

MOHAMMAD HOSSEIN (AMIR) SEIGHALI

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Profile

With more than 30 years of experience in project management and specializing in organizational reengineering, I help clients achieve the best planning, results, and outcomes. I operate creative and straightforward solutions while defining and managing stakeholders and project objectives using systematic, critical, and analytical thinking.

I identify and arrange the appropriate operational team with the required diversity, focusing on youth. I concentrate on PDCA and sustainability and skills such as management by project, benchmarking the best practices, and mentoring methods to achieve the client's goals. I cultivate the client's envisioned outcomes as an intervenor by changing and adjusting approaches and focusing on the strategic plan.

Career Journey

- (2019-Now) Management Consultant - Stone queries and factories (Local Quarry and factory)
- (2021-Now) Management Consultant - Gold and jewelry (Iran and Tehran Associations, local companies)
- (2008-Now) TA and TLA - Assessment (12 International and 3 National Projects and 12 Project Managers)
- (2014-2017) Management Consultant - Railway (Raja and DESA)
- (2017-2019) Deputy CEO, Program Manager, and BOD member - Investment and trade company
- (2013-2017) Project management Consultant - Dam and water power plant (IWPCO)
- (2008-2013) Project Manager and TA - National Industries Development (UNIDO Iran, Pastry cluster, building materials cluster)
- (2005-2015) Shareholder and Freelancer - Management Consultant Sector
- (2008 & 2023) Jury - (1 International IPMA and 8 National Projects IranPMA)
- (2012-2014) Project management consulting - Buyback service contract for development of Azar oil field (international gold winner), Tabiat bridge (international silver winner)
- (2013) Project management Consultant MAPNA Project Management Co.
- (2014-2016) Program Manager and Management Consultant - Subway (Tehran Urban and Suburban Railway Operation)
- (2001-2005) PMO Manager - Power Plant and Information and Communication Technology (Local company)
- (1997-2000) Planning and Project Control Manager - Dam and water power plant (Farab)
- (1993-1996) PMO Manager - Electric Power Industry Niroo Research Institute (NRI)
- (1992) Industrial Engineering Supervisor - Car company (Pars Khodro)

Education

- (2010-2012) MBA in project management- Industrial Management Institute (IMI)
- (1989-1992) B.Sc. of Industrial Engineering- Tehran-polytechnic (Amirkabir) University

Languages

- English: GENERAL Intermediate Business Fluent
- Farsi: Native



Professional Voluntary Collaboration

International Project Management Association (IPMA)

- (From 2018) One of the 100 international assessors on project excellence model/baseline (PEM/PEB) Assessing different projects - some international companies/projects- Fajr petrochemical, techint engineering construction and seier ingenieria y sistemas, GE oil & gas turbomachinery, Nanjing urban construction project management & development, Marvdasht urea & ammonia, Rostov NPP, Sberbank, Persian Gulf bid Bolandgas treating project, Achimreal estate, Tehran Metro line 7 And also judging 1 project from Australia
- (2019) PEB international jury Woollooware Bay Shared Pathway Stage 6, Taren Point, NSW Australia
- (2013) Trainer assistant in international training for IPMA PEM

Iran Management Consulting Association (IMCA)

- (2012-2013) BoD member
- (2012-2013) Marketing Committee Chief

Iran Project Management Association (IranPMA)

- (From 2013) High Council of Project Management member
- (From 2021) International certification regulations for consultants, coaches, and trainers, National First Assessor (NFA)
- (2023) Jury of National Project Excellence Baseline Award
- (2022) Jury of National Project Manager award
- (2021) Jury of national Iranian collaboration competition (Niecco) by the young crew
- (2008-2018) BoD member (10 years) and treasurer (1 year)
- (2009-2015) PEM/PEB committee member (7 years), chief (1 year), and supervisor of assessors' network
- (2009-2011) PEM National Team Lead Assessor

Certificates

International Project Management Association (IPMA)

- (2016) Project excellence baseline (PEB) small-medium size Jury
- (2012) Project Excellence baseline (PEB) international team lead assessor - TLA
- (2008) Project excellence model/baseline (PEM/PEB) international assessor - TA

United Nations Industrial Development Organization (UNIDO)

- (2008) Cluster development trainer of trainee - TOT
- (2007) Cluster development technical assessor - TA
- (2007) Cluster Development Agent - CDA
- (1996) Internal quality audit certification from SGS

Soft skills and professional interests

- Design Thinking
- Critical Thinking
- Commercial Relationships and Negotiations
- Networking
- Multinational Communication
- Management Dashboard

Latest approaches

- Startup projects
- Innovative management
- User experience
- Sustainability
- Power-BI

Hobbies

- Reading, Gym, Café, Cycling, Music, Movies, and Doodle art (like the frame here)

(Number of my personal)

C: contract/consultant

E: employment

● : In each organization, what I did and/or results

■ : Cooperation timeline, In each organization

What I accomplished and results

Organisation Name (Role or Position)

