

Hossein Hashemi

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Summary of Qualifications

- Experienced in the field of Sales and Digital Marketing
- Proficient in techniques including Meta-Analysis, Data Analysis, and Statistics
- Strong leadership and team work skills, excellent system thinking skills

Education

- 2018 – 2023 (expected)** **Ph.D. in Marketing**, *University of Massachusetts Amherst*, Amherst - USA.
- 2010 - 2013** **M.S. in Industrial Engineering (Systems Management and productivity)**, *Sharif University of Technology*, Tehran - Iran.
- 2005 - 2010** **B.Sc. in Electrical Engineering (Electronics)**, Shahid Beheshti University, Tehran - Iran.

Publications

Conference Paper

- Hashemi, H., Rajabi, R., Boles, J., Alejandro, T. B., (2019). A Meta-Analytic Examination of the Causes of Salesperson Turnover. *2019 AMA Summer Academic Conference Proceedings: Marketing on Fire: Burning Questions, Hot New Methods, and Practical Ideas Worth Spreading* (Vol. 30, p. BCM-19). Retrieved from <https://www.ama.org/wp-content/uploads/2019/11/2019-Summer-AMA-Proceedings.pdf>
- Hashemi, H., Rajabi, R., Cha, C., Alejandro, T. B., (2020). An Updated Meta-Analysis of Salesforce Job Satisfaction. *2020