علی فاتحی

توسعه دهنده کسب و کار و صاحب محصول

اطلاعات تماس

تماس از طریق جابینجا

اطلاعات شخصی

سال تولد: ۱۳۷۵
وضعیت سربازی: معافیت تحصیلی
وضعیت تأهل: مجرد

زبان‌ها

انگلیسی (زبان مادری)

درباره من

Experienced Business Developer and Product Owner with a Passion for Agile Project Management.
Skilled in B2B and B2C Negotiation. Currently Working in the Partnerships Team at Funtory.
Strong Communication Skills with a Bachelors's Focused on English Literature and Currently
Studying MBA with a Thesis Focused on Agile Automation Tools and Services.

تجربه‌های کاری

کارشناس خرید و فروش

تابش تابلو | تیر ۱۳۹۷ تا مهر ۱۴۰۰

I joined Tabesh Tablou as a Procurement in the Supply-Chain department and my main objectives were locating sources of materials and products the company needed for its supply chain and negotiating prices with importers, manufacturers, or distributors. The purchases entrusted to me were up to $10,000 on a weekly basis.
To expand my expertise, I accepted the role of Sales Specialist in the same company. The company's products were different varieties of industrial electrical panels and the minimum for each unit was between $5000 to $9000 based on the customer's needs.

اسکرام مستر و مالک محصول

DMV Nerds | فروردین ۱۴۰۰ تا فروردین ۱۴۰۱

At first, I joined the company as a Business Developer. The services offered by the company were in the form of educational assistance to college and university students via developed platform.
Due to the lack of the scrum master role, I had to learn and adapt and fill that position as well, as best I could.
When I was promoted to the role of product owner, one of the main aspects of my work was creasting epics, setting deadlines, overseeing sprints, and setting prices for company services based on customer needs and team members' capacity.
The onboarding of new team members was also under my supervision.
I have to say that working in the US time zone was one of my main challenges.

مدیر نشر بازی و مالک محصول

Tapsell - Funtory | تیر ۱۴۰۱ تا فروردین ۱۴۰۲

I joined Funtory as a Business Developer and got promoted to Publishing Manager after my first quarter. As a business developer, my responsibilities were developing partnerships with local and foreign developer teams and companies in the Mobile Gaming Industry and negotiations with Hyper-

Casual Publishers, Fetching prototype ideas from big publishers and outsourcing them.
The Publishing Manager retains all Business Developer duties along with total product ownership over the games in development by 3rd parties and adapting quickly to product changes and limitations, and communicating these strategies to stakeholders both internally and externally. Each game is set to 2- week timelines for soft-launch and a maximum budget of $2000. Creating user stories, PBI's for the remote development teams in multiple time zones along with holding sprint planning, reviewing and retrospective sessions was particularly challenging.

<div dir="rtl">

سوابق تحصیلی

زبان و ادبیات انگلیسی (کارشناسی)
دانشگاه آزاد کرج | ۱۳۹۵ (در حال تحصیل)

MBA (کارشناسی ارشد)
دانشگاه علوم و تحقیقات | ۱۴۰۰ (در حال تحصیل)

مهارت‌های حرفه‌ای

ترجمه . فروش . زبان انگلیسی . مکالمه زبان انگلیسی . مکاتبات خارجی .
Project Management . B2B،B2C فروش . کارشناس فروش B2B . B2C sales
Business Development . Management . Agile Project Management .
international sales . product management . Product Owner

</div>

<div dir="rtl">

اطلاعات تماس

تماس از طریق جابینجا

اطلاعات شخصی

سال تولد: ۱۳۷۵
وضعیت سربازی: معافیت تحصیلی
وضعیت تأهل: مجرد

زبان‌ها

انگلیسی (زبان مادری)

</div>