



Meisam Ranjbari



meisam.ranjbari@alumnos.upm.es

meisam.ranjbari@unito.it



m.ranjbari2016

Personal Information

Nationality: Iranian
Date of birth: 17/02/1987
Marital status: Married

Education

PhD

[September 2016 to September 2019 (Expected)]
Industrial Engineering
Polytechnic University of Madrid, Spain
Title of the research: Sharing Economy in Transportation from the Sustainability Point of View

Visiting PhD candidate (Research Stay)

[October 2018 to July 2019 (Expected)]
Department of Management, University of Turin, Italy

Publications and articles

Journal articles

- J1. Sustainability and the Sharing Economy: Modelling the Interconnections, Dirección y Organización (DyO), Scopus, in Press
- J2. Conceptualizing the Sharing Economy through Presenting a Comprehensive Framework, Sustainability 2018, 10 (7), JCR IF: 2.075
- J3. Identifying and prioritizing the factors affecting the improvement of the brand of the metropolitan of Tehran using the AHP approach, Journal of Education and Sociology, May 2015, ISSN: 2078-032X
- J4. The Effect of Brand Strength on the Organizational Entrepreneurship with Mediating Role of External Factors (Entekhab Complex as a Case Study), Journal UMP Social Sciences and Technology Management, May 2015, ISSN: 1985-8957
- J5. Relationship between Salespeople's Interactive Behavior towards Customers and Customers' Loyalty (case study: Supermarkets in Kermanshah Province, Iran), International Journal of Economy, Management and Social Sciences, February 2015, ISSN: 2306-7276
- J6. Evaluation of the Factors Influencing Trade Name Development at Road Construction Machinery Market (case study: Heavy Equipment Production Company (HEPCO), Iran), Management and Administrative Sciences Review, January 2015, ISSN: 2308-1368
- J7. Relationship between Salespeople's Interactive Behavior towards Customers and Customers' Satisfaction, (case study: Carpet stores in Markazi province, Iran), International Journal of Scientific Engineering and Technology Research, July 2014, ISSN: 2319-8885
- J8. How to Increase the Feeling of Love towards a Brand; Examining the Impact of Brand Attachment, Brand Familiarity and Brand Prestige, International Journal of Review in Life Sciences, May 2014, ISSN: 2231-2935

Conference papers

- C1. Sharing Economy Risks: Opportunities or Threats for the Insurance Companies? 2nd International Conference on Risk Management, University of Turin, Italy, October 25-26, 2018.
- C2. Sustainability and the Sharing Economy: Modelling the Interconnections; Submitted to 12th International Conference on Industrial Engineering and Industrial Management, University of Girona, Spain, July 12-13, 2018.
- C3. Business Model Innovation in Sharing Economy: a Benchmark Approach, 2nd International Conference on New Business Models, June 2017, University of Graz, Austria.

- C4. The Study of the Effect of Production Scheduling and Transportation of Goods on Supply Chain of Food Industry, 1st National Conference on Islamic Sciences and Management, June 2016, Qom, Iran
- C5. The Performance Appraisal of the Effective Factors on Supply Chain of Food Industry(Manizan Dairy Company as a Case Study), The 2nd International Conference on Management Tools and Techniques, December 2015, Tehran, Iran
- C6. The Study of the Effective Factors on EslamabadGharb Citizens Satisfaction from Municipality Services Using Kano Model, The 2th International Conference on Management and Developing Culture, November 2015, Tehran, Iran
- C7. The Psychological Model of Purchase Intention: Survey the Effects of Attitude Towards the Brand on Customer Purchase Intention, The First National Conference on Services Strategic Management, October 2015, Islamic Azad University of Najafabad, Iran
- C8. The Study of the Effect of Price Satisfaction on the Business Financial Performance, The First International Conference on Management, Economics, Accounting and Education, June 2015, Sari, Iran
- C9. The Study of the Effect of Brand Innovation on Customer Loyalty, National Conference on the Third Millennium and Humanities , June 2015, Shiraz, Iran
- C10. The Relationship of Quality of Work Life with Organizational Commitment of Great Tehran's Cyber Police Staff, The National Conference of Commandership and Security Management, University of Military Science, November 2013, Tehran, Iran

Awards and Honors

[2014]: Selected as the best instructor
University of Applied Sciences and Technology, Ravansar branch, Iran.

Funded Research Projects

[2012]
Strategic Plan Formulation
Customers' club of Mellat bank, YasArqavani-Shaqayeq company, Iran
Main collaborator

[2012]
Strategic Plan Formulation
Arvand petrochemical complex, Iran
Main collaborator

[2011]
Marketing Strategic Plan Formulation
Ghand (sugar) holding-Panid Pars investment foundation, Iran
Main collaborator

[2010]
Evaluation of Trade Units Buyer's Behaviour and Marketing Plan Formulation for Selling the Trade Units
Amir Kabir trade complex, SabaMihan company, Tehran, Iran
Consultant

[2010]
Evaluation the Rate and Dimensions of Tehran Citizens' Satisfaction towards the Municipality's Services
Culture and art research centre, Tehran, Iran
Consultant

