

Laleh Zamani

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Chairwoman at Taban Niroo Co

DBA(Iran) MBA (Australia) and Bachelor of Business Administration in Management (Iran)

Farsi, English, French, Arabic (Basic)

KEY SKILLS

- Export Manager: Recognizing new markets for Taban Niroo Co.
- Managing Director: Development and establishment of FAAB Industries
- General Management: founder and CEO of Alto International Group
- Project Management: IT and process projects (e.g., ERP system), and business development
- Team Management: Financial Control and Human Resources

KEY OBJECTIVES

- Worldwide
- Persian Gulf Environment
- Further Development of Management Skills in an Industrial, Professional Context, Acting with Market's Major Players
- Identify Business Strategies
- Developing Business Plans

EXPERIENCE

Taban Niroo Co

Manufacturing of Composite Insulators

Shiraz, Iran

Export and Development Manager

March 2010-Present

- Developing the new management system for Production and Sales
- Identifying new markets and business strategies
- Negotiations
- Closing Contracts
- Reporting to President
- Managing the sales team
- Defining the new market segments for Taban Niroo products
- Introducing Marketing Strategies

Taban Dorood Pars Industrial Group (TDI Group)

Engineering and Consulting Company

Tehran, Iran

Managing Director

February 2017- Present

- Planning and following up on business according to company strategies
- Negotiations
- Managing all related activities of company

FAAB Industries FZE

Manufacturing of Composite Insulators

Dubai, UAE

Managing Director

FEB 2013- JUNE 2014

- Identifies develops and directs the implementation of business strategies.

- Financial viability and cost structure are regularly analyzed and appropriate measures undertaken to monitor and reduce costs in relation to the Cost/Spending procedures and operations.
- A regular review of the electric competitive environment is made and appropriate measures are taken to increase the market share and ensure that the company retains its market position as the leading composite silicone insulator manufacturer.
- Management constantly looks for and seizes opportunities favorable to the expansion of the Company activities.
- Ensures organization activities are accordingly planned and directed to achieve affirmed targets and standards for financial performance, quality, culture and legislative adherence.
- Ensures decisions of the Executive Management Committee are communicated to all levels of the institution and are implemented.
- Ensures that meetings of the Executive Management Committee are regularly held under her Chairmanship.
- The Managing Director visits the warehouse branch at least once or twice a month.
- Shall be responsible fully for the recruitment, selection and development of the executive team from the staff.
- Ensures all the risks attached to the company activities are regularly and properly evaluated.
- Ensures that all requirements are fulfilled at all times and that the company retains its operating license from the Government.
- Ensures that organizational culture is maintained and developed, including its values, the reputation in the market while taking into account the various stakeholders.

Alto International

Consultancy and Trading Company
CEO and Founder

Dubai, UAE
 June 2008 – Present

-Trading Services:

- Import/Export and Sourcing: distribution, selection of suppliers, visit and audit of factories.
- Production Monitoring: setting up requirements to suppliers, adaptation of product and packaging, prices negotiations.
- Quality Control: production and shipment controls, negotiation of liquidated damages.

-Consultancy:

- Financial: finding investors and investment opportunities.
- Business: translation of documents, feasibility studies.
- Marketing: organization of exhibitions, Public-Relationship events, advertising.

Worldwide Project Management

UAE Construction Management Company regulated by the DMCC
Financial Controller and Human Resources Manager

Dubai, U.A.E.

May 2008 – March 2009

- Ensuring compliance of financial documentation with local regulations.
- Checking clients and consultant contracts to set up financial schedules and escrow accounts.
- Checking bank statements with expected financial schedules.
- Compiling and publishing activity reports to top management and shareholders.

GFS Investments (Middle East) Ltd.

American Based Company regulated by the DFS
Assistant Compliance and Money Laundering Reporting Officer:

Dubai, U.A.E.

May 2007 – November 2007

- Provided advice and assistance to staff on AML and KYC matters in accordance to DFSA Rulebook.
- Monitored business with regular reviews to ensure compliance with DFSA rules and regulations.
- Established and maintained an anti money laundering trainings and awareness arrangements.
- Developed AML and KYC policy and procedures as new rules and legislation are introduced.
- Oversaw compliance breaches, complaints and reported to the Regulators.
- Coordinated with Customer Service Department on client due diligence & KYC profile review.

EDUCATION**Tehran Business School****2016-2018**

Tehran , Iran

DBA

The Australian Catholic University**2005-2007**

Sydney, Australia

Master of Business Administration

Distinctions: Organization Dynamics & Change Management, Ethical Leadership,
Corporate Finance, Financial Analysis & Business Evaluation Working Relations**Shiraz University****1997-2001**

Shiraz, Iran

Bachelor of Business Administration in Management

ADDITIONAL SKILLS

- Negotiating in Leadership (Harvard Kennedy School)
- DIFC Rules and Regulations, Role of the Compliance Officer, and DFSA Anti-Money Laundering (CCL)
- Enterprise Resource Planning (ERP)
- Internal Auditing for ISO9001-2008 Quality Management System
- Innovative Marketing
- Export Market's Management

NONE PROFIT ACTIVITIES

Board member of Shiraz Chamber of Commerce

Delegation member of Iran Chamber of Commerce

Vice President of Electricity Syndicate of Fars Branch

Member of Business Women Committee in Iran

Member of Business Women Committee in Dubai