

# Mohammad Mahmoudi

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## Professional Summary

Strategic IT Consultant and Business Development Specialist with over 15 years of experience leading digital transformation, enterprise infrastructure design, and software development across industrial sectors. Proven ability to align technology with business goals, optimize operations, and deliver secure, scalable solutions. Skilled in cross-functional leadership, vendor management, and advising C-level executives on IT strategy to drive growth and compliance.

## Core Competencies

- IT Strategy & Consulting
- Business Development & Client Acquisition
- Digital Transformation & Process Automation
- Enterprise Infrastructure Design
- Virtualization (VMware, Hyper-V)
- Backup & Disaster Recovery (Veeam, Veritas)
- Identity & Access Management (Active Directory)
- IT Budgeting & Cost Optimization
- Vendor & Stakeholder Management
- Team Leadership & Project Delivery

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## Professional Experience

### Business Development Expert – Industry Systems

*MIGT / 2024 – 2025*

Led full-cycle development of full-stack applications that resolved four major operational bottlenecks across industrial clients. Advised C-level executives on IT strategy, aligning digital initiatives with business growth plans. Delivered scalable solutions that improved compliance, reduced manual processes, and enhanced system integration across departments.

### IT Administrator

*Nouyan Negin Parsian / 2022 – 2024*

Directed infrastructure and software teams to implement secure, high-availability systems. Redesigned IT architecture, increasing system uptime and operational efficiency. Oversaw deployment of new technologies and ensured compliance with internal and external IT standards.

## **Network Engineer**

*NDAG / 2021 – 2022*

Optimized IT infrastructure for 26+ enterprise clients, improving network reliability, speed, and security.

Implemented advanced security protocols, disaster recovery strategies, and performance monitoring tools to ensure business continuity and data protection.

## **IT Administrator**

*Daan Ertebat / 2020 – 2021*

Managed IT operations for over 100 clients and factories. Deployed 15+ tailored software solutions to meet diverse operational needs. Streamlined system maintenance processes, reducing downtime and support tickets by 40%.

## **Freelance Consultant – IT Infrastructure & Support**

*Self-Employed / 2019 – 2020*

Provided freelance consulting and technical support to SMEs. Delivered infrastructure audits, system upgrades, and workflow automation projects. Helped clients reduce IT costs and improve system reliability through targeted interventions.

## **Customer Support Engineer**

*Rayvarz Software Co. / 2016 – 2019*

Provided technical support to 300+ clients and maintained server infrastructure for 200+ universities. Ensured 99.9% uptime through proactive monitoring, preventive maintenance, and rapid issue resolution. Trained junior support staff and improved ticket response time.

## **Consultant / Network Infrastructure Engineer**

*Freelance / 2009 – 2016*

Delivered IT consulting and infrastructure redesigns for SMEs and large enterprises. Improved client workflows by up to 75% through automation, system integration, and tailored software deployments. Supported network upgrades and virtualization projects.

## **Helpdesk Technician**

*Bank Melli Iran / 2004 – 2009*

Supported IT infrastructure across 170+ bank branches and POS systems. Ensured business continuity through rapid issue resolution, system monitoring, and hardware/software troubleshooting. Played a key role in reducing downtime and improving service delivery.

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## **Education**

### **Bachelor of Science in Computer Software Engineering**

*GJK University | 2008 – 2010*

Focused on software development, systems analysis, and database design. Completed capstone project on enterprise resource planning (ERP) systems for manufacturing firms.

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## **Languages**

- English – Advanced
- German – Intermediate