



Mohammad Reza Ehsani Motlagh

E-Commerce Manager / Online Marketing Manager / International Trade Manager



Profile

Date of birth: 29.12.1987

Place of birth: Iran

Nationality: Iranian

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Employment History

E-Commerce Manager

At Aazon GmbH. in Neuss - Germany

From October 2019 To now

Outline:

As E-Commerce manager of T&IC GmbH that is owned by Aazon GmbH. T&IC GmbH is active in the field of e-Shopping and online Trading in most important EU and Non-EU markets (Germany, France, Italy, Spain, England, Netherlands, Sweden, Poland, Turkey)

Key responsibilities:

- Managing the Online platforms and the online shop by dealing with all daily operations,
- Controlling all process of e-Shopping (product controlling, selling, customer service, financial statements, etc.),
- Setting strategies and plans to increase the sale's rate and decrease the return's rate,
- Controlling our sale software (JTL) and solve the daily problems,
- Managing the employees who are working as the human resource of T&IC GmbH,
- Managing the available tasks to be done on times and cover by employees,
- Periodic control of performances and feedbacks of all parts of process,
- Weekly and monthly reports of different relative parts of T&IC GmbH to top management team.

Co-Founder & Manager Director At

Simye Beinolmelal Co. in Tehran - Iran

From 2017 To 2019

Outline:

As the co-founder and manager director of S.B. Company which is active in the field of e-commerce and contains some different professional parts such as [Karyabin Group](#), [ISC Department](#), and [Dr-Insta Department](#).

Key responsibilities:

- Designing different necessary plans, such as: business plan, marketing plan, executive plan, and etc. to setting up new businesses and improving our current businesses.
- Controlling and testing how the levels of projects start and be active and reviewing their performance.
- Getting the necessary permissions to conduct legal activities.
- Selecting and recruiting qualified people for each section.
- Holding meetings influencers who have significant impact on projects activity and progress.
- Reviewing and analysis the threats and opportunities in the present and future.

Online Marketing Manager

At [KianTC Co.](#) in Tehran – Iran
From 2015 To 2017

Outline:

As the marketing manager of KianTC Company which is active in the field of cyber services such as designing website & mobile application, digital marketing, and etc.

Key responsibilities:

- Determining strategies and executive plans in order to developing the market and increasing customer.
- Planning advertisement to attract new customers.
- Training human resources in order to improving capabilities and performance.
- Conduct meetings with companies to provide services based on their needs in cyberspace.
- Setting up and signing customer contracts.

Sales Specialist

At [KianTC Co.](#) in Tehran – Iran
From 2014 To 2015

Outline:

As the sales specialist of KianTC Company which is active in the field of cyber services such as website & mobile application designing, CEO services, digital marketing, and

Key responsibilities:

- Creating and developing sales strategies for enhancing business growth.
- Communicating with applicants who want to use the company's services.
- Providing support in troubleshooting and resolving customer issues and concerns.
- Following up on different stages of customer service from order picking up to delivery of requested services.

Project Designer

At [Mofid Educational Institute](#)
From 2012 To 2014

Outline:

As the designer of educational projects in one of the famous and oldest private educational institute called "Mofid" and work there as instructor as well.

Key responsibilities:

- Design of educational projects based on the latest educational standards of the country.
- Combine different educational topics in one project in order to learn the students indirectly.
- Activity as an instructor for teaching students by these projects.



Education

Master's degree of MBA- International Trade

At Anhalt University of Apply Sciences in Bernburg – Germany
2018 – 2021

- Study of general management with an emphasis on International Trade
- Theoretical knowledge in core business fields like Economics, Management, Accounting, Finance, Marketing, Business Law, Statistics, Logistics

- Practical elements such as project management, entrepreneurial management, management game, leadership & management skills
- Emphasis on the development of social, communication, and teamwork competences in an intercultural environment

Bachelor's degree of Philosophy

At School of Philosophy Sciences in Tehran – Iran
2005 – 2011

Diploma of Mathematics & Physics Sciences

At State High School in Tehran – Iran
2002 – 2005



Computer Skills

Digital Marketing

SEO, Social Media Marketing, Google AdWords, Google Analytics.

Website Designing

WordPress, Html, CSS

Microsoft Office

Word, Excel, PowerPoint, Access

Graphic Softwares

Adobe Photoshop, Adobe After Effect



Knowledge of Languages

Persian

As the native language

English

Fluent in 4 skills

Germany

In learning statue (B1)

Arabic

Elementary knowledge (A2)