. (2006)

## **Conference Papers Publication, Selected Abstracts and Presentations:**

- *Parenting Style for Petrochemical Holdings: Evidence from Iranian Petrochemical Holding Companies*; accepted at spring Conference of University of Riverside, *Los Angles, USA*.(2011)
- *E-commerce Adoption Impediments in Iran: The Strategic Role of Firms in EC Deployment*; accepted at the ICEBMM 2011: International Conference on Economics, Business Management and Marketing, *Paris, France*. (2011)
- *Organizational Ethics Modelling Based on Ethical Practice in Public Life: A Benchmark Approach*; accepted at 2<sup>nd</sup> Global Conference: Ethics and Public Life, *Salzburg, Austria*.(2010)
- *Global Warming; Consequences on Human Activities & Water Resources*; published at International Meeting on Health and Environment (IMHE), *Rome, Italy*. (2009)
- *New Policy for Reduction of GHG Emission in Developing Countries: Feasibility Study on Application of Biofuels and Their Environmental Performance*; published at 6<sup>th</sup> International Conference on Innovation and Management (ICIM), *São Paulo, Brazil*. (2009)
- *Developing a Benchmark Approach to a Successful Change in Firms Strategies*; presented and published at IAMB international conference, *Istanbul, Turkey*. (2009)

- *Promotion of Upward Safe Behaviour, An Essential Step in Successful Implementation of HSE Culture*; presented and published at IASK international conference (Global Management), Seville, Spain. (2009)
- *New Method for Effective Benchmarking in Health, Safety & Environmental Management*; accepted at Environment seminar, Abu Dhabi, United Arab Emirates. (2009)
- *Conforming Benchmarking to Project Management*; presented and published at 5<sup>th</sup> International Conference on Innovation and Management, Maastricht, Netherlands. (2008)
- *Successful Project Management*; presented and published at 1<sup>st</sup> HSE Engineering National Student Conference, Abadan, Iran. (2006)

## **Journal Papers:**

- **Mollaee, N., & Ashrafi, V.** (2013). Evidence-based management vantage point, *Journal of Management Value & Ethics* (ISSN 2249-9512), Vol. 3, No. 3, pp. 5-22.
- **Mollaee, N., Kandi, M., & Damroudi, M.** (2013). Development in BSC Strategy: A Benchmark Approach, *Journal of Forum Scientiae Oeconomia* (ISSN 2300-5947), Vol. 1, No. 1, pp. 112-126.

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## **Professional Affiliations and Memberships**

### **A. Keynote Speech**

- **Keynote Speaker**, 1<sup>st</sup> International Conference on Mobile Computing, E-commerce and Information Security System (ICMCEISS 2013), **Singapore**.
- **Keynote Speaker**, GLAFAD-International Conference on Good Governance, Conflict Resolution, Decentralisation and Socio-economic Development, Johannesburg, **South Africa**.
- **Keynote Speaker**, International Conference on Leadership, Good Governance and Globalization (LEADGOV13), Abuja, **Nigeria**.
- **Keynote Speaker**, 5<sup>th</sup> International Conference on Information Technology and Business intelligence (ICITBM), Jaypee University of Engineering & Technology, Guna, **India**.
- **Keynote Speaker**, International Conference Logos Universality Mentality Education Novelty (LUMEN 2014), Iasi, **Romania**.

