



Alireza Rezaei

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SUMMARY

- Profile: Male , 34 , Single
- Nationality:
- Current Location: Iran, Tehran
- Current Position: Procurement Expert
- Company: Fakoor Sanat Tehran
- Military Service: Completed
- Salary expectation: Not Specified

WORK EXPERIENCE



Fakoor Sanat Tehran
📍 Iran, Tehran

📁 Procurement Expert

📅 Sep 2023 - Now

As a Procurement Expert, I bring a highly professional and detail-oriented approach to managing complex procurement processes, ensuring adherence to ethical standards and maximizing value for the organization. My responsibilities encompass a full project lifecycle from bid evaluation to contract execution and ongoing performance monitoring:

Strategic Sourcing & Bid Management: I possess extensive experience in conducting bids within approved frameworks, always maintaining the utmost confidentiality and adhering to strict ethical guidelines. My analytical skills enable me to thoroughly evaluate proposals, negotiate favorable terms, and select vendors who align with project requirements and budgetary constraints.

Contract Development & Negotiation: After successful bid selection, I expertly draft comprehensive contracts, collaborating closely with cross-functional teams (legal, engineering, finance) and vendors to establish clear terms and conditions. I am adept at fostering win-win agreements that mitigate risk and lay a solid foundation for successful partnerships.

Project Monitoring & Control: I diligently monitor project progress against contractual obligations, ensuring timely delivery, adherence to quality standards, and budget compliance. My proactive approach allows me to identify and address potential deviations early on, minimizing risks and achieving project objectives.

My commitment to transparency, strong negotiation skills, and meticulous attention to detail make me a valuable asset in driving successful procurement outcomes and fostering mutually beneficial relationships with vendors.



**Oil Turbo Compressor
Equipment**

📁 Project Manager

📅 Sep 2022 - Sep 2023



Iran, Tehran

As Project Manager for the Eslam Abad Gharb Methanol Plant Compressor Package, I ensured the successful execution of this critical project component. This involved overseeing the collaboration with a leading international technology partner for the design and fabrication of two compressors and a steam turbine. My responsibilities encompassed:

Technical Coordination: I served as the primary liaison between our internal engineering team and the foreign partner, resolving technical issues, and facilitating seamless communication to maintain project momentum.

Project Planning & Execution: I diligently monitored the project schedule, ensuring adherence to deadlines and proactive identification of potential roadblocks. My focus on timely execution contributed to keeping the project on track.

This experience has strengthened my abilities in international collaboration, technical project management, and stakeholder communication within the demanding environment of industrial plant construction.



Oil Turbo Compressor Equipment
Iran, Tehran

Project Manager

Oct 2022 - Sep 2023

As Project Manager for the Badr-e Shargh N2 Start-up Compressor, I spearheaded the successful joint manufacturing and delivery of this critical equipment for the Badr-e Shargh Methanol Plant in Chabahar. This project, adhering to stringent API 617 standards, required meticulous coordination and a solutions-oriented approach. My key responsibilities included:

Cross-Functional Collaboration: I facilitated effective communication and collaboration between the engineering teams of our company and the joint venture partner, ensuring alignment on technical specifications, manufacturing processes, and project timelines.

Client Relationship Management: I served as the primary point of contact for the client, proactively addressing technical and commercial queries, and ensuring their requirements were met throughout the project lifecycle. My strong communication and negotiation skills were essential in maintaining a positive and productive relationship.

This experience has significantly enhanced my expertise in managing complex international collaborations, navigating technical challenges within the oil and gas industry, and delivering high-value equipment while exceeding client expectations.



Oil Turbo Compressor Equipment
Iran, Tehran

Project Manager

Jun 2021 - Sep 2023

As Project Manager at OTCE, I successfully led the complete execution of the Air Package for the Gol-Gohar Hot Rolling & Steel Making project. This encompassed all phases, from initial procurement and engineering design to final manufacturing, delivery, and project closure. The comprehensive package included:

* Integrally Geared Compressors

- * Screw Compressor
- * Air Dryers
- * Air Filters
- * Air Receivers
- * Unit Control Panel (managing the entire plant)


My responsibilities spanned the entire project lifecycle, ensuring on-time and on-budget delivery while adhering to stringent quality standards. I effectively coordinated internal teams, managed external vendors, and maintained consistent communication with the client to ensure project success.

