



# Kian Kiaei

Product Manager | Entrepreneur

Experienced Product Manager with a solid background in driving technology products from idea to launch. My startup journey has sharpened my skills in product strategy, user-centric design, and data-driven insights. Leading cross-functional teams, I've fostered collaboration, innovation, and agile execution. My knack for identifying market gaps and crafting product roadmaps aligns with the Product Manager role. Eager to apply my expertise in product lifecycle management to advance tech companies' goals. My deep understanding of e-businesses and passion for technology fuel my drive. Committed to user satisfaction, I continuously embrace and navigate product challenges. Ready to contribute, innovate, and make a significant impact.

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## WORK EXPERIENCE

### Product Manager

Shabake Dayere Hooshmand Co. (Founder and CEO)

11/2019 - 10/2021

A **software company** that develops SaaS eCommerce platforms, focusing on the food, beverage, and FMCG sectors..

#### Achievements

- Implemented OKR & KPI tool policies and established quarterly and annual plans.
- Analyzed market trends, identifying and capitalizing on new business avenues.
- Developed marketing campaigns, resulting in significant revenue growth.
- Conducted regular team meetings and performance evaluations, providing constructive feedback and mentorship to team members, contributing to a 90% employee retention rate.

### Business Insight Manager

Negaraan Sign Hooshmand Co. (Founder and CEO)

12/2017 - 03/2020

A **software and industrial** company that produced digital sign devices and software for managing and distributing web advertisements.

#### Achievements

- Implemented OKR & KPI tool policies and established quarterly and annual plans.
- Led the reverse engineering of recognized structures to design unique forms.
- Analyzed market trends and formulated risk management strategies.
- Led cross-functional teams, driving successful completion of complex projects.
- Organized regular team workshops and training sessions to enhance team members' skills and knowledge.

### Project Manager and Business Strategy Manager

Negaaran Sign Tejarat Paydar Co. (Founder and CEO)

08/2015 - 11/2018

A **signage system producer** company that **designed and implemented** hospital and airport sign standards, and produced **unique structures** for malls.

#### Achievements

- Managed the business line, resulting in a 270% increase in revenue last year.
- Led strategic initiatives, establishing goals aligned with company objectives.
- Analyzed operational activities, identifying areas for improvement efficiency.
- Implemented a dedicated portal for efficient project management processes, resulting in a 40% reduction in project delivery time and improved client satisfaction.

### Product Designer & Market Development Manager

Shabake Dayereie Tejarat Paydar Co. (Founder and CEO)

09/2012 - 10/2015

A **software company** that developed **educational and health platforms**, aiming to make educational content and medical access **easy and fair for everyone** in the community.

#### Achievements

- developed marketing campaigns leading to substantial revenue growth and adoption by 450 schools and 20,000 students within three months of launch.
- Designed and spearheaded the development of "Dayere Salamat," an AI health platform that provided easy and fair medical access for everyone in the community via the Internet
- Conducted comprehensive market research and identified potential risks in the "Dayere Amoozesh" project. Made strategic decisions to prevent competitors from attacking, underscoring the importance of risk management

## SKILLS

Complex Problem Solving

Decision Making

Strategic Thinking

Negotiation

Critical Thinking

Futuristic Mindset

Management of Personnel Resources

PostgreSQL

Python

Coding Skills

## PERSONAL PROJECTS

Stock Market Data Analyser (05/2023 - Present)

- A project focused on creating a high-speed crawler to efficiently capture and store market data from the Tehran Stock Exchange, with continuous enhancements to include online analytics data indicators.

Event Coordination Bot (03/2022 - 05/2022)

- Developed a Telegram bot to coordinate and manage Events

GPT Conversation Game (12/2022 - 02/2023)

- Initiated a project to create a conversation space game using ChatGPT 3.5 and Oculus technology.

Electric Car FS for Iran (03/2022 - 10/2022)

- A project aimed at assessing the feasibility of implementing electric cars in the country, taking into account the future of the automotive industry and the critical fuel conditions.

Rental Personal Tool (02/2021 - 03/2021)

- A project focused on creating a personal crawler to capture rent data from the Divar service.

## EDUCATION

Master of Business Administration

University of Tehran

08/2021 - 08/2023

BS, Industrial Engineering

Islamic Azad University

09/2005 - 11/2010

## LANGUAGES

English

Professional Working Proficiency