### **B. Conference**

- **Technical Committee Member**, International Conference on e-Education, e-Business and Information Management (ICEE 2014), Shanghai, **China**.
- **Technical Program Committee**, International Bio-metrics & Smart Government Conference (IBMSGs 2014), Dubai, **UAE**.
- **International Committee Member**, International Conference on Decision Sciences and Management (ICDSM 2014), Istanbul, **Turkey**.
- **Editorial Board Member**, International Conference of Materials, Methods and Technologies (MMT 2014), Burgas, **Bulgaria**.
- **Session Chair**, International International Conference on Industrial Engineering and Operations Management (2014 IEOM), Bali, **Indonesia**.
- **Technical Committee Member & Reviewer**, International Conference on Composite Materials & Renewable Energy Applications (ICCMREA 2014), Sousse, **Tunisia**.
- **Reviewer**, 2013 National Communication Association Annual Convention, Association for Business Communication, Washington, D.C., **USA**.
- **Technical Committee Member & Reviewer**, 3<sup>rd</sup> International Conference on Information Communication and Management (ICICM 2013), Paris, **France**.
- **Reviewer**, 2013 Annual Meeting of the Society for Business Ethics (SBE 2013), Florida, **USA**.
- **Reviewer**, User Experience Design Conference (UX Australia 2013), Melbourne, **Australia**.
- **Technical Committee Member & Reviewer**, IEEE Conference on e-Learning, e-Management and e-Services (IC3e 2013), Sarawak, **Malaysia**.

- **Technical Committee Member & Reviewer**, *3<sup>rd</sup> International Conference on Human Resource Management Professional Development for the Digital Age (HRM&PD 2013)*, Singapore.
- **Technical Committee Member & Reviewer**, *5<sup>th</sup> IEEE International Conference on Computational Intelligence, Communication systems and networks (CICSyN 2013)*, Madrid, **Spain**.
- **International Committee Member**, *International Conference on E-Business and E-Education (ICEE 2013)*, Shanghai, **China**.
- **Editorial Review Board Member & Reviewer**, *International Conference on European Integration - New Challenges (EINCO 2013)*, University of Oradea, Bihor, **Romania**.
- **Technical Committee Member & Reviewer**, *IEEE Symposium on Humanities, Science & Engineering Research (SHUSER 2013)*, Penang, **Malaysia**.
- **International Committee Member**, *International Symposium on Management and Social Science 2013 (ISMSS 2013)*, Beijing, **China**.
- **Scientific Committee Member**, *International Conference Tradition and reform, 2nd edition, Social reconstruction of Europe*, Bucharest, **Romania**.
- **International Committee Member & Reviewer**, *the second International Conference on E-Learning and E-Technologies in Education (ICEEE 2013)*, Technical University of Lodz, **Poland**.
- **International Committee Member**, *International Conference on Decision Sciences and Management (ICDSM 2013)*, Bangalore, **India**.
- **International Committee Member**, *International Symposium on Business, Banking, Marketing and Economy (ISBBME 2013)*, Taipei, **Taiwan**.
- **International Scientific Committee Member & Reviewer**, *International Conference Logos Universality Mentality Education Novelty (LUMEN 2013)*, Petre Andrei University of Iasi, **Romania**.
- **International Committee Member**, *International Conference on Information, Business and Education Technology (ICIBET 2013)*, Beijing, **China**.
- **Technical Committee Member & Reviewer**, *IEEE Symposium on Business, Engineering & Industrial Applications (ISBEIA 2013)*, Kuching, **Malaysia**.
- **Program Committee Member & Reviewer**, *International Conference on E-Technologies and Business on the Web (EBW 2013)*, University of the Thai Chamber of Commerce, Bangkok, **Thailand**.
- **Program Committee Member**, *International Conference on e-Education, e-Business and Information Management (ICEBIM 2013)*, Beijing, **China**.
- **Program Committee Member & Reviewer**, *IEEE AFRICON - Sustainable Engineering For A Better Future (AFRICON 2013)*, Mauritius.
- **Technical Committee Member**, *International Workshop on Smart Grids and Electrical Engineering (SGEE 2013)*, Beijing, **China**.
- **Reviewer**, *Colloquium of Administrative Science and Technology (CoAST 2013)*, Kuching, **Malaysia**.
- **Academic Committee & Review Board Member**, *Paris International Congress of Humanities and Social Sciences Research 2012*, Paris, **France**.
- **Technical Committee Member**, *Proceedings of the National Conference on Information Technology and Computer Science (CITCS 2012)*, Lanzhou, **China**.
- **Scientific Committee Member**, *IASK International Conference (GM 2010)*, Oviedo, **Spain**.
- **Chairperson**, Marketing Management session, *International Academy of Management and Business (IAMB- Fall 2009) conference*, Istanbul, **Turkey**.

