

KAVEH KARIMIPOUR

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Personal Profile

An enigmatic and Account Executive with specific experience of sales in digital media and all aspects of the printing industry. A talented Executive with drive, determination and a proven track record of exceeding sales targets with consistency. A sensitive, articulate and outgoing communicator who is able to integrate smoothly into a rapidly expansive medium and establishes stable interpersonal relationships at all levels as an integral part of an organisational team.

An executive who now seeks to progress to Account Management roles where acquired skills may be developed and utilised in a progressive multimedia environment.

Key Skills

- Broad knowledge of multi-media processes and disciplines, image making, photography, film, video and typography.
- Online marketing for company promotion utilising search engine submission, and various optimisation techniques.
- Able to create and edit company logos using design application package.
- Able to creating HTML and flash websites including arranging web hosting and domain name registration.
- Frontline interaction with customers and client, providing information and advice as appropriate.
- Able to maintaining effective professional relationships to build on business profile both within the organisation and external to the organisation.

Career History

IT Providers, Account Manager

January 2008 - Present

IT Providers supply computer hardware and software packages, personalised consultancy. In-house training, and online support to ensure the smooth application and optimisation of IT systems which aim to assist in the identification of improved profitability and Key performance indicators of small and large organisations.

My key responsibilities were: to build strategic relationships and increase the portfolio of company Accounts predominately within the retail sector. To identify and provide ready solutions for each business by acting as the interface between the competitive environment and their IT solution.

Print Plan Design, Account Manager

December 2006 - January 2008

I have worked with a creative design team in print Media company, specialising in promotional material and digital media (website). I have done photography for the company involve in still

life, interior and exterior photography. aspects of the design and production process and delegate tasks accordingly, while also keeping a close professional relationship with the clients.

Master Print Services, Managing Director

February 2003-December 2005

I have established and expanded a new print and design company, specialising in promotional material concentrating on monopolising a niche market. I oversee all aspects of the design and production process and delegate tasks accordingly, while also keeping a close professional relationship with the clients.

Fast Food Marketing Services, Sales Executive

May 2002-Feb 2003

Managed and developed the sales and marketing department and was directly Responsible for a team of sales people. This project was for sales of advertising and promotional material targeted specifically at the catering industry.

System Advance, Technical Manager

May 2001- April 2002

I managed and instructed the technical team for development of a software application for the catering industry using Visual Basic and Networking. This complex project has now been successfully distributed throughout the UK with fantastic future potential to expand into Europe. The purpose of The application is to manage the online and offline order processing for Restaurant and Delivery. During my time there I supervised a team who installs and tested the application successfully in 185 shops.

Qualifications

Masters Degree - Digital Media at London Metropolitan University. 2008/09

Documentary Photography, Westminster College Centre, London 2006

Still life Photography, Kensington and Chelsea College, London 2006

Computer Science Bsc, Isfahan University, Isfahan, Iran 1996

Science Diploma Certificate (Pre-Degree)Dr Shariati College, Isfahan, Iran 1992

Technical Summary

Fluent knowledge of both Mac and PC systems utilising the following software:

Adobe CS4

QuarkXpress 6

Microsoft Project

Dreamweaver CS3

Microsoft Office

Aperture

Leisure Activities

Landscape and Wild Life Photography

Travelling and experiencing different cultures.

References Available upon request