

Sadegh Ebadollahi

Chief Business Development Officer
Chief Product Officer

Looking for:

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Description

Entrepreneur in the IT, Problemist and Solutionist

Interested to Digital Transformation, API Economy, AI and love Mentoring of Startups

The best reference for know about skills and checking career path is [my personal website](#).

I entered the world of digital economy professionally since 2001. With my [background](#) in design and graphics, I started with softwares like Photoshop, Corel Draw and Freehand. I collaborated with a large number of companies and organizations in the field of designing signs, logos, posters, catalogs, office sets, envelopes, boxes, wrappers and other items related to packaging. But with the start of the web wave in Iran, I entered the field of web design. In 2003, I designed several sites using Front Page and DreamWeaver softwares. Over time, along with web design, I also did web programming (ASP Classic, SQL Server). [Academic reservation system](#), [Sohadanes publishing online store](#), [Meshiran company](#), [Iran Tronica website](#) and [Farzan Pazhooh company](#) are examples of it.

When I gained a relative understanding of virtual space and its capabilities, a goal or rather a challenge was with me every day and every moment, to provide online, diverse and integrated services to the customers in a way that is "faster, easier and cheaper" than the current situation. This challenge in a short time made me launch my first startup called [exijen.com](#), which was a social network. Exijen was launched in 2003 under a company called [Asr-e Honar](#), which was changed to [Asr-e Danesh](#) in the following years.

In addition to the [social network](#), Exijen also provided its users with several diverse and practical side services. Among them, we can mention the [online service of car sales requirements](#), [publication of daily news](#) and job search. In 2006, this site reached the 89th rank in the top 100 sites in Iran based on [Alexa ranking](#).

Another project that started in the form of Asr-e Danesh company in 2006 in collaboration with [UNESCO](#) (pages 28 and 59) was the "Virtual Technology Park" project. The achievements of this project were appreciated by many officials, including the Secretary General of UNESCO "Irina Bokova", who mentioned my name and Asr-e Danesh team ([video - message text](#)). The aim of "Virtual Technology Park" is to provide online and integrated services to entrepreneurs, investors, as well as [technology parks](#) and physical growth centers. Virtual Technology Park bases its services on artificial intelligence and machine learning, and in this way, it can be the basis for knowledge-based development in any region. (More information: [1](#), [2](#), [3](#), [4](#))

In 2008, due to the implementation of successful and value-creating projects, I was chosen as the [top entrepreneur of Tehran](#) and after that I started new businesses with extra energy. "[Sport Community Online System](#)" was a startup that was launched in 2012. Some sports organizations used its automation capabilities in the form of white label, for filing, contract registration, process management and notification. As an example, we can refer to "[Tehran Province Football Board System](#)". In the form of Asr-e Danesh company, a [similar system](#) was launched for environmental activists and organizations, the most important beneficiary of which was the [Department of Environment](#) ([Related news](#)). Along with these businesses, I set up some public services such as an [online payment gateway](#) and a [file storage service](#) (Object Storage) with a protocol similar to S3, which offered their services to other businesses in the form of API.

From 2016 to the end of 2021, due to the maturity of Iran's startup ecosystem and the entry of more professional investors, I tried to focus on technology-based ideas such as cloud and artificial intelligence, which resulted in the launch of several startups like [apiEco](#), [Finnoway](#) and [Manam](#). apiEco, which has attracted capital in two rounds until the end of 2021 and succeeded to become a [level one "knowledge enterprise"](#), is an API marketplace, through which API providers have provided about 1000 different services to consumers in the form of API. As a cloud Business Model Engine, Finnnoway

In Social

- 1- [LinkedIn](#) (My Resume)
- 2- [Aparat](#) (My Videos)
- 3- [YouTube](#) (My Videos)
- 4- [Google Photos](#) (My Graphic Samples)
- 5- [Flickr](#) (My Graphic Samples)
- 6- [Slide Share](#) (My Slides)
- 7- [Twitter](#)

Language

- 1- Persian (Native)
- 2- English (Read and Translate)

Skills

BUSINESS DEVELOPMENT

- 1- Good understanding of technology, product, market, customer, stakeholders and of course staff
- 2- Analyst mentality and ability to formulate strategy and action plan
- 3- Ability to identify niche market, blue ocean or red ocean entry strategies
- 4- Mastery of lean methodology planning and execution
- 5- Proper knowledge of marketing and branding
- 6- Ability to negotiate and persuade
- 7- Communication & collaborative skills
- 8- Tools: Any canvas, Any CRMs, Any BI Tools, Google Analytics

PROJECT MANAGEMENT

Agile (Scrum / OKR / Kanban)
Budget Management
Process Management (WBS, MSP)
Tools: Trello, Jira, Slack, Any boards,
Daily meeting

offers its services to businesses in the form of API. Manam's cloud service is active in the field of authentication, and businesses can forget all worries in this field by taking advantage of its capabilities. Finnoway and Manam have each raised a round of funding so far, and are both known as a Cloud Product (SaaS) and API First.