The project has been fully completed, with all equipment successfully delivered and commissioned at the Srijan site. This successful execution underscores my expertise in managing large-scale industrial projects, overseeing complex supply chains, and delivering high-value solutions within demanding timelines within the steel manufacturing sector.



**Oil Turbo Compressor
Equipment**
Iran, Tehran

 Sales Engineer

 Jan 2020 - Sep 2022

As a Sales Engineer specializing in Integrally Geared Compressors and Air Packages, I play a key role in driving revenue growth by developing compelling proposals and managing the sales process from initial inquiry to contract closure. My responsibilities include:

Technical & Commercial Proposal Development: I possess a strong understanding of compressor technology and air system design, enabling me to analyze client requirements (Material Requisitions) and translate them into comprehensive technical and commercial proposals. I am adept at clearly articulating value propositions, highlighting product benefits, and crafting competitive pricing strategies.

Cross-Functional Collaboration & Communication: I excel at collaborating with internal stakeholders across various departments, including engineering, finance, legal, and operations, to ensure seamless proposal development, accurate costing, and timely delivery of client solutions. My strong communication skills facilitate effective information flow and alignment among teams.


Client Relationship Management: I actively participate in client meetings (TCL meetings) to present proposals, address technical queries, and understand client needs. I am skilled at building rapport, identifying opportunities, and navigating negotiations to secure mutually beneficial agreements.

My technical proficiency, coupled with my strong communication and interpersonal skills, enables me to effectively manage the sales process and contribute to achieving organizational sales targets.



Hormozan Darya Peyma
Iran, Tehran

 Marine Engineer

 Jun 2017 - Jan 2020

A. Wreck Removal Project in Arvand river:

Served as Inspector and Consultant, ensuring the safe and compliant removal of thirty-nine wrecked vessels from the Arvand River. Responsibilities included designing operational procedures and monitoring compliance with national and international maritime safety and environmental standards.

B. Wreck Removal Project in Khor Musa:

Served as Inspector and Consultant for the removal of seven wartime wrecks from Iranian waters, one of the largest projects of its kind globally. Ensured operational safety and compliance with international maritime and environmental standards.



Imam Hossein University
Iran, Tehran

CFD Code Developer

Jan 2017 - Aug 2017

RELAP5 (Reactor Excursion and Leak Analysis Program) Code Analyzer for MASNA:

Contributed as a Freelance Code Developer, analyzing existing code and developing new code based on advancements in computational models. Project was unfortunately halted in early phases due to financial constraints.



Imam Hossein University
Iran, Tehran

CFD Code Developer

Jan 2015 - May 2016

Computational Fluid Dynamic Code Developer as Militarily Service Project:

1. Navier-Stokes Compressible Flow
2. Navier-Stokes Incompressible Flow
3. Inviscid Compressible Flow
4. Inviscid Incompressible Flow (Panel Method)
5. Structured Grid Generation
6. Matrix Solver Solution
7. Moving Mesh Algorithm (Radial Basis Function Method)
8. C++ programming
9. Fortran programming
10. Python programming

Due to this project, 21 months decrease in military service has given to me instead of wage.

EDUCATION



2012 - 2015 -Engineering (Marine) - Master (MSc/MA)

Iran, Tehran



2008 - 2012 -Engineering (Marine) - Bachelor(BSc/BA)

Iran, Tehran

SKILLS

<i>Planing</i>	Intermediate
<i>Sale New Product</i>	Advanced
<i>Cost Management</i>	Advanced
<i>Negotiation</i>	Advanced
<i>Project Management</i>	Advanced
<i>Communication</i>	Advanced
<i>Building Relations</i>	Advanced

LANGUAGES

- **English** Upper intermediate
- **Persian (Farsi)** Native

ABOUT ME

Highly motivated and results-oriented professional with a proven track record of success across the oil/gas and steel industries. Demonstrated ability to excel in diverse roles, consistently earning praise and rapid career advancement. Possesses excellent communication and interpersonal skills, fostering strong working relationships. Proven capability in effective negotiation, strategic thinking, and algorithmic problem-solving to identify optimal solutions.