



# Mohammad Ali Zahedi

Fund Founding manager

DoB: 1975-09-22

Marital Status: Single

## Contact

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Isfahan, Iran

## Language

### English

Reading

Writing

Speaking

Listening

### Arabic

Reading

Writing

Speaking

Listening

## Social Network & IM

🐦 mo\_zahedi

🌐 mozahedi

## Profile Summary

I first got into the internet world in 2001 when I created a website named isfahanchat.com (To compete with YahooCHAT !!!). Since then, I've mainly had non-technical roles in the tech industry until 2017, that's when I got to know about Venture Capital. By 2019, I set up Hodhod, a VC firm, that launched in 2020, and I led it as CEO until 2023. Currently, I am in the midst of discussions and negotiations to start an even bigger fund focused on supporting startups that can grow beyond Iran and into MENA (Middle east and north Africa).

## Work Experience

### ► Founding manager

Afra  
Iran  
2024 - Present

#### Tasks and Achievements

- Raised a fund specifically designed from members of the Isfahan Chamber of Commerce.

### ► Founding Partner, Ceo, BOD

hod hod vc  
Isfahan, Iran  
2019 - 2023

#### Tasks and Achievements

- VC firm
- B2n.ir/hodhodvc

### ► Founder

Entrepreneurial consulting and service center  
Isfahan, Iran  
2016 - 2021

#### Tasks and Achievements

- A Consultation Center authorized by Ministry of Labour and Social Welfare

### ► founder, Editorial Writer, Sponsor

isfahanplus.ir  
Isfahan, Iran  
2014 - Present

#### Tasks and Achievements

- Creating a media for Isfahan entrepreneurship community
- <https://isfahanplus.ir/about-us-en/>
- <https://isfahanplus.ir/>

▶ **Co-founder, Business Development Manager**

Eventcenter.ir

Isfahan, Iran

2015 - 2018

**Tasks and Achievements**

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- an online ticketing platform
- <https://eventcenter.ir/>
- failed

▶ **Founder**

Apple724.ir

Isfahan, Iran

2014 - 2016

**Tasks and Achievements**

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- an online shop for Apple fan
- closed and failed

**Shareholder**

▶ **Hod hod VC firm**

2020

Link: [B2n.ir/hodhodvc](https://B2n.ir/hodhodvc)

▶ **Isfahan Research and Technology Fund**

2020

Link: <https://irtf.ir/>

▶ **biosiness**

2022

they are reshaping the leather industry by turning coffee waste into premium-quality, eco-friendly leather.

Link: <https://biosiness.com/>

**Internship**

▶ **Karaya Angel investors Club**

2019 -2021

weekly due diligence meeting and monthly General gathering

## Education

### ► Master of Marketing Management

Institute/University: Azad University  
Delijan, Markazi, Iran  
2009 - 2011  
GPA: 17.5 / 20

### ► Diploma in Costumer Management

Institute/School: Isfahan chamber of commerce  
Isfahan, Iran  
2010 - 2010

### ► Bachelor of Microbiology

Institute/University: Azad Univercity  
Isfahan, Iran  
1993 - 1997

### ► Diploma in Experimental Science

Institute/School: Adl high School  
Isfahan, Iran  
1989 - 1993

## Online & In-person Courses

### ► Venture Deals

Institute: techstars & Kauffman fellows  
2024  
Link: <https://venturedeals.techstars.com/courses/venture-deals-spring-2024>

### ► Employee stock option plan

Institute: Maktabkhoneh.org  
2022  
Link: [B2n.ir/mk448](https://B2n.ir/mk448)

### ► Advanced Valuation and Strategy - M&A, Private Equity, and Venture Capital

Institute: Erasmus University Rotterdam on coursera  
2021  
Link: <https://www.coursera.org/learn/advanced-valuation-and-strategy>

### ► Private Equity and Venture Capital

Institute: Università Bocconi in coursera  
2020  
Link: <https://www.coursera.org/learn/private-equity>

### ► Legal documents and startup contracts

Institute: blue-white Co.  
2020

▶ **Business plan for beginners**

Institute: eseminar

2020

Link: [B2n.ir/es112](https://B2n.ir/es112)