### C. Journals

- **Review Board**, *American Journal of Industrial and Business Management*, ISSN Print: 2164-5167, **USA**.
- **Reviewer**, *Journal of Management Development*, ISSN: 0262-1711, Emerald Group Publishing Limited, **United Kingdom**.
- **Scientific Council**, *Quarterly Scientific Journal of Forum Scientiae Oeconomia*, ISSN: 2300-5947, Academy of Business in Dąbrowa Górnicza, **Poland**.
- **Editorial Board**, *International Journal of Business and Management Study*, **USA**.
- **Editorial Board**, *International Journal of Social Science and Human Behavior Study*, **USA**.
- **Editorial Board**, *International Journal of Multidisciplinary Education Research*, **USA**.
- **Editorial Board**, *IJMRS's International Journal of Engineering Sciences*, ISSN: 2277-9698, **India**.

- **Reviewer**, *Journal of Virtual Worlds Research*, ISSN: 1941-8477, **USA**.
- **Reviewer**, *Quarterly Journal of Research in Electronic Commerce Frontiers (RECF)*, ISSN Print: 2330-1821 **USA**.
- **Editorial Board**, *International Journal of Engineering Sciences Paradigms and Researches (IJESPR)*, ISSN: 2319-6564, **India**.
- **Guest Reviewer**, *iBusiness quarterly journal*, ISSN Print: 2150-4075, **USA**.
- **Guest Reviewer**, *Journal of Human Resource and, Sustainability Studies*, Scientific Research Pub., **USA**.
- **Guest Reviewer**, *Open Journal of Leadership*, ISSN Print: 2167-7743, **USA**.
- **Guest Reviewer**, *Journal of Smart Grid and Renewable Energy*, ISSN Print: 2151-4844, **USA**.
- **Guest Reviewer**, *Journal of Technology and Investment*, ISSN Print: 2150-4059, **USA**.

#### **D. Others**

- **Expert Reviewer**, CRDF Global - an organization for international scientific and technical collaboration, Arlington, Virginia, USA.
- **International Board Advisory & Scientific Consultant**, Lumen Research Centre in Social and Humanistic Sciences, Iasi, Romania.
- **Research Agency member / member** of the Conference Master Resources, Selangor, Malaysia.
- **Member**, Scientific and Technical Committee and Editorial Review Board on Humanities and Social Sciences - World Academy of Science, Engineering & Technology (WASET).
- **Founder & Head**, MBA scientific council, University of Science and Culture, Iran.
- **Member**, International Association of Iranian Managers.
- **Member**, Strategic Management Society (SMS).
- **Member**, Society of Petroleum Engineers (SPE).
- **Member**, IRSPRC Society - Iranian Society for Protecting the Rights of Children.
- **Member**, MAHAK Charity Organization - Society to Support Children from Cancer.
- **Editorial Board Member**, university magazines and journals such as *Dr. Oil, Sho'le, Rouyesh, Vajeh, Ghalam* (Petroleum University of technology).
- **Head**, students' council at Petroleum University of Technology, Abadan, for 15 months.
- **Member**, Abadan Institute of Technology (AIT) alumni association.

#### **Honors and Awards**

- Awarded the Scholarship for B.Sc. degree in Petroleum Engineering and financial support by National Iranian Oil Company (NIOC).
- Awarded a 15days trip with the most talented students and best professors of Iranian universities, Mecca, Saudi Arabia.

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**Language Proficiency:** **Persian** (Native), **English** (Speaker and Lecturer), **French** (Basic)

**Computer Literacy:** Operating Systems: DOS, Windows 95/98/2000/ME/XP/Vista/Seven/8  
Software Packages: MS Office, MS Visio, Microsoft Project, LINDO, LINGO.

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**References:** Available upon request.