Profile

Product Manager

- Saeid Nowruzi
- Born in 1986

Contact Details

(+98) 912 849 11 79
saeid.nowruzi@gmail.com
linkedin.com/in/saeid-now
https://saeid.meetcover.com/

Courses

- **Product Management**
- **Project Management**
- **Digital Marketing**
- **Market Size**
- **PMBOK**
- **UI & UX**
- **Scrum**

Summary

My occupational life and interests are categorized under three different fields: architecture, technology, and business!

I have learnt that in order to achieve success in different targets, I should expand the surrounding network of it till the common points are reached. With such strategy, I will have the capability to not only convert different sub targets to a bigger target, but also to absorb more focus required for the target.

According to this self-made formula, and having managed different projects in Architecture and becoming familiar with the concept of designing and project management, I developed the skills in software startups and technology and being involved in startup projects, the way for entering the employment and business was paved.

Experience

BNPL Business Line Director
DigiPay
Nov 2021 up to now; 1 yr and 6 mos (Full-time in Tehran)

• Designing Buy Now, Pay later (BNPL) business model • Developing BNLP payment model in DigiKala, which is the largest market place in the Middle East • Developing BNPL payment model outside of DigiKala group • Negotiation and modeling to absorb financier • Designing and modeling merchant rate or settlement time management • Designing a cash flow management model

CEO
Nikraay Inclusive Development
Jan 2019 - Mar 2022; 3 yrs and 3 mos (Full-time in Tehran)

• Team building • Designing and developing IFAD Super App • Designing and developing Bank-e-man Supper App in partnership with the Agricultural Bank of Iran • Obtaining a license for assistant payment • Funding from government sources for company development

Senior Product Manager
Vee Credit card
Jan 2021- Oct 2021; 10 months (Part-time in Tehran)

• Designing a collateral-based accreditation business model • Implementing the MVP version • Designing the initial version of the product • Designing processes and user experience

Director of Business Development
Farab Investment and Trade Company
Mar 2018 - Jan 2019; 11 months (Full-time in Tehran)

• Identifying the needs of a specific group of rural customers • Designing and testing the product • Designing business plan and business model • Obtaining the license for the national employment development plan in rural and nomadic areas
• Providing services to more than seventy thousand villagers

Professional Interest

Addressing the business management challenges in the fields of business design and development, market development, and product management has always been interesting to me. My other interest is encouraging my colleagues to participate in product development from a business perspective and proposing ideas for making the best use of capacities. after familiarity with Swedish Ericsson One collection, I became interested in this type of interaction with workforce.

Skills

- **Agile leadership**
- **Project Management**
- **Business data analysis**
- **Cost management**
- **Time management**
- **Compilation of vision**
- **Developing a strategy**
- **OKR development**
- **Collaboration**
- **Teamwork**
- **Communication**
- **Organization**
- **Problem solving**
- **Critical thinking**
- **Conflict resolution**

Co-funder & Product Manager
Meet Cover

Dec 2020 up to now; 2 year and 5 months (Self-employed in Tehran)

• Identifying the needs of a specific group of customers • Designing and testing the product • Designing business plan and business model • Meet Cover is a startup and we are learning, discovering, and identifying the customers' challenges and turning them into ideas for valuable products or services.

Co-funder & Product Manage
Syn Skill

Apr 2016 - Apr 2018; 2 yrs (Self-employed in Tehran)

After designing and publishing some simple mobile applications, Syn Skill was my first professional attempt to enter the startup field. Syn Skill is a job seekers rating service based on their skills. By this startup I entered the second pre-acceleration course of Avatech, through which I learned many lessons about product design, development, and management. But I refused to enter the acceleration course, and I continued my discoveries in this ecosystem in the Farab group.

Education

Semnan University
Master of Business Administration - MBA, Strategy
Sep 2020 up to Dec 2022

Rouzbahan University
Bachelor of Architecture - BArch
Sep 2009 - Sep 2011

Tabari University
Associate's degree, Architecture
Sep 2005 - Sep 2007

Achievements and Honors

- Judge at IPMA Global Individual Awards 2022
- IPMA Global Individual Award 2021 (Agile Leader) Bronze Winner
- IPMA Iran Individual Award 2021 (Agile Leader) Gold Winner
- IPMA Global Individual Award 2020 (Young project manager) Striving for Excellence
- IPMA Iran Individual Award 2020 (Young project manager) Gold Winner
- IPMA Iran Individual Award 2019 (Young project manager) Gold Winner
- Selected as one of the eight national projects of sustainable employment development in villages on the basis of the IT platform
- Selected as one of the top ten startups of the country and attendance in the exhibition of communication week in 2018 in the parliament of Iran