Work Experience

[September 2010 to September 2016]
Borj Sazan Karevandar Company
No 46, Saeidy st. Shahi Bahonar st. Niavaran, Tehran, Iran
Consultant in Project Management

[March 2010 to March 2012]
Pirooz Javanan Shargh Engineering Company
Science and Technology Park of Qom, Qom, Iran
Technical Director

[April 2012 to March 2014]
Pirooz Javanan Shargh Engineering Company
Science and Technology Park of Qom, Qom, Iran
Consultant in Work and Time Evaluation and Quality Control (QC)

[January 2009 to January 2011]
Sama Rang Azarakhsh Derakhshan Engineering Company
Science and Technology Park of Qom, Qom, Iran
Consultant in Work and Time Evaluation

[January 2011 to January 2014]
Sama Rang Azarakhsh Derakhshan Engineering Company
Science and Technology Park of Qom, Qom, Iran
Quality Control Manager

[September 2012 to September 2013]
University of Applied Sciences and Technology
Post code: 6796178643, Daneshjo Sq. Ravansar, Iran
Coordinator of Business Management Group

[June 2010 to September 2016]
RavanSazeh Company
No. 6, Noavari Ave., FanavariPardis park, Damavand road, Tehran, Iran
Consultant in Marketing and Business Affairs

[November 2012 to September 2016]
Iran Technical and Vocational Training Organization (TVTO)
Kermanshah Province, Iran
Test Designer and Examiner of Marketing and Managerial Workshops

[September 2010 to September 2016]
Farabi Official Translation Office
2nd Floor, Farhang crossroad, Yas Bldg., Khorram Abad, Lorestan Province, Iran
Translator of English Management Texts

Teaching Experience

Universities

[September 2012 to September 2016]
University of Applied Sciences and Technology
Post code: 6796178643, Daneshjo Sq. Ravansar, Iran
Instructor
Course title: Fundamentals of Organization and Management

[February 2013 to September 2016]
University of Applied Sciences and Technology
Post code: 6796178643, Daneshjo Sq. Ravansar, Iran
Lecturer
Course titles: Customer Orientation, Business Law, Marketing Management, Sales Techniques, Sales Chain

[February 2015 to September 2016]
University of Applied Sciences and Technology
Post code: 6796178643, Daneshjo Sq. Ravansar, Iran
Lecturer
Course titles: Electronic Commerce, Principles of supervision, Fundamentals of Entrepreneurship, Human Resource Management, Problem Finding and Decision Making Skills, Specialized English of Business Management

[February 2015 to September 2016]
University of Applied Sciences and Technology
Post code: 6796178643, Daneshjo Sq. Ravansar, Iran
Instructor
Course title: Final Project (Thesis) of Management Major

[February 2015 to September 2016]
Payame Noor University, Ravansar Branch, Ravansar, Iran
Instructor
Course title: Final Project (Thesis) of Management Major

Training Workshops

[June 2015]
The First International Conference on Management, Economics, Accounting and Education, June 2015, Sari, Iran
Trainer
The Role of Electronic Commerce in Entrepreneurship

[June 2015]
The First International Conference on Management, Economics, Accounting and Education, June 2015, Sari, Iran
Trainer
Strategic Human Resource Management

[May 2015]
University of Applied Sciences and Technology, Ravansar, Iran
Trainer
Marketing Management

[May 2015]
University of Applied Sciences and Technology, Ravansar, Iran
Trainer
International Commerce

[December 2013]
University of Applied Sciences and Technology, Ravansar, Iran
Trainer
Iran Stock Exchange

[2012 – 2013]
Management Training Centre, Kaveh industrial city, Saveh, Iran
Asst. Trainer
Methods of Marketing Plan Formulation

[2012]
Management Training Centre, Kaveh industrial city, Saveh, Iran
Asst. Trainer
Methods of Strategic Plan Formulation using Balanced Score Card (BSC) Approach

[2012]
Technical and Vocational Training Organization, Markazi province, Iran
Asst. Trainer
Methods of Compiling Applied Researches at Technical and Vocational Training Organization (TVTO)

[2012]
Technical and Vocational Training Organization, Markazi province, Iran
Asst. Trainer
Methods of Advanced Internet Searching in Researches at Technical and Vocational Training Organization (TVTO)

[2012]
Iranian Research Institute for Information Science and Technology, Tehran, Iran
Asst. Trainer
How to Write Research Papers

[2012]
Iranian Research Institute for Information Science and Technology, Tehran, Iran
Asst. Trainer
How to Write Thesis

[2012]
Institute for the Intellectual Development of Children and Young Adults, Ministry of Education, Iran
Asst. Trainer
Methods of Writing Specialized Scientific and Extensive scientific Papers

[2011]
Rad Andishan Training Institute, Tehran, Iran
Asst. Trainer
Methods of Writing Thesis for Master Students in Management and Accounting

Master Thesis Supervisory

[Winter and Spring 2018]
Polytechnic University of Madrid, Spain
Main advisor
Field: International master in industrial management (IMIM)
Title: Feasibility study of implementation of lean management in the supply chain of processing department of AGROTOMIC AG.

