

Official Translation from Persian

Emblem of
The Islamic Republic of Iran

RESUME

1-Individual Particulars:

Full name: Mohammad Mirshekari
Date of birth: 1970
Place of birth: Gorgan
Marital status: Married

Dana Insurance Company, Vice President of Marketing & Sales Network
Address of the office: Kamkar Alley, South Sa'di St., Tehran,
Email: mirshekari1349@gmail.com

2- Education:

Bachelor's degree: Administration Management
Master's degree: Business Management, majoring in Insurance

3- Participation in Scientific Seminars of:

- The Insurance and traffic conference, 2011;
- The Bank, Stock Exchange & Insurance Conference, 2013-2014;
- The 20th National Conference, and the 6th International Conference on Insurance & Development with the theme of "Optimal Monitoring the Insurance Industry and insurance activities" 2013;
- The 21st National Conference, and the 7th International Conference on Insurance & Development with the theme of "Customer Orientation in the Insurance Industry and insurance: Requirements, Challenges & Solutions " 2014;
- The 22nd National Conference, and the 8th International Conference on Insurance & Development on the topic of " Financial and Management capability in insurance companies: Challenges & Requirements, 2015.

4- Scientific and Research Articles:

- Investigating the quality of car collision insurance services on the customers' loyalty;
- Investigating the relationship between information technology and service quality in the insurance industry;
- Examining the effect of car collision insurance service quality on the customers' loyalty (Master's thesis topic);
- Cost stickiness, ownership concentration and corporate risk.

5-Provided Plans:

- The plan to facilitate the handling and settlement of third-party financial damage through a team process;
- The plan to investigate the causes of car collision insurance policyholders' dissatisfaction and solutions to increase the satisfaction.

6- Executive Experiences:

- Inspection and Supervision Organization of the Ministry of Commerce (1996 ~ 1999);
- Expert in tracking and handling complaints of Iran Insurance Joint Stock Company (Inspection Management) (1999 ~ 2000);
- Expert in the inspecting the affairs of branches and agencies of Iran Insurance Joint Stock Company (Inspection Management) (2000);
- Head of Complaints Handling Department of Iran Insurance Joint Stock Company (Inspection Management) (2000 ~ 2003);
- Full-authority Representative of the company in destructing the documents of Iran Insurance Joint Stock Company (2001);
- The special inspector of the managing director in the implementation of the public relations of Iran Insurance Joint Stock Company (2003);
- Head of the Performance Evaluation Department (Inspection Management) of Iran Insurance Joint Stock Company (2003);
- Deputy of the General Department of Documents Affairs of Iran Insurance Joint Stock Company (2005);
- Head of the General Department of Documents Affairs of Iran Insurance Joint Stock Company (2005 ~ 2008);
- Manager of the top branch in west of Tehran of Iran Insurance Joint Stock Company (2008 ~ 2016);
- Deputy of inspection of auditing management and inspection of Iran Insurance Joint Stock Company (from Aug. 2016 to Jan. 2018);
- General Manager of Audit and Inspection of Iran Insurance Joint Stock Company (from Jan. 2018 ~ Oct. 2020);
- Head of Training and Research Dept. of Iran Insurance Joint Stock Company (from Oct. 2020 ~ March 2021);
- Deputy of HR and Administration of Sina Insurance Company (from March 2021 ~ March 2023);
- Advisor to the Managing Director of Dana Insurance Company (from March 2023 ~ Sept. 2023);
- Deputy of Marketing and Sales Network of Dana Insurance Company (from Sept. 2023 up to now);

Other Experiences:

- Secretary of the performance evaluation committee of Iran Insurance Joint Stock Company;
- Member of the Board of Advisors of Iran Insurance Joint Stock Company;
- Member of the Management Development Coordination Council of Iran Insurance Joint Stock Company;
- Member of the Transactions Commission of Iran Insurance Joint Stock Company;

- Member of HR Committee of Iran Insurance Company;
- The head of the specialized audit and inspection committee of Iran Insurance Joint Stock Company;
- Member of the non-operating defense committee of Iran Insurance Joint Stock Company;
- Member of the Productivity Committee of Iran Insurance Joint Stock Company;
- Member of the committee of administrative system health and protection of people's rights of Iran Insurance Joint Stock Company;
- Member of the committee to review and correct the affairs of the representatives of Iran Insurance Joint Stock Company;
- Member of the Board of Trustees of Abbasi Hotel, owned by Iran Insurance Joint Stock Company;
- Chairman of the Labor Discipline Committee of Sina Insurance Company;
- Member of the Services Compensation Committee of Sina Insurance Company;
- Member of the Building Committee of Sina Insurance Company;
- Member of the Appointments Committee of Sina Insurance Company;
- Member of the Loan Committee of Sina Insurance Company;
- Member of the Transactions Commission of Sina Insurance Company;
- Member of the compensation committee for Dana insurance employees;
- Member of the Dana insurance building committee;
- Member of Dana Insurance Appointments Committee.