▶ **Financial tools for managers**

Institute: hamamooz eLearning institute

2020

Link: [B2n.ir/hamamooz](https://B2n.ir/hamamooz)

▶ **Due diligence and Cognitive errors**

Institute: Iran VC Association

2020

Link: <https://mstpark.com/news-notifications/notifications/event/careful-evaluation-webinar/>

▶ **KPI for Startups**

Institute: Maktabkhoneh.org

2019

Link: [B2n.ir/mk437](https://B2n.ir/mk437)

▶ **Brad Feld on Raising Capital**

Institute: lynda.com

2019

Link: <https://www.linkedin.com/learning/brad-feld-on-raising-capital/raising-venture-capital>

▶ **Data based Growth**

Institute: Isfahan chamber of commerce

2019

Link: <https://www.aparat.com/v/g07hv>

▶ **Designing a Shareholder Agreement and preferred stock**

Institute: Maktabkhoneh.org

2018

Link: [B2n.ir/mk480](https://B2n.ir/mk480)

▶ **founder-investor negotiation**

Institute: Maktabkhoneh.org

2018

Link: [B2n.ir/mk450](https://B2n.ir/mk450)

▶ **Financial Projection**

Institute: Maktabkhoneh.org

2018

Link: [B2n.ir/mk675](https://B2n.ir/mk675)

▶ **Startup Valuation**

Institute: Maktabkhoneh.org

2018

Link: [B2n.ir/mk377](https://B2n.ir/mk377)

▶ **Pricing for Business's**

Institute: Maktabkhoneh.org

2017

Link: [B2n.ir/mk783](https://B2n.ir/mk783)

▶ **principles of Entrepreneurship and venture capital**

Institute: Maktabkhoneh.org

2017

Link: [B2n.ir/mk445](https://B2n.ir/mk445)

▶ **Startup revenue model**

Institute: Maktabkhoneh.org

2017

Link: [B2n.ir/mk730](https://B2n.ir/mk730)

▶ **Convertible Note**

Institute: Maktabkhoneh.org

2017

Link: [B2n.ir/mk678](https://B2n.ir/mk678)

▶ **Principles of negotiation**

Institute: Maktabkhoneh.org

2016

Link: [B2n.ir/mk924](https://B2n.ir/mk924)

▶ **17 revenue model for startups**

Institute: Eseminar website

2016

Link: [B2n.ir/es111](https://B2n.ir/es111)

▶ **NEXT Pre-accelerator course**

Institute: Iran Entrepreneurship Association

2014

**Translate & Research**

▶ **Startup Communities: Building an Entrepreneurial Ecosystem in Your City**

2015

Link: <https://isfahanplus.ir/startup-communities-book-infographic/>

A book by Brad Feld about building a Entrepreneurial Community

▶ **The relationship between entrepreneurial personality traits of company board members and company profitability**

2011

My thesis for obtaining a master's degree

## Honors

- ▶ **Creating an open source startup Dictionary for newcomers**

2018

Link: <https://isfahanplus.ir/wiki/>

- ▶ **Compilation of methodology and preparation of "Entrepreneurship Map" of Isfahan city for the first time in Iran**

September 2018

- ▶ **+20 certificate of honor for Entrepreneurship Evangelist from universities, Isfahan science and technology park, Isfahan chamber of commerce, Isfahan Municipality**

- ▶ **First place at first startup weekend event in Isfahan**

September 2013

## Community and Society

- ▶ **The Board of Directors of the Investment and Financing Commission of the Isfahan Chamber of Commerce**

2023 - Now

- ▶ **Board of Directors of Isfahan Chamber of Commerce Technology and Innovation Financing Committee**