Workshops, Training Courses and Seminars Attended

Workshops and Training Courses

- W1. 4th International Workshop on the Sharing Economy; Lund University, Sweden; June 2017; 16 hrs.
- W2. Values-Based Innovation Management-Tools and Methods to Innovate by What We Care About; University of Graz, Austria; June 2017; 3 hrs.
- W3. Identifying Value Opportunities with the Sustainable Value Analysis Tool; University of Graz, Austria; June 2017; 3 hrs.
- W4. Patent & Copyright: What every researcher should know; Polytechnic University of Madrid, Spain; March 2017; 6 hrs.
- W5. Web of Science - Advanced Level; Polytechnic University of Madrid, Spain; May 2017; 3 hrs.
- W6. Introduction to Communication and Dissemination of Science in the University, doctoral training activity; Polytechnic University of Madrid, Spain; April 2017; 4 hrs.
- W7. Basic Tools for Research: Management of Scientific Documentation; Polytechnic University of Madrid, Spain; November and December 2017; 8 hrs.
- W8. DBA (Doctorate of Business Administration); Tckit Academy, Germany; November 2015; 480 hrs.
- W9. Marketing and Sales Management; C. R. S. Organization, Canada; December 2014; 20 hrs.
- W10. Customer Satisfaction Standard (ISO 10002 internal auditing); Pouyandegane Hesab Academy, Tehran, Iran; December 2014; 40 hrs.
- W11. Sales Engineering; Pouyandegane Hesab Academy, Tehran, Iran; December 2014; 40 hrs.
- W12. International Marketing and Custom Rights; Pouyandegane Hesab Academy, Tehran, Iran; December 2014; 40 hrs.
- W13. Advertising and Marketing Management; Pouyandegane Hesab Academy, Tehran, Iran; December 2014; 40 hrs.
- W14. Customer Relationship Management (CRM); QAL Academy, England; October 2014; 50 hrs.
- W15. Customer Relationship Management (CRM); Pars Development Centre of Electronic Learning Courses, Iran; September 2014; 50 hrs.
- W16. Marketing Management; Negareh High Educational Institute, Iran; September 2014; 40 hrs.
- W17. Modern Marketing and Sales Techniques; Tehran Business School, Tehran, Iran; September 2014; 40 hrs.
- W18. Marketing Research; Pars Development Centre of Electronic Learning Courses, Iran; August 2014; 50 hrs.
- W19. MBA-Marketing; Tckit Academy, Germany; August 2014; 200 hrs.

- W20. Marketing and Sales Management; Oxford cert Academy, England; August 2014; 60 hrs.
- W21. Human Resource Management; Pars Development Centre of Electronic Learning Courses, Iran; July 2014; 80 hrs.
- W22. Business Management- Marketing; Pars Development Centre of Electronic Learning Courses, Iran; June 2014; 200 hrs.
- W23. Marketing and Sales Management; Pars Development Centre of Electronic Learning Courses, Iran; June 2014; 60 hrs.
- W24. KAB Approach Entrepreneurship; Iran Technical and Vocational Training Organization (TVTO); October 2012; 50 hrs.
- W25. Motivation Management of Human Resources; Iran Technical and Vocational Training Organization (TVTO); September 2012; 63 hrs.
- W26. Fund Accounting; Iran Technical and Vocational Training Organization (TVTO); June 2012; 44 hrs.
- W27. How to Write and Publish Articles in International Journals; Iranian Research Institute for Information Science and Technology; May 2012; 9 hrs.
- W28. ISO 9001:2008 Essentials and Documentation; IMQ Academy, Italy; May 2009; 24 hrs.

Seminars

- S1. Industrial Research Meeting (IRM 2017); Polytechnic University of Madrid, Spain; April 2017.
- S2. The role of BMA in commerce; Arad-Elm Institute and Iran Scientific Commerce Association, Tehran, Iran; September 14, 2017.
- S3. Seminar in Structural Equation Modelling (SEM); International Conferences Centre of Mahan Academy, Tehran, Iran; December 2014
- S4. Drastic Mistakes in Marketing, Sales and Advertising Seminar; International Conferences Centre of Mahan Academy, Tehran, Iran; November 2014.
- S5. Third National Seminar in Marketing and Sales; International Conferences Centre of Pardis Gholhak, Tehran, Iran; October 2014.

Professional Membership

- Board of Reviewers of International Journal of Management, Accounting and Economics (IJMAE): E-ISSN: 2383-2126
- Editorial board member of International Journal of Economics, Business and Management Research: ISSN: 2456-7760
- International Board member of Journal of ECONOMICS: E-ISSN: 2303-5005
- Scientific board of OIKOS institute <https://oikosinstitut.org/>
- Iran Management Consultants Association (IMCA)
- Iran Management Association (IMA)
- Iranian Society for Human Resource Management
- Iranian Public Administration Association
- Iran Scientific Commerce Association (ISCA)

Languages

Persian (Farsi): Mother tongue
 Kurdish: Mother tongue
 English: C1
 Spanish: A2
 Italian: A1

Research Interests

- Sharing economy
- Sustainability
- Shared mobility and transportation
- Business Model Innovation