	C: Sayman Quarries (BOD consultant)	C: Saeednia Gold and Jewellery Designing, Fabricating, and Commercial (CEO and Owner consultant)	C: Sakhara and Ajaneh Group (BOD consultant)	C: Azar Oil Field (Project Management Consultant For PEB Award)	C: Raja Railway Company (CEO consultant)	E (27): Farab Investment and Trade Co. (Deputy CEO)	C: IWPCO (Project Management Consultant)	C (3): UNIDO (Project Management consulting for TAKAPO national program)	(8) Aisan Aria Consulting Eng. (Shareholder and CEO)	C (3): Siri Island NGL refinery installation and Test (Project Management Consultant For PEB Award)	C: Kurdistan building materials cluster (Technical Assessor (TA))	C (17): Tehran Manufacturer and Seller of Gold, Jewellery, Silver, and gold coin Union (Management Consultant)	C: Kermanshah pastry cluster (Technical Assessor)	C (3): Tabiat Bridge (Project Management Consultant For PEB Award)	C (3): Tehran Gold CDA-Cluster Development Agent (Project Manager)	C: Mapna Project Management (Project Management Consultant)	C (3): Sepasad Company (Project Management Consultant For PEB Award)	E: Farab (Project Management Consultant)	C: Iran Manufacturer and Exporter of Gold, Jewellery, Silver, and gold coin Union (Management Consultant)	E: Tehran subway (Management Consultant)	C (3): DESA (Management Consultant)	E (6): Asre Danesh Afzar-ADA (Project Management Office (PMO) manager)	E (48): Industrial Project Management of Iran-IPMI (Planning and project control vice president and Quality assurance manager)	E (5): Ofogh Consultant Engineering-oc (Project control department supervisor)	C: KISH KHODRO-Car Factory (Consultants' Industrial Engineering supervisor in consultant project)	E: FARAB (Project control department expert in Project planning and control department)	E (5): power research centre-MATN (Projects managing department supervisor in Projects managing department)	E: PARS KHODRO-Car factory (Industrial engineering department expert in the Assembly line)	Year				
I analysed the gaps by using SWOT, PEB, and EFQM and, then I led the organization in planning the improvement projects.	●	●	●							●								●	●													2023	
I mentored the managers to define and employ the appropriate required team specifications and experiences.	●	●	●	●						●		●		●				●														2022	
I mentored the BoD members on systematic approaches to support the organization and executive managers.	●	●	●	■								●		●					●													2021	
I helped the BoD members to apply the hierarchical interactions, and we endeavoured to direct the BoD by priority on the strategic plans and activities.	●	●	●	■	■							●								●												2020	
I analysed the organization and accomplished the gap analysis there.	●	●	●			■						●		●					●	●	●											2019	
I consulted and mentored the directors in determining, analysing, and managing the related stakeholders.	●	●	●		■	■	■	■		●	●	●	●	●	●	●		●	●	●	●												2018
I and directors did our best to clarify organization and project objectives using systematic, critical, and analytical thinking.	●	●	●		■	■	■	■		●				●				●															2017
My guideline was to consult and mentor managers to identify and arrange the appropriate operational team with the required diversity by focusing on youth.	●	●	●			■	■	■	■										●														2016
I mentored the team to concentrate on PDCA in their approaches and activities and focus on sustainability.	●	●	●	●		■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2015
I arranged, coached, and mentored the team using "management by project (MbP)" in the organization's activities and projects.	●	●	●			■	■	■	■			■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2014
I consulted the managers to learn and operate benchmarking the best practices.	●	●	●			■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2013
I consulted as an intervenor by adjusting approaches and focusing on the strategic plan for defining the design and sale strategies.		●									■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2012	
I analysed the organizational processes, clarified the main stakeholder's expectations based on a stakeholder management process, and designed the management dashboard and reporting system.	●		●	●						■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2011	
I organized and managed my assigned portfolio.										■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2010	
I conducted related programs and projects toward the organization's goals by concentrating on stakeholder management.				●						■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2009	
I initiated and organized my assigned program by leading projects and coordinating with the portfolio and concentrated on stakeholder management.				●						■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2008	
I designed strategies for organizing and governing the existing and new networks. I used networking to start new projects and contracts. I also used the networking to implement the projects.										■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2007	
I partially implemented the project management system founded on my implemented gap analysis according to PMBOK and the organization's needs.										■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2006	
We agreed on a strategic management process and then managed an organizational reengineering based on their strategies, vision, and goals. Mentoring them to achieve acceptable planning, results, and outcomes was a part of the results.					●					■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2005	
I reorganized the project management systems based on the PEM/PEB model and PMBOK.										■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	2004	
I prepared the project's diagnosis study using the value chain and Porter's five forces analysis, SWOT, and action plans. I managed and executed the action plans well. I achieved the major project's goals.															●																	2003	
I arranged a team, and we designed, implemented, and managed the PMO office.																							●	●	●	●	●	●	●	●	●	2002	
I arranged a team, and we designed, implemented, and managed the planning and project control department.																							●	●	●	●	●	●	●	●	●	2001	
I was a team member on the Implementation of ISO9001-2000, PMBOK, value engineering, ISO10006, and ISO 21500.										●				●				●															2000
I organized the group to prepare the WBS and detailed time schedule (with 10200 activities and 18200 predecessors) and weight factors.																										●	●	●	●	●	●	2000	
Our team prepare routine reports such as daily, weekly, monthly, seasonal, and annual, including text, photos, and films.						●						●											●	●	●	●	●	●	●	●	●	1998	
Our team positioned an industrial engineering supervisory procedure.																							●	●	●	●	●	●	●	●	●	1997	
I aligned the time study, work-study, ergonomic items, and bottlenecks, and resolve many concerns recognized in the production process.																											●	●	●	●	●	1996	
Our group taught the project plan and control with Microsoft Project (MSP) and Primavera and executed the projects via weekly meetings.																											●	●	●	●	●	1995	
I prepared the flow diagram for the Jeep assembly line.																													●	●	●	1994	
I did my best to learn to apply Industrial engineering courses in my job.																													●	●	●	1993	
I did my best to learn how an organization works.																													●	●	●	1992	