In addition to the above experiences, I also have the experience of working with the following organizations as a consultant or contract. Kian Financial Group, HiMart Site affiliated with Mihan Group, AMD IRAN Company, Jahan Gostar Company, World Process Company, Pars Minoo, Department of Environment, Tehran Research and Planning Center, Sulfurcube Industrial Group affiliated with Golrang Group, Farzan Pazhooh Teb Company, Soha Danesh Publications, Meshiran Company, Pastoo Real Estate Advertisement Website, Iran Technical and Vocational Training Organization.

Experience

2022 - Present

CHIEF BUSINESS DEVELOPER OFFICER

Levants.io (Venture of KIAN capital)

Tehran

Levant was born from Kian Financial Group. Initially, Levant's mission was to provide digital infrastructure such as eKYC, CRM, onboarding, API channel and AI-based services for group companies. But now we managed to provide these services even outside the KIAN group to a large number of financial organizations.

2018 - Present

FOUNDER / PRODUCT MANAGER

Finnoway.ir (Billing as a Service, Wallet as a Service)

Tehran

Finnoway is a cloud solution in finance area. Businesses can use Finnoway capabilities to diversify their business model and respond to market changes in a short time.

2019 - 2021

FOUNDER / PRODUCT MANAGER

IDzone.ir (Identity as a Service)

Tehran

Cloud authentication, IDzone is a comprehensive solution for businesses for "time to market" is important. With IDzone features, you can easily overcome all the challenges of identity management.

2017 - 2021

FOUNDER / CEO

CMORG Company (apiEco.ir)

Tehran

apiEco is the first API marketplace in IRAN. API providers can publish and monetize their APIs in the apiEco and API consumers can buy and use those APIs from apiEco. All sections in apiEco are self-service. At apiEco, we tried to best design and implement open API and open data infrastructures. Open banking, open insurance and open government are concepts that will be easily realized with the help of apiEco infrastructure. ([Aparat videos](#), [Instagram](#))

Since 2004

CEO

Knowledge Age Institute

Tehran

Knowledge age company, active in design and deploy integration systems like cloud solutions, SaaS, PaaS, IaaS, Identity server, grid software, etc.

2007 - 2012

EVANGELIST OF VIRTUAL SCIENCE AND TECHNOLOGY PARK

UNESCO & Knowledge Age Institute

IRAN

Virtual Technology Park strives to achieve the goals set in a science and technology park in an online platform by utilizing the capabilities of information and communication technology. The idea of a virtual technology park is very similar to the third-generation model of science and technology parks. My role in this project was executive management and during my years of activity in it, I formed fruitful collaborations with UNESCO, Shahid Beheshti University, Tehran Studies and Planning Center and several other organizations. ([Youtube Videos](#))

Product Management

- 1- Data Driven Approach (Data warehouse, BI tools, Customer data platforms like Segment)
- 2- Familiarity with product roadmap, technology trends, market Insight and identify KPIs in business
- 3- Team up, roadmap design and writing action plan, marketing assets
- 4- Familiarity with UI/UX and tools like figma, zeplin, hotjar
- 5- Familiarity with API design / developer experience in SaaS and API first products

Familiarity with many technologies and tools

Note: I'm not technical man. I am only familiar with these tools. Because I have already used them more or less.

Virtualization, Cloud, DevOps tools

ESXi / Vcenter
Hyper-V
Virtualbox
KVM (Training ...)
Xen (Training ...)
Docker and kubernetes (Training ...)
Open Stack (Training ...)
Kafka, RabbitMQ
Redis, Memcached
ELK Stack

Analyze

BI tools
A-B test tools
UML
Visio

NETWORK

DNS / NTP Design
Network / DMZ Design
Hosting Configuration
RAID Design
Proxy / Reverse Proxy
VPN / Direct Access
Storage Solution (Training ...)

SERVER

Windows (Core / Nano)
CentOS (Minimal)
Ubuntu (Minimal)
Webserver (Nginx, Apache, IIS)
Hosting panel (Cpanel/Plesk)
Directory (MS)

SECURITY

Kerio Control (Firewall)
Certificate Authority (MS)

WEB DEVELOPMENT

HTML5 / CSS3 / Bootstrap
JavaScript / JQuery
ASP Classic
MSSQL / MySQL
Joomla / WordPress (Dev)
Dot Net Nuke – DNN (Dev)

GRAPHIC and UI/UX

Figma/ Adobe XD / Zeplin
Photoshop / Corel Draw / Illustrator
Dreamweaver

2012 - 2015

EXECUTIVE MANAGER
 Sports players contract management system (FFIRI)
 Tehran
 The sports automation system was designed and implemented by Asr-e-Danesh in cooperation with the Football Federation and local delegations. This system solves the many problems that football boards faced when filing and registering players' contracts, and at the same time provides many services to the sports community. My role in this project was executive management.

