

SEYED MEYSAM BEHESHTIAN

EXECUTIVE LEADERSHIP | BUSINESS & DIGITAL TRANSFORMATION | ICT & TELECOM

meysam.beheshtian@gmail.com | +98 912 *** ** * | www.beheshtian.id.ir | Tehran, Iran

EXECUTIVE PROFILE

Senior executive and technology leader with extensive experience spanning business management, ICT and satellite communications, insurance, electronic payments, and organisational transformation. Combines executive leadership with hands-on expertise in business architecture, technology strategy, large-scale infrastructure delivery, operational improvement, and cross-functional team leadership. Track record includes leading a satellite communications company, delivering rural connectivity for 900 villages, expanding a satellite network from 395 to 720 stations, and contributing to insurance digital products and service models.

CORE CAPABILITIES

Executive & General Management • Board Governance & Stakeholder Management • Business Strategy & Growth • Digital Transformation & Product Management • Insurance Business & Core Systems • Electronic Payments & Wallets • ICT / Telecom / Satellite Communications • Operational Excellence & Cost Optimization • Program & Project Management • Business Architecture & Process Design • Financial & Performance Analysis • Vendor, Regulatory & Contract Management

SELECTED LEADERSHIP & BUSINESS IMPACT

Company leadership and scale-up — Led Fanava Satellite as CEO and board member; oversaw network, service, financial, and organizational development.

Rural connectivity — Led design, deployment, and installation of a USO rural telecommunications network serving 900 villages, including underserved areas.

Network expansion — Expanded a satellite fuel-monitoring network from 395 stations in 2013 to 720 stations in 2016.

Insurance digital products — Helped develop and launch an insurer-owned mobile application that achieved a leading ranking among insurance-company apps; the source CV reports reaching an install/registration index in under six months.

Insurance architecture and service delivery — Designed architecture for core insurance, sales-network services, online sales, assessors/experts, and post-sales service applications.

Financial and operational improvement — Led or contributed to financial restructuring, tax and social-security settlement, ERP/process automation, and improvements to external audit outcomes.

PROFESSIONAL EXPERIENCE

Consultant — Energy Imbalance Reduction Project

Energy projects across electricity, gas, and gasoline | Nov 2025 – Present (source CV: Aban 1404 – Present)

- Contribute to project analysis and identification of operational bottlenecks.
- Support development of practical operating solutions and optimization initiatives.
- Coordinate project teams and monitor implementation, cost control, and performance.

Product Manager — Insurance Mobile Application

Bimeh Saman | Nov 2023 – Mar 2026 (source CV: Aban 1402 – Esfand 1404)

- Led product development for the insurer's proprietary mobile application.
- Used user feedback and usage data to improve the customer experience.
- Coordinated designers, developers, marketers, and business stakeholders against product goals.

Family Insurance Business / Sales Leadership

Bimeh Saman | Apr 2025 – Mar 2026 (source CV: Farvardin 1404 – Esfand 1404)

- Led sales-team activities focused on growing market share in family insurance lines.
- Developed marketing and sales initiatives to attract customers and strengthen retention.
- Analyzed customer needs and supported product alignment with customer expectations.

Business & Product Architecture

Bimeh Saman | Dec 2022 – Apr 2025 (source CV: Azar 1401 – Farvardin 1404)

- Designed architecture for the Core Insurance platform and the SamaNet services platform for sales channels, online sales, assessors, and experts.
- Designed SamX post-sales service applications for insurers and policyholders.
- Revised the technical support model to support achievement of a 24/7 service objective.

Marketing & Management — Electronic Payments

Pasargad Electronic Payment | Nov 2020 – Nov 2022 (Aban 1399 – Aban 1401)

- Managed marketing and business activities for electronic payment gateways (IPG), e-wallets, and other payment methods.
- Worked on business development and adoption of card-not-present payment solutions.

Satellite Communications Consultant

Mahan Airlines | May 2020 – May 2024 (Ordibehesht 1399 – Ordibehesht 1403)

- Advised on design and deployment of in-flight connectivity systems for commercial aviation.
- Provided guidance on satellite communications regulations, content provision for IFE systems, bandwidth sourcing, and specialised equipment.

Deputy Network Advisor / ICT & Satellite Communications

Informatics Services (Public Joint Stock) | Feb 2017 – Mar 2020 (Bahman 1396 – Esfand 1398)

- Advised on satellite communications, specialised equipment procurement, bandwidth sourcing, and regulatory matters.

CEO & Board Member

Fanava Satellite | May 2010 – Sep 2017 (Ordibehesht 1389 – Shahrivar 1396)

- Led company operations, business development, technology delivery, and organisational improvement during a period of growth.
- Designed and deployed satellite hub-port infrastructure using domestic engineering capabilities and available technologies.
- Led the USO rural telecommunications project, bringing connectivity to 900 villages and enabling fixed-line access for approximately 25,000 people.
- Designed and deployed banking backup networks for Pasargad, Mehr Eghtesad, and Ansar banks.
- Developed the first mobile satellite connectivity network for Iran Airports and Air Navigation Company, supporting connectivity between 70 airports and aircraft/cabin systems.
- Expanded the satellite fuel-monitoring network from 395 stations to 720 stations between 2013 and 2016.
- Designed and launched an IPTV value-added service for passenger rail operations.
- Oversaw financial and administrative improvements, including external-audit readiness, ERP/process automation, and settlement of regulatory, tax, and social-security liabilities.

Board Member / Technical Board Member

Kouh Noor Communications; Shabake Gostar Fanava | 2012 – 2017 (Dey 1391 – Bahman 1392; Ordibehesht 1394 – Bahman 1395)

- Contributed to governance and technical oversight of telecommunications and rural connectivity initiatives.
- Supported project controls and collaboration on the national fuel-monitoring system.

Earlier ICT, Network & Engineering Roles

Fanava Communications / Fanava Data Processing / Central Cooperative Organization of Rural Areas / Shahr-e Tehran Traffic Police / Engineering services | 1996 – 2010

- Held progressively responsible roles across network engineering, technical supervision, operations, business development, and ICT consulting.
- Designed and delivered LAN/WAN and data-center infrastructure, ISP/WLL/ADSL networks, IP telephony, Wi-Fi, and telecom planning/RFPs.
- Prepared the first IPTV RFP referenced in the source CV and contributed to a public Wi-Fi network deployment at permanent international exhibition venues.

EDUCATION

M.Sc., Technology Management — Technology Transfer — University of Science and Research, Tehran

2019–2021; GPA 17.90/20

B.Sc., Electrical Engineering — Electronics — Imam Hossein University, Tehran

1996–2002

CERTIFICATIONS & RECOGNITION

- Cisco Certified Network Professional (CCNP) — Cisco, 2001
- Microsoft Certified Systems Engineer (MCSE) — MCSE 2000
- Selected for an information technology exhibition in the oil industry — (2016/17)

LANGUAGES

Persian (Native) | English (Advance) | Arabic (Elementary)