

# Vahid Tavakoli

Tehran

+98 912 449 9325 ● [vahid.tavakkoli@yahoo.com](mailto:vahid.tavakkoli@yahoo.com) ● [www.linkedin.com/in/vahidtavakoli](http://www.linkedin.com/in/vahidtavakoli)

---

## SUMMARY

Technical Engineer and Sales Manager Expert, with 10+ years' experience in the plastics, chemicals and paints industries. Dedicated and driven to hit top line revenue targets, while also maintaining strong relationships with stakeholders and customers.

---

## PROFESSIONAL EXPERIENCE

- **Business Development Manager**, Evonik [Jan 2019 – Present; Tehran]
  - Leading commercial negotiations with existing and potential customers via face-to-face presence in Iran.
  - Achieving sustainable growth by proactive acquisition and management of customer projects with surface-active additives in a variety of industrial markets such as Construction, Asphalt and Textiles in line with global growth strategy.
  - Building continually knowledge around the target industries and developing solid business relationships with key decision makers.
  - Monitor and report about the latest market trends, developments, and competitors activities.
  - Introducing and presenting new products to customers.
  - Create market plan for Iran to identify future potential and way to market including distributor selection.
  - Recognizing and managing customer problems and needs.
- **Area Sales Manager - Crosslinkers**, Evonik [Jan 2018 – Dec 2018; Tehran]
  - Led business development and market analysis of Crosslinkers' portfolio with more than 700 products for Evonik Iran (including isophorone, hardeners, active solvents, catalysts and adhesive promoters)
  - Generated new leads that led to increased annual sales in 2018 by 60% to \$2.26M, compared to 2017
  - End-to-end client relationship management including networking, troubleshooting and efficiently communicating product modification
  - Represented Evonik at trade shows and technical conferences with presentations and technical assistance
  - Built and retained strong client relationships through the entire sales cycle, from first enquiry and scope definition to proposal writing and close
- **Technical Sales Manager**, Mahdis Tejarat [Oct 2014 – Dec 2017; Tehran]
  - Managed product portfolio of 100 different products, including TiO<sub>2</sub>, thickeners, acrylic impact modifiers, processing aids, coating adhesives and superplasticizer for construction gaining a wide range of chemical and analytical knowledge
  - Consulted over 300 clients in the paint, plastics, textile fabrication, construction, architectural industries to understand and analyze their needs, challenges and requirements
  - Actively contributed to the product development strategy and roadmap, expanding the product portfolio by 20 new products
  - International business acumen in the paint, construction and chemicals industry by sourcing raw material for clients from China, Middle East and Europe
  - Managed relationships with suppliers throughout Iran (paint, ink and plastic manufacturers)
- **Line Representative**, Khosh & KCC [Sep 2013 – Sep 2014; Tehran]
  - Represented Khosh & KCCs entire automotive paint line with the customers and communicating technical knowledge and commercial training to them orally or in written form using MS office and other programs
  - Expanded relationships with Khosh & KCCs clients to include previous personal clients (e.g. the car manufacturers)
  - Provided expertise to the engineering team to ensure product features achieve close Product market fit
  - Full management of the client relationships to ensure their engagement and retention
  - Provided clients with technical trainings related to automotive paints

- Coordinate with internal product safety and regulatory experts to ensure an effective process is in place for regional regulatory and product safety compliance
- **Technical Expert, BASF** [Dec 2007 – Sep 2013; Tehran]
  - Technical representative of BASF products related to automotive paint
  - Managed the client relationship for BASF's 3 biggest customers, Iran's top 3 car manufacturers
  - Identified industry wide needs and opportunities for existing clients
  - End to end client relationship management, including troubleshooting, coating application control and product modification
  - Oversaw coating application for over 500,000 cars annually
  - Consistently met or exceeded targets and KPIs year on year
  - Worked with technical teams to customize products
- **Technical Engineer, Glasurit** [Jul 2006 – Jun 2007; Tehran]
  - Hosted technical/specification training sessions presenting and delivering product demonstration such as water-based repair coats – a 1st for Iran
  - Trained customers on using Glasurit's proprietary software to make paint and carry out color matching on coated car
  - Installed paint machinery, applications and software at client sites and articulating complex technical issues to them
  - Providing quality assurance and troubleshooting of client issues and concerns

## PROFESSIONAL QUALIFICATIONS / EDUCATION

- **Masters (MSc) of Polymer Engineering – Color Industries** [2008 – Amirkabir University of Technology – Highest Distinction]
  - Dissertation: *Surface Treatment of CaCO<sub>3</sub> with Silane Coupling Agent & Improvement of its Properties in Organic Coatings*
- **Bachelor of Science (BSc) in Polymer Engineering – Color Science and Technology** [2005 – Amirkabir University of Technology – Higher Distinction]
  - Dissertation: *Effect of Adhesion & Modulus on Silicone Elastomer Coating*

## Teaching

- **Automotive Paint Quality Control & Chemistry** [Mar 2013 – Sep 2014 – Technical & Vocational University, Tehran]
- **Fundamentals & Technology of Dyes** [2012 – Payame Noor University, Tehran]

## PUBLICATIONS

- **Surface Treatment of Calcium Carbonate Using Silane Coupling Agent & Phosphoric Acid – And a Study of Their Dispersion Behavior in Water & Toluene**, Journal of Chemical Science & Technology, Mar 2010-01, 209-221
- **The Efficacy of an Amino Silane Coupling Agent to Surface Treat Calcium Carbonate in the Presence of Phosphoric Acid**, International Seminar on Polymer Science & Technology, 2009

## VOLUNTEER EXPERIENCE

- **Volunteer Math Teacher**, Mehrafarin [May 2011 – Dec 2013; Tehran]
- **Volleyball Team Captain & Coach**, Amirkabir University of Technology [Aug 2006 – Dec 2008; Tehran]
- **Volleyball Team Athlete**, Amirkabir University of Technology [Apr 2001 – Dec 2008]

## SKILLS

- Technical Sales, Client Relationship Management, sales track record selling B2B, Microsoft Excel, Microsoft PowerPoint, MATLAB, Product Marketing, Brand Management, Client Negotiation, Operations Management, Design Product Presentation

## PERSONAL DETAILS

- **Nationality:** Iran
- **Languages:** Farsi, English, German
- **Date of Birth:** 24 July 1983
- **Marital Status:** Married