2004 - 2009

FOUNDER / PROJECT MANAGER
exijen.com
 Tehran
Exijen was one of the first social networks in Iran. In the mid-eighties, due to the good facilities it offered, this website attracted a significant number of Iranian users and was among the [top 100](#) sites in Iran. Exijen had more than 25,000 active members at the time of its activity and was among the 100 most visited sites in Iran according to the Alexa list.

2009 - 2010

COOPERATION IN RESEARCH AND INNOVATION FESTIVAL
 Tehran Municipality
 Tehran

2006 - 2006

SENIOR WEB DEVELOPER
 AMD IRAN
 Tehran
 AMD IRAN active in importation of computer equipment like CPU, Motherboard, etc.

2003 - 2004

SENIOR GRAPHIC DESIGNER
 Jahan Gostar
 Tehran
 Jahangostar company active on the automation systems like restaurant, enter/exit, etc. My position was senior graphic designer that included web design, packing design, advertisement design, official paper, etc.

Since 2000

FREELANCER
 Below organization and companies
 IRAN
 UN (UNESCO, OCHA, ISESCO), Pars Minoo, Department of environment of IRAN, TEHRAN urban research and planning center, Shahid Beheshti University, Peace and environment center, Rahvar Police (NAJA), Football federation of IRAN, Entrepreneurship center of TEHRAN, Ministry of foreign affairs, Sulfurcube company, Sazeh Tejarat Homa (STH) company, Gas to Gasoline (G2G) company, Farzaneh Journal, Farzan Pajooch Teb Company, Sohadanesh publication, Simorgh (CRM Project for publishers), Diaco company, Pars Aray company, EEVA company, Meshiran company, Pastoo website, Rasis Sanat Pars company, IRAN International Green Film Festival, Islamic Republic of IRAN Broadcasting, many small companies like startups.

SEO
 Google Analytics / Search Console
 On Page SEO
 Off Page SEO
 Schema
 Localize SEO

Publication

1- *Virtualization reviews of science and technology park as defined by the IASP*

Publication date Feb 23, 2010 - SDE Congress

[Link](#)

- 2- *The role of virtual science and technology parks in sustainable development*
Publication date Nov 25, 2009 - Ksna scientific journal
- 3- *Take a look at performance of the technology parks*
Publication date Nov 15, 2009 - Ettelaat newspaper
- 4- *Science and technology parks, intermediate ring of industry and academia*
Publication date Jul 9, 2008 - Hamshahri newspaper
[Link](#)
- 5- *Missing link of integrated management in the science and technology system*
Publication date Feb 23, 2008 - Ebtekar newspaper
- 6- *Science and technology parks*
Publication date Feb 23, 2010 - Etemad newspaper
- 7- *Virtual technology parks, environmental protection and sustainable development*
Publication date Jan 13, 2010 - Gostaresh sanat newspaper
- 8- *Internet, a tool that alone is not a threat*
Publication date Oct 17, 2017 - Science and Technology News Agency
[Link](#)

Certification

- 1- *Appreciation for the speech of the eCity congress*
Certification Date Sep 2010 – Present License 138906
From UNESCO [Link](#)
- 2- *Approved article in SDE congress (poster section)*
Certification Date Feb 2010 – Present License 173
From Shahid Beheshti University [Link](#)
- 3- *Acknowledgments for speech in congress of digital sign and creation the eGovernment*
Apr 2007 – Present License 13860231
From General Director of Congress [Link](#)

Course

- 1- Network +
- 2- MCITP
- 3- Windows Server
- 4- Active Directory
- 5- VMware
- 6- Kerio Control
- 7- LPIC1
- 8- Webservers (IIS, Apache, nginx, Litespeed)
- 9- UML
- 10- UX-UI Design
- 11- SEO
- 12- Agile - Scrum Methodology
- 13- Product Development (MVP)
- 14- Startup Management
- 15- Retailing
- 16- Social Network Marketing

- 17- Content Marketing
- 18- Negotiation Technics

Award

- 1- Premier entrepreneur in Tehran at 2008

Honor date Apr 2008 honor issuer Entrepreneurship center of Tehran

[Link](#)

Favorites

- 1- API Economy
- 2- Cloud Software (SaaS)
- 3- Artificial Intelligence
- 4- Grid Software
- 5- Integrated Services
- 6- Distributed Software

Reading

- 1- Project Management in Distributed Team
- 2- Identity Server Implement and OpenID / OAuth
- 3- Storage Solution (SAN / NAS)
- 4- Cloud Technology
 - a. OpenStack
 - b. CloudStack
- 5- e-Commerce and Marketing
- 6- Future of Economy (Encrypted Money like Bitcoin)