

GHASEM GOLSHAN ARANI

ghasem@udel.edu | +1-302-568-7341 | Newark, Delaware, USA

[Linkedin: ghasem-g-arani-47665017](#) Alternate Email: ghasem.g.arani@gmail.com

Developed startup business in an educational setting, Seasoned business development professional with experience in trading multiple commodities (metals, raw materials, animal feeds, grains, LPG, Sulphur, Urea, Bitumen, Clinkers) and soft commodities such as animal feeds (wheat, barely, soy beans) with proven records of businesses in the Middle East, CIS, Korea, Turkey, Italy, India, and China, collaboration in diverse environments. Emotional intelligence across cultures, adaptability, Resourcefulness, Problem Solving, passionate, Coachable and teachable, Proactive and Action-Oriented, Self-Starter, Continuous Improvement, Critical Thinking

**International Commercial Banking | Trade Finance | Legal Contracts | International Marketing & Trade
B2B & B2G Marketing | | Market & Industry Research Relationship Building | Client Management
Business Analytics | Data and Trend Analysis | Business Intelligence**

EDUCATION

| | |
|--|---|
| University of Delaware <i>Fulltime MBA Program (International Business Concentration & Business Analytics Major)</i> | Newark, DE, USA Expected Graduation DEC 2024 |
| Shahid Beheshti University <i>Master of Business Administration (One Year Certificate)</i> | Tehran, Iran Dec 2019 |
| University of Kashan Bachelor of Arts English Language Translation-Persian | Kashan, Esfahan, Iran June 2005 |

Other Skills

Data Mining for Business Analytics, Familiarity with R, SAS, SQL (DATA BASE DESIGN), Optimization Spreadsheet Modeling, Python

START-UP EXPERIENCE

| | |
|--|----------------------------|
| Co-founder and Business Coaching Edna English Club (www.ednaenglishclub.com) asynchronous platform for learning English | Remote Aug 2022-Present |
| <ul style="list-style-type: none">Initiated and developed a business plan and converted it to an educational company since 2022Applied my knowledge of finance and marketing and digitalized business to promote the online academyManaged people for roles in finance, marketing while working with CRM and Accounting softwareStrategized business model and marketing plan to scale up this businessUtilized the Sharing Economy business model to expandDeveloped CRM for 10,000 customers in Iran and other Iranians in other countriesDesigned and developed coaching system for Asynchronous Educational platformExecuted coaching program for Fall 2023 and managing the current coaching program till March 2024 | |

Extra volunteer activities at University of Delaware

| | |
|--|-----------------------------------|
| Iranian Student Graduate Organization at University of Delaware <i>Treasurer</i> | Newark, DE March 2023 –Present |
| <ul style="list-style-type: none">Re-started the Iranian Graduates Student Organization after COVID-19 and created a network with other Iranian residentsOrganized Nowruz Ceremony for Afghan and Iranian students as well as the Iranian community of DelawarePresented and moderated the ceremony for almost 150 participants on 20 March 2023Organized Yalda Event for Iranian students at University of DelawarePreparing proposal and fund raising for Novrooz 1403 (March 21st 2024)Worked as Member of Diversity committee at Graduate Student Government Since Fall 2022 | |

Job experiences

International Marketing Consultant

Freelance and Self-employed

Tehran, Iran
Jan 2020- Aug 2022

- Consulted 3 Private Rolling Mills for Market entry to East Asia and Mediterranean markets.
- Managed and Lined up the export of 160,000 MT (Rebar & Wire Rod) from Iran
- Worked closely with regional trading companies and sourced the right sources of supply
- Negotiated and contracted shipping lines for freight and vessel chartering (Fixture Notes) and well as cargo Insurance
- Analyzed steel market prices based on reports by PLATTS Steel Price Report for purchase/sell decision
- Set-up an LLC Company in Dubai, UAE for animal feed trading development with Iran and Russia
- Initiated shipments of 10,000 MT (corn and barely) in Caspian Sea from Russian Suppliers to Iran northern ports

