GOLZAR ENSAF

UAE/Dubai
Contact Details: | goliensaf@gmail.com | https://www.linkedin.com/in/golzar-ensaf/

Education

Master of Industrial Microbiology
Islamic Azad University, Science and Research *Sep 2019-Apr 2021*

Bachelor of Science (BSc) in Microbiology.
Islamic Azad University, Medical Science of Tehran *Jan 2014- Jan 2018*

Professional Experience

Project Manager

AI-Based Social Media Data Analysis Startup | Iran, Dubai | Sep 2024 – Present

Leading a pioneering AI-driven business specializing in social media data analysis, transforming insights into actionable marketing strategies for businesses.

- Spearhead strategic planning and execution, ensuring market alignment and technological advancement.
- Oversee R&D initiatives to drive innovation in social media analytics and data intelligence.
- Manage cross-functional teams, streamlining collaboration between development, marketing, and operations.
- Establish key milestones, ensuring timely project execution within scope, budget, and quality parameters.
- Develop and implement marketing strategies to drive brand awareness and customer acquisition.
- Identify and mitigate project risks, proactively resolving issues to maintain progress.
- Optimize resource allocation and performance tracking to ensure business scalability.
- Lead expansion initiatives in Dubai, ensuring compliance with local regulations and fostering sustainable business growth.

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Quality Control & Quality Assurance Manager

MOM Infertility Clinic | Tehran, Iran | Sep 2020 – Present

Ensuring excellence in healthcare quality, patient safety, and regulatory compliance within a leading infertility treatment center.

- Lead and implement quality assurance strategies to enhance patient outcomes and operational efficiency.
- Oversee compliance with healthcare regulations, including accreditation standards and clinical best practices.
- Manage infection control protocols, medical equipment maintenance, and diagnostic testing to uphold hospital hygiene and safety.
- Conduct internal audits, analyze KPIs, and implement continuous improvement initiatives.
- Develop training programs to elevate staff competency and adherence to quality standards.
- Act as the primary contact for customer complaints, ensuring resolution through structured corrective actions.
- Collaborate cross-functionally to drive organizational improvements and enhance service delivery.

Quality Control & Quality Assurance Expert

TEMAD Pharmaceutical Company | Tehran, Iran | Aug 2018 – Aug 2020

- Conducted in-depth quality control assessments of APIs and pharmaceutical products per BP, USP, and EP standards.
- Led compliance initiatives aligned with GMP, GLP, and GCP regulations.
- Executed risk-based investigations on non-conformance issues and implemented CAPAs.
- Managed validation of analytical instruments and testing methods, including HPLC and GC.
- Collaborated with cross-functional teams to maintain production quality and regulatory compliance.

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Part-Time Roles

Medical Equipment Sales Associate (Part-Time)

BEHDIS Medical Center | Tehran, Iran | May 2014 – May 2017

- Developed and managed sales pipelines, driving growth for specialized hospital beds and medical equipment.
- Utilized CRM systems to analyze customer data and optimize sales strategies.
- Built strong relationships with hospitals, leading to increased market share and revenue.
- Provided expert guidance on ISO-certified medical devices, emphasizing quality and innovation.

Skills and Certifications

- **Quality Assurance & Regulatory Affairs (QA/RA)** (ISO 13485, GMP, Medical Device Regulations)
- **Project Management** (PMP, Agile/Scrum)
- **Digital Marketing & Data Analytics**
- **Technical Skills**: MS Office Suite, Visio, ICDL 2, CRM Systems
- **Certifications**: First Aid, 5S, Advanced GMP, IMS Integrated Systems, TQM, ISO Standards
- **Languages**: Fluent in Farsi & English, Intermediate in Turkish
- **Interests**: Swimming, Fitness, Hiking