

# Curriculum Vitae – May 2015

Family name: Zavosh

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Date of birth: 1980

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## Education

- 3rd year PhD candidate in Management Science, SKEMA Business School, Sophia Antipolis, France (September 2012, present)
- **MBA**, Sharif university of technology, Tehran, Iran, Jul.2010.
- M.S in **Mechanical Engineering**, Amir Kabir University (Tehran Polytechnic), Tehran, Iran, Feb.2005.
- B.S in **Mechanical Engineering**, Sharif university of technology, Tehran, Iran, Jul.2002.

## Working Papers

Thesis chapters:

Zavosh, G., Dibiaggio, L. "How Much Does Corporate Effect Matter? Definition and Estimation of Business-Variant Corporate Effect" Work in progress

Zavosh, G. "Analysis of the Capital Allocation Process, Is It Really Inefficient?" Work in progress

Zavosh, G. "Help Me Make An Appropriate Decision. To Whom Should I Partially Sell My Venture?" Work in progress

## Conference Papers/ Presentations

- Zavosh, G., Dibiaggio, L. "How Much Does Corporate Effect Matter? Definition of Business-Variant Corporate Effect", AOM 2015, Vancouver (To be presented)
- Zavosh, G., Dibiaggio, L. "How Much Does Corporate Effect Matter? Definition and Estimation of Business-Variant Corporate Effect", Druid 2015, Rome (To be presented)
- Zavosh, G., "How Much Does Corporate Effect Matter? Definition and Estimation of Business-Variant Corporate Effect", SEI PhD consortium, Bocconi University, September 2014

- Kanani, A., Zavosh, GH., Isaai, MT., “ Analysis of an e-business Platform in a Supplying Automotive Part Company”, 6th International Conference on Information & Communication Technology Management (ICTM), Feb. 2010, Tehran, Iran.
- Zavosh, GH., Mansourzadeh, A., Ghasemzadeh, H., Maboudian, Y., “ A Framework for Implementing Lean Production Projects at OEM Suppliers- An Iranian Company Case Study”, Production Mangers Conference, Held by Iranian Industrial Ministry, 2010, Tehran, Iran. Paper in Persian
- Zavosh, GH., Adineh, A., Sheikhzadeh, M., “Supply Chain Product Technology Management- A Case Study in Iranian Company”, First National Localization Conference, Held by Iranian Ministries of Energy and Industry and Tehran Municipality, Apr. 2009, Tehran, Iran. Paper in Persian
- Zavosh, GH., Adineh, A., Anisinia, H., “KIA Pride Aluminum Proportioning Valve Substitution by Benchmarking Method”, Production Mangers Conference, Held by Iranian Industrial Ministry, 2007, Tehran, Iran. Paper in Persian
- Sanayeh, S., Zavosh, GH., Sajjadi, P., “Exergy-Economic Cost Optimization of Heat Pump (Compression-Evaporation) Cycle”, 5th Conference on Energy Consumption Optimization in Construction Industry”, 2006, Tehran, Iran. Paper in Persian

## **Awards and Honors**

- Achieved a rank within the top 0.1% of students admitted in the “Iranian National Entrance Exam for Universities”, (1997) for the B.S level
- Achieved a rank within the top 1% of students admitted in the “Iranian National Entrance Exam for Universities”, (2007) for the M.S level
- Author of the best article of the first National Localization Conference, IRAN (April 2009)

## **Workshops**

- Paper development workshop, SKEMA, June 2014, with paper: Zavosh, G., Dibiaggio, L. “How Much Does Corporate Effect Matter? Definition and Estimation of Business-Variant Corporate Effect”
- Paper development workshop, SKEMA, June 2015, with paper: Zavosh, G. “Analysis of the Capital Allocation Process, Is It Really Inefficient?” (To be presented)

## **Teaching Experience**

- Teaching for Master of Science students, International Business, SKEMA, Spring 2015
- Teaching for Master of Science students, Strategy, SKEMA, Fall 2014

## **Research Interests**

- Corporate-level strategy, Corporate capital allocation

## Computer Skills

- Familiar with CATIA, MATLAB, SPSS, STATA, and MS Project

## Work Experience

### Sazeh Gostar Saipa Company<sup>1</sup>, *March 2002 - Sep.2012*

#### *Oct. 2010 – Sep. 2012, as Project Manager & Product Engineering Director*

- Directed formulation and implementation of the product/process technology strategies through supply chain of the company
- Managed a comprehensive cost cutting project related to two models of the cars produced in company (X100, and Tiba), resulted in \$ 50 Million saving.
- Managing the Iranian supply related activities of **new Car Localization Project** (KIA Cerato 2011 in Iran)

#### *Nov. 2008 – Up to Feb. 2010, as Chief of Product Technology*

- Formulated **Technology Roadmap** and **Technology strategies** through the supply chain
- Developed procedures for **Product Technology Management, Lean Production, Product Benchmarking** and **Value Engineering** in the company
- Managed new product development projects align with the strategies (cost cutting, quality improvement, etc.) from Concept to Mass Production
- Led 24 **Product Benchmarking/ Value Engineering Projects**

#### *Mar. 2002 – Nov. 2008, as Supply & Quality specialist in Car Suspension, Braking and Exhaust systems*

- Finding, evaluating, and contracting with the automobile parts and assemblies suppliers
- implementing supply chain activities (cost analysis and contracting, ordering, inventory management)
- Running quality control, quality assurance and total quality management (SPC, MSA, etc.) activities in suppliers
- Directing continuous improvement activities (six sigma, lean production, ...) in suppliers

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<sup>1</sup> Responsible for Saipa Corporation supply chain management.