

SHAYESTEH NAGHINAJAD

SKILLS

- Customer assistance

LANGUAGES

- English | Advanced
- italian | Intermediate
- Turkish | Native
- Persian | Native

OBJECTIVE

As a highly motivated Ph.D. graduate in Mechanical Engineering, I bring a strong background in business development and research and development (R&D) within the medical device industry. With 7 years of experience, I have honed my skills in various areas:

Business Analysis: I excel at analysing businesses from both an industrial efficiency and an economical standpoint. My ability to assess processes and identify optimization opportunities contributes to successful project outcomes.

Industrial Design: I am adept at industrial design principles, ensuring that products are not only functional but also aesthetically appealing. My understanding of design considerations enhances the overall user experience.

Simulation Software: Proficient in various software programs, including Microsoft Office (Excel, Word, Outlook, PowerPoint), MATLAB, COMSOL, ABAQUS, and CAD, I leverage these tools for modelling, analysis, and simulation. Whether it's structural analysis, fluid dynamics, or system optimization, I can navigate these software platforms effectively.

Project management: Proven skills, resource allocation, and planning abilities with success in meeting tight deadlines and objectives. A strong team player and communicator with exceptional presentation skills and the ability to adapt in multicultural environments. Possesses a unique blend of detail orientation and drive.

EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

profilocolore srl. Rome | Jul 2024 - Present

BUSINESS DEVELOPER

Arcamed. Istanbul, Turkey | Jan 2016 - Jan 2020

PROJECT MANAGER

Arcateb Hermes Co. Tabriz, Iran | Jan 2015 - Jan 2016

EDUCATION

PHD

Sapienza University of Rome. PhD in mechanical engineering
| Nov 2020 - May 2024

MASTER

Tabriz University. Master in mechanical engineering
| Jan 2017 - Jan 2020

BUSINESS MANAGEMENT

Harvard Business school. Business Analytics | Jan 2023 - Apr 2023

PROJECTS

SCIENCE WORKS

- Pau, A., Naghinajad, S., Alladio, F., Micozzi, P., & Boncagni, L. (2024, July). 3D Tomography of Hydrogen and Helium Plasma Produced in the Proto-Sphera Experiment. In 51st Annual Review of Progress in Quantitative Nondestructive Evaluation (Vol. 88162, p. V001T11A003). American Society of Mechanical Engineers.
- Alladio, F., Micozzi, P., Boncagni, L., Pau, A., Naghinajad, S., Macera, S., ... & Marsili, P. (2024). PROTO-SPHERA: a magnetic confinement experiment which emulates the jet+ torus astrophysical plasmas. Plasma Physics and Controlled Fusion, 66(3), 035011.
- NAGHINAJAD MOHAMMADKHANLOU, S., & Pau, A. (2023). 3D ultrasonic tomography for image reconstruction: an application to the plasma dynamics of PROTOSPHERA. In Young Investigators.
- Rizzo, G., Naghinajad, S., Tiano, F. A., & Marino, M. (2020). A survey on through-the-road hybrid electric vehicles. Electronics, 9(5), 879.

ACHIEVEMENTS

- Winner of the international scholarship for PhD from Sapienza University of Rome
- Ranked top student among M.sc students, based on overall GPA
- Recieve an award from Arcamed company as the most productive and best manager

CERTIFICATIONS & COURSES

- Certificate of Business Analytics, Harvard University(Business school), 2023
- Certificate of Economics for Managers, Harvard University(Business school), 2023
- Certificate of Financial Accounting, Harvard University(Business school), 2023
- Ielts english languauge certificate