



Davoud Alizadeh

Business Developer

Profile Summary

Dynamic Business Development professional and Negotiation Skills Facilitator with a proven track record of leading and closing high-stakes negotiation meetings across diverse industries. Over the course of my career, I have designed, facilitated, and participated in numerous negotiations — from strategic partnerships and contract agreements to cross-functional collaborations. As a mentor and trainer, I translate these real-world experiences into actionable lessons, helping professionals and teams develop stronger negotiation strategies, improve communication, and build long-term, trust-based relationships. Known for combining practical insights with academic negotiation frameworks, I create engaging learning experiences that empower individuals to navigate complex business discussions with confidence.

My mission is to bridge the gap between negotiation theory and practice, equipping professionals with the mindset, skills, and confidence to achieve meaningful agreements in today's competitive business environment.

Education

Master of MBA

Institute/University: Sharif University of Technology
Tehran, Iran
2013 - 2017
GPA: 16.5

Completing my MBA at Sharif University of Technology was a turning point in my personal and professional journey. Learning from distinguished and authentic professors fundamentally reshaped my perspective on life, work, and people. It was during this time that I realized many challenges in business and leadership are not rooted in technical shortcomings, but in our mindsets, behaviors, and psychology.

This experience taught me that effective negotiation and authentic communication are not just useful skills, but the keys to unlocking doors, resolving conflicts, and achieving sustainable success. It instilled in me a deep belief that human dynamics — how we think, act, and connect with others — are at the heart of every meaningful achievement.

Bachelor of Industrial Engineering

Branch: Technology
Institute/University: Iran University of Science and Technology
Tehran, Iran
1998 - 2001
GPA: 13

Work Experience

Teaching & Mentorship

Iran

January 2017 - Present

Tasks and Achievements

Over the past several years, I have delivered more than 1,000 hours of teaching, facilitation, and mentorship in the areas of Negotiation Skills and Effective Communication for a wide range of organizations. My work has focused on equipping professionals, managers, and teams with practical tools to navigate complex negotiations, foster trust, and build stronger business relationships.

Notable organizations and companies where I have conducted training and mentorship programs include:

Bonyad Mostazafan Foundation

Sina Holding

Pardis Technology Park Startup Studios

Hamrah Aval (MCI) – the largest mobile operator in Iran

Several startups, SMEs, and corporate teams across diverse industries

These experiences allowed me to design and facilitate interactive workshops and mentoring sessions, where participants learned not only structured negotiation techniques but also the psychological and human aspects of communication that drive long-term success.

Product manager

KUKNOS

Tehran, Iran

August 2021 - August 2022

Tasks and Achievements

- Developed and commercialized Iran's first NFT platform with the mission of tokenizing art pieces, featuring digital signatures that authenticate their authenticity.

Business Development Manager

EBCOM(MCI)

Tehran, Iran

August 2022 - Present

Tasks and Achievements

- Served as Business Development and Product Manager for the electronic Wallet Business line of the Digital Platform and Services at MCI (Iran's largest Telco) for three years.
- Responsibilities included Development of the comprehensive Ewano wallet in collaboration with all major market players and platforms like DIGIKALA, AP, AZKIVAM, ... through B2B and B2B2C interactions. design and development of multiple fintech features and services, including automatic wallet Top-up, wallet transfer, automatic bill payment and credit installment payment using the electronic wallet.
- Design of electronic wallet product features included payment and balance inquiry and purchasing offline via USSD.
- Collaborated with sales, marketing, financial and support teams to create compelling product messaging and materials

PMO

Iran ICT Guild org

Tehran, Iran

June 2019 - August 2021

Tasks and Achievements

- Established a PMO unit and managed national and sector-specific digital transformation projects in collaboration with and coordination among the digital industry's professional organizations across the provinces.

Startup Founder & CEO

EYETICK

Tehran, Iran

April 2018 - April 2019

Tasks and Achievements

- Developed and executed the overall business strategy of the startup, leading to a successful launch
- Managed a team of talented individuals, ensuring effective communication and collaboration
- Built and maintained strong relationships with investors, resulting in successful fundraising rounds
- Implemented various marketing and growth strategies, resulting in a significant increase in user acquisition and revenue

Senior planning and development

BONYAD

Tehran, Iran

October 2005 - March 2018

Tasks and Achievements

- Successfully launched several projects by determining and providing BP and FS
- Implemented marketing campaigns that led to a 10% increase in customer engagement

Skills

Negotiation

Business Development

Product managing

Facilitator

BP providing

Strategic planning

POSTMAN

Language

English : Upper Intermediate

Certificates

AI product manager

Institute: UDEMI

November 2023

Digital Product management

Institute: COURSERA -Virginia University

October 2023

Product managing

Institute: Maktabkhone

January 2021

COMFAR

Institute: UNIDO

April 2014

Social Network



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Projects

BA ENERGY CAMPAIGN

For: MCI

June 2024

I was responsible for the Ba-Energy platform wallet service, which includes the process of charging winners and spending it in third-party network closed wallets, as well as development, technical support, monitoring, and business and financial reporting.

Link: <https://ba-energy.ir/>

BITA NFT

For: KUKNOS

August 2022

Developed the market for the Bita product as a Product Manager and established contracts with reputable validators of artwork. Additionally, improved the website and comprehensive platform as the only authenticator and certifier of unique artworks in Iran.

Link: <https://bitaarts.ir/>

Corporate Communications Activities

Moderator of the Wallet Panel at the Insurance, Banking, and Stock Exchange Exhibition.

July 2024

Link: <https://way2pay.ir/374035/>

Presenter of the Wallet Seminar at the INVEX Kish Exhibition.

November 2024

Link: <https://way2pay.ir/389737/>

Product Introduction

July 2024

Link: <https://way2pay.ir/369765/>