Trade Originator and Liaison Officer (Middle East and CIS)

Norecom Group (International Trading Co. UAE, Cyprus, Germany, China, India)

Dubai, UAE and Tehran, Iran
April 2016 - June 2021

- Developed Metal/steel trading with Iran (private and state) steel producers,
- Marketed sale of Ferro Alloys and Sourced steel semi-finished steel products (Billet and Slab)
- Resolved a challenging legal case with UAE Bank to unfreeze 9 million USD blocked money for 5 years in 2017.
- Generated annual turnover of USD 40 million via several transactions in trading with Iranian steel mills.
- Conducted market and Industry analysis to keep abreast of competitive landscape & execute trading strategies
- Cooperated weekly with Fast Markets Steel Price for Iran Steel Long Reports and Prices trends

Commercial Manager (Metal Market CIS and Middle East Region)

Amir Kabir Khazar Steel Company (Rolling Mill, Manufacturer of Re-bars)

Tehran, Iran
March 2012 - March 2016

- Initiated and Marketed the export of rebar for the 1st time to Iraq, Afghanistan, Pakistan, Gulf countries.
- Commercial negotiation Leader with European Steel Technology suppliers such as DANIELI, SMS, TENOVA, SARALLE, (ASMASH & CVS) Turkey, (ESSAR India, EICS and ITC) India for EPC Contract
- Prepared documents for €108 Million project finance with Iran National Fund
- Purchased annually 100k MT from steel billet suppliers/Mills in Russia, Kazakhstan, S. Korea, Turkey, Italy, India, and China
- Managed to import a complete rebar rolling mill from Italy/India to Iran and channelized Euro 15 million transitions
- Cooperated weekly with Metal Market Ukraine for Iran Steel Reports and Price trends

Business Development Manager

Renown General Trading LLC (Affiliated to Amir Kabir Khazar Steel Company)

Dubai, UAE
March 2009- March 2012

- Financial Controller for local AED transitions and International payments to (India, China, Russia, Kazakhstan, Italy)
- Prepared shipping Documents as per LC terms and UCP 600 & Incoterms 2010.
- Managed Trade Finance credit lines and Commercial Loans from UAE Banks and Russian Banks
- Negotiated and Contracted commercial agreements with suppliers of Steel Billet up to 200,000 MT per annum
- Fulfilled more than 100 successful cases of Letters of Credit for trade finance for Steel Billet
- Cooperated with Metal Bulletin Correspondents for Iran steel market research and analysis of prices

Business English Instructor

Tehran University, Faculty of Entrepreneurship

Tehran, Iran
Jun 2008- March 2009

- Taught a Business English Courses to Business Executives
- Received Certificate of Finance and Investment Management & Foreign Commerce (Incoterms/ Export & Import, Trade)

Fulbright Scholar-International Institute of Education

Persian Language Instructor at Center of World Languages Five Colleges, UMASS Amherst, MA, USA

Amherst, MA, USA
Sep 2007-May 2008

- Tutored and mentored undergraduate students at Amherst College, Smith College, University of Massachusetts
- Prepared course material for Persian Language
- Achieved certificate of FLT (Foreign Language Teacher Assistant)
- Presented a lecture at FLTA conference sponsored by IIE in Dec 2007, entitled as "Language Mentoring from Theory to Practice" which was selected among 60 submissions
- Cooperated with University of Massachusetts Translation Center for written document translations

Interpreter and Translator

MTN-Irancell (Iran 2nd Mobile Operator)

Tehran, Iran
June 2006- July 2007

- Translated financial and legal and Minutes of meetings and other commercial documents
- Interpreted more than 100 job interview for MTN South African recruiters and job applicants in Iran
- Proficient with Trados Studio is a computer-assisted translation software tool for centralized translation environment for editing for team translation