

Ali Eram

Pharm. D., EMBA

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Tehran, Iran
1978.09.19

SUMMARY

Results-driven pharmaceutical executive with over 20 years of experience in commercial management, R&D, strategic planning, and HR across leading Iranian pharmaceutical companies. Proven track record in business negotiations, regulatory affairs, international procurement, and corporate strategy. Held senior roles including Commercial Manager, Director of Strategic Planning, and Board Member in multiple organizations. Currently serving as Executive Manager and Board Member at Shafayab Gostar, specializing in the registration, import, and distribution of innovative medicines from multinational partners.

EXPERIENCE

Executive Manager & Human Capital Manager 01/2022 - Present
Shafayab Gostar Company ↗

A pioneer private Iranian pharmaceutical company to register, import and distribute top innovative medicines from renowned multinational pharmaceutical companies like Novartis, Bayer, Boehringer, Gilead.

Board Member 10/2024 - 09/2025
Shafayab Gostar Company

Director of Strategic Planning and Development 04/2019 - 01/2022
Tamin Pharmaceutical Investment Company (TPICO) ↗

Tamin Pharmaceutical Investment Company (TPICO Holding) is the largest pharmaceutical holding in Iran that has been active in the pharmaceutical and pharmaceutical supply chain industry since 2003 and is the largest exporter of pharmaceutical products in the country.

Board Member 11/2019 - 10/2022
Owzan company ↗

Commercial Manager 01/2014 - 04/2019
Biosun Pharmed ↗

Leading a team to manage all commercial aspects of single and multi-site operations.

Keeping track of contracts for suppliers and service providers and makes sure that all terms of contracts are followed.

Meet the Business Performance Targets.

Identify and exploit new business opportunities

Ensure all pricing information is accurate and all changes are implemented.

Day to day management of staff within the commercial department.

Human Resources Manager 04/2017 - 04/2019
Biosun Pharmed ↗

Responsible for the recruitment, training, career development, compensation and benefits, employee relations, industrial relations, employment law, compliance, disciplinary and grievance issues and looking after the health, safety and welfare of employees.

Deputy Commercial Manager 07/2013 - 01/2014
Sobhan Darou Co.

Purchasing and procurement of APIs, exipients and any other raw materials or machineries and equipments needed for

manufacturing human pharmaceutical products.

Commercial Consultant 10/2012 - 01/2014
Biosun Pharmed

Purchasing Manager 04/2010 - 01/2014
Sobhan Darou Co.

Purchasing and procurement of APIs, exipients and any other raw materials needed for manufacturing human pharmaceutical products.

Board Member 04/2012 - 03/2013
Tolid Darou

Advising, governing, overseeing policy and direction, and assisting with the leadership and general promotion of company so as to support the organization's mission and needs

Regulatory Affairs Manager 04/2008 - 03/2012
Shamim Mehr Iranian Ltd.

Providing strategic and operational regulatory direction and documentation for Medical, Pharmaceutical, Hygienic and Cosmetic products covering product development, registration and approval, post approval activities. Overseeing the regulation process for products requiring regulatory approval, including filing necessary applications and handling all interactions with regulatory authorities.

Expert, Business Development 02/2009 - 04/2010
Sobhan Darou Co.

Developing international cooperations like under licensing, contract manufacturing and export/import of pharmaceutical finished products.

Business Development Manager 01/2008 - 05/2008
Ramtin Darman Teb Co.

Developing international cooperations like under licensing, contract manufacturing and export/import of pharmaceutical finished products.

Business Development Manager 06/2006 - 01/2008
Arian Teb Sepahan Co.

Developing international cooperations like under licensing, contract manufacturing and export/import of pharmaceutical finished products.

Sales Manager 01/2004 - 05/2006
Darou Pajouh Sepahan

Marketing and distribution of special and emergency medicines in the pharmacies located in Isfahan province.

EDUCATION

Pharmacy 1998 - 2004
Isfahan University of Medical Sciences - Doctorate

Business Administration and Management, General 2014 - 2016
Iran Industrial Management Institute - Master of Business Administration (MBA)

CERTIFICATES

Kaizen Management

Pharmacoeconomics and Executive Management Workshop

Bioprocess Engineering Course

EMBA (Executive Management)

SKILLS

Commercial Management	Expert	Administration	Advanced
Human Resource Management	Advanced		

LANGUAGES

English	Fluent	Spanish	Intermediate
French	Intermediate		