

# ZAHRA KARAMI

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University of Wyoming  
Management and Marketing,  
College of Business,  
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## Education

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University of Wyoming	PhD in Marketing Management, 2023- up to date
Greenwich University	Master of Business Administration (MBA), Marketing, 2013
Greenwich University	Bachelor of Business Administration (BBA), 2010

## Employment

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Zarmacaron Industrial Company <i>Regional Sales Manager (Middle East &amp; Asia)</i>	March 2023-June 2023
Sunich Industrial Group <i>Vice Chairman's office Manager</i>	May 2022- Aug 2023
HITCO <i>Business Unit Manager</i>	Feb 2021-Feb 2022
Pourateb Pharmaceutical Co. <i>CEO's office manager</i>	Sep 2019 to Feb 2021
MBTM Co. <i>Sales and Marketing Manager</i>	Sep 2014-Sep 2019
Savola Behshar Company <i>CEO office's Senior supervisor</i>	Nov 2013 - Sep 2014
EPTSC <i>Office manager</i>	Jan 2007- Oct 2012

## Qualifications

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- **GRE overall score: 320** (Quantitative: 169, Verbal: 151, Writing: 4)
  - **IELTS overall score: 6.5** (S:7.5, L:7, W:6, R:6)
  - **Linguistic skills:** Farsi, English, Urdu

## Research Project Experience

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- "A guideline for universities curriculum" by university of Tehran as Research Associate 2019-2020
  - "National Iranian Sport charter" by university of Tehran as Research Associate 2013-2014

## Research Area of interest

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Entrepreneurship, digital marketing, branding, sales management, consumer behavior

## Training Courses Attended

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- Professional online Sales on Instagram course - 2021
- Advance Excel course (Tehran Technical Complex) -2018
- Technical and professional course on Body language in Business (Noora School of Business) -2017
- Sales Engineering course (Noora School of Business) -2016
- Time management course (Savola Behshahr Company)-2013
- TTC -Teacher Training course (Safir English language center)- 2013
- Management Trainee in Hotel management (Hashoo group)- 2006

## Academic Achievement

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- Grade “A” obtained in MBA thesis, Greenwich University- 2013
- Delivered **Valedictorian Speech** in graduation ceremony (on behalf of graduating class) held by Greenwich University - 2010
- Selected as a role model for teenage students by “Teenager Magazine of Pakistan” and an **interview** was published in this magazine about my achievements on - 2010.
- Appointed as master of ceremony at inauguration of a **documentary** on “effect of Sufism on consumer behavior choice” held by Greenwich University - 2009
- Secured second position in an **interclass debate competition** of Greenwich University- 2005

## Career Achievement

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- Upgraded and implemented CRM & accounting software. Also, designed and developed the content & UI of the company’s official website [www.behintaam.com](http://www.behintaam.com) & company’s digital and printed catalog during my services at MBTM Co.
- Designed and implemented internal web-based fueling consumption control software, company’s website [www.eptsc.com](http://www.eptsc.com) & policy portal on web-based software during my services at EPTSC.