2023 - Now

- ▶ **member of Karaya Angel investors Club**

2024

- ▶ **Co-founder Isfahan Angel investors Club (isfahanic)**

2021

- ▶ **member of Isfahan research and technology network**

2020

- ▶ **Co-founder "pivot" (gathering for startup founders)**

2016

- ▶ **Co-founder Managers and Consultants Club of Isfahan**

2015

- ▶ **Co-fahnder "hamfekr" (meetup for newcomers to digital Economy)**

2013

## Personal interests

- ▶ **Mountaineering, Travel, Scuba Diving**

## Taught Subjects

### ▶ **Lean startup**

Many universities in Isfahan

### ▶ **Preferred stock**

Isfahan University of Medical Sciences, Isfahan science and technology Park

### ▶ **TEDx Speakers Curation**

ONYX innovation Factory

### ▶ **How to build a community?**

Poytek Accelerator

### ▶ **Marketing for Small Business**

Isfahan Innovation House

### ▶ **Resilience After Corona**

Blue-white Coworking Space

### ▶ **The best storyteller is the winner**

Poytek Accelerator

### ▶ **lean startup & business model generation canvas**

many universities and coworking spaces

### ▶ **disciplined entrepreneurship**

Isfahan University of Technology

### ▶ **Startups business models**

University of Isfahan

### ▶ **Entrepreneurial ecosystem**

Isfahan Chamber of Commerce

## Participation in International Conference

### ▶ **iBridge**

2016

iBRIDGES is an open, inclusive and collaborative initiative which aims to empower a worldwide high-tech entrepreneurial community, focused on those of IRANIAN descent, to exchange knowledge, best practices, and innovative thinking.

### ▶ **TED Global**

2017

TEDGlobal is a conference that celebrates human ingenuity by exploring ideas, innovation and creativity from all around the world.

### ▶ **Lean startup conference**

2019

Gather with more than a thousand innovators and 100+ expert speakers from across the globe seeking new ideas on how to drive change and solve complex problems.

## Volunteer Experience

### ▶ TEDxEsfahan - Esfahan,Iran

2014 - Now

Organizer & Licensee

### ▶ Global Entrepreneurship Week - Esfahan,Iran

2016 - Now

Coordinator

### ▶ Lean Startup Conference - San Fransisco, Usa

2019

the reception area

### ▶ Startup Weekend - Iran cities

2014 - 2019

Organizer & Mentor at +15 Events

### ▶ Lean Startup Machine - Tehran, Iran

2014

Mentor

### ▶ Bam Sabz Cyrus

2015

as a consultant for social business (Aloe vera production on the roofs of houses in the slums of Tehran)

## Set-up a stage

### ▶ Host and Organizer "next talk" at National Technology prize

2024

Link: <https://next-prize.ir/>

The purpose of this award is to identify and support ideas based on emerging technologies in order to realize the "next dream" of ecosystem leaders.

### ▶ Organizer and Investor at Mehregan Invest Day

2021

Link: [B2n.ir/minvest](https://B2n.ir/minvest)

An investment event in the two sectors of startups and growths

### ▶ Coach and judge at National Sheikh bahai technopreneurship festival

2016 - 2017

Link: <http://en.shtf.ir/>

The event is a hub where proactive and ambitious technopreneurs synergies to bring about significant changes to the country and people lives.

## Soft Skills

- ▶ **Leadership and team work abilities, Critical thinking and creativity, Communication skills and networking**

## Donation & Social Responsibility

- ▶ **Donator & Manager**

2023 - Now

I am building a school for teenager girls with an unique idea of design and Educational method (for next Era)

- ▶ **Executive director**

2003 - 2023

Led the construction of three schools for teenagers and children by My father, mother and brother

- ▶ **Book introduction and movie review**

2016 - now

Textual and visual productions are summaries of people's years of experience and knowledge, and by explaining them to young entrepreneurs, growth can be accelerated and failures can be cheaper and faster.

- ▶ **Friendly but Real consultant**

2010 - Now

For more than 8 years, I have been trying to give free advice every month in Isfahan Managers and Consultants Club, as well as in entrepreneurial events and social networks, etc.

Although I am a promoter of entrepreneurship, founders should be known the truth about their startups and those who have the potential should be helped by guidance and introduction to others, etc.

- ▶ **Spreading knowledge & Sharing experience**

2014 - Now

I firmly believe that it is our duty to help others to succeed, so I write important points and document experiences (on the Isfahan Plus website) and social networks, prepare articles and educational videos, and hold various courses and helping to hold various events