

Personal Informaon      	Morteza Esfandiari Sedgh Tehran, IRAN +98-9123394012 8morteza@gmail.com https://www.linkedin.com/in/8morteza 
Occupational field Key Attributes and Responsibilities	project manager /Business Development & Tenders & contracts manager • Over 20 years of experience in civil engineering projects. • Strategic Planning and Business Growth and Market Analysis and Forecasting • Estimated project costs, tracked budgets, controlled expenses, and determined net profits • Manage the site construction covering contracts administration, cost control, materials management. • Control all job site expenditures for labor equipment, material and services and ensure that field operations are within the budget. • Play an advisory role and coordinate between the engineering teams located in various divisions of head office. • Review the Engineering and Design schedule customer plans, determined subcontractor needs, developed project estimates, compiled subcontractor bids, consolidated information into proposals for submission to clients, and negotiated final price. • Responsible for overall project performance and continuously analyze performances for adherence to quality standards and schedules.
	2024 – present Vice President Of Business Development and tenders at Kayson Water and Environment Company. Member Of the board Kayson Water and Environment Company Strategic Planning and Business Growth, Market Analysis and Forecasting, Tender Management and Leadership and Team Management Kayson Water and Environment Company, Tehran, Iran kwe.kayson.group
	2019 – ۲۰۲۴ Project manager/Tender & business development manager Construction estimation, Price offer, Contracts, Start and monitoring the following key projects: • Qarasu Irrigation and Drainage Network • Bitumen Storage Tank in Chabahar Port • Hot Strip Mill Mobarakeh Steel Company • Civil work in steel manufacture in Bafgh Steel Company Omran Kayson, Tehran, Iran okc.kayson.group

	2012 - 2019 Technical & Contract Manager & Project Manager, civil division Construction estimation, Price offer, Contracts, Start and monitoring the following key projects: • Civil and U/G piping works of Olefin project – Bushehr petrochemical Co. • Sabalan Methanol project. • Tehran book garden Building. • 65 km road in Cameroon (African country) • Bridge across the Wadi Bani Souq in Oman.(Asian country) • Export pipelines & loading facilities in AGTP Assaluye. Kayson company, Tehran, Iran kayson-ir.com
	Sep. 2010 - Mar. 2012 Co-Founder and Director Manager Some of key projects: • Civil work in Tarik dam in Gilan province. • Sewerage and storm water/drainage network in Emam Sadegh Uni. in Tehran. • Sardasht Dam mobilization. Geomaticsazeh construction company, Tehran, Iran
	May 2009 - Aug. 2010 Technical manager in site office • Sayad Shirazi highway in Tehran. • Emam Ali highway in Tehran. Tarriere mining piling and construction Co., Tehran, Iran
	July 2005 - May 2009 Site & Project Engineer • Salman Farsi Dam in Fars province. • Narmashir (Nesa) Dam in Kerman province Consultant engineering, Tehran, Iran www.mahabghodss.com
	May 2003 - June. 2005 Site & Project Engineer • In some residential tower in Tehran Pooladsazepayam Co. Tehran,Iran

Education and Training	1998 – 2002 BSc - Civil Engineering Bu-Ali Sina University, Hamadan, Iran I have passed several training courses some of them are: – Practical Use of FIDIC contracts. – International Contract Engineering Training Course. – EPC Contracts course. – Geo wall (Geotechnical society) – PMBOK course. – Project Procurement course. – RCC Dam course – Internal Audit with ISO 9001:2000 – National Building Regulations. – Financial management.
Others Skills	– The ability to optimize and define the business cases and systems – Hardworking and having good accuracy and speed in carrying out the activities – Team work ability – Excellent communication and interpersonal skills – Able to relates effectively and confidently with outside stakeholders, contractors, consultants, managers and work colleagues – Objectives oriented and flexibility and perseverance in achieving duties – Quick to learn new systems, processes and procedures – Friendly and collaborative team member
Memberships	➤ Member of construction engineering organization ➤ Board Member at Daryakhakpay Company (www.daryakhak.com) ➤ Board Member at Railway Kayson Company (www.railwaykayson.group_ir.com)