

- o Held lead responsibilities for the following research duties: familiarizing myself with micro-level scanner data, including extensive data mining and data resolution; developing and constructing demand models for certain healthy and nonhealthy market basket items using the household scanner data; analyzing primary data collected from store intercept surveys, including generating store reports to noneconomists and community leaders; and, preparing manuscripts for conference and journal submissions.

2009-2013 Managing director

Hanza Office Supplies, Tehran, Iran

Hanza is an office supply distributing company based in Iran

- o Summary:

Managed critical negotiations with governmental departments (like ministry of economic affairs and finance or Ministry of labor and social welfare), suppliers and customers.

Coordinated the hiring process for all the key positions from the first to the last step. (Advertisement, resume collecting, reviewing, interviewing and hiring)

- o Achievements:

Increased the revenue over 500% during my 4 years of being the managing director.

Increased the average margin for the sales from 9% to 25% not only by changing the suppliers and customer segmentations but also by changing the products portfolio.

Converted Hanza from a local distribution company to a nationwide distribution company.

2007-2009

This course examines and analyzes the effects of government participation on supply and demand. Topics include the policy making process and the analysis of commodities, conservation, food safety, international trade, and rural development programs.

Summer 2019

AGBU 4340

2019 URS Presentations

Coogler, S., M. Joiner, T. Newsome, R. Hargraves, H. Curry, W. Williams, D. Chen, S. Nair, R. Irani-Kermani, and L.A. Wolfskill. 2019. Relationship between Adult Obesity Rate and Access to Recreation and Fitness Facilities. Poster presentation at the 12th Annual Undergraduate Research Symposium, Sam Houston State University, Huntsville, Texas, April 27, 2019.

Doucet, A., E. Powell, J. Soza, K. Enloe, K. Jahn, L.A. Wolfskill, S. Nair, D. Chen, and R. Irani-Kermani. 2019. Influence of Food Store Proximity on Obesity Rate of Adults. Poster presentation at the 12th Annual Undergraduate Research Symposium, Sam Houston State University, Huntsville, Texas, April 27, 2019.

Mull, M., C. Wenzel, I. Romero, H. Tupa, S. Runge, W. Denson, R. Irani-Kermani, S. Nair, D. Chen, and L.A. Wolfskill. 2019. Association of Adult Obesity Rates and Access to Restaurants. Poster presentation at the 12th Annual Undergraduate Research Symposium, Sam Houston State University, Huntsville, Texas, April 27, 2019.

Fleming, A., T. Morgan, B. Slovak, K. Morgenroth, C. Henderson, L.A. Wolfskill, S. Nair, R. Irani-Kermani, and D. Chen. 2019. Does Food Assistance Program (SNAP) Benefit Availability Influence the Perceived Adult Food Insecurity? Poster presentation at the 12th Annual Undergraduate Research Symposium, Sam Houston State University, Huntsville, Texas, April 27, 2019.

Anderson, M., C. Cavanaugh, M. Costlow, K. Gaertner, J. Miller, R. Irani-Kermani, S. Nair, L.A. Wolfskill, and D. Chen,. 2019. School Food Assistance Program and Food Insecurity among Children. Poster presentation at the 12th Annual Undergraduate Research Symposium, Sam Houston State University, Huntsville, Texas, April 27, 2019.

GRANTS

HONORS and AWARDS

2017	AAEA Trust Travel Grant Recipient, Agricultural and Applied Economics Association
2017	College of Agricultural Sciences Travel Award, Penn State University
2014	University Graduate Fellowship, Department of Agricultural Economics, Penn State University.
2006	, Kerman Province Governor.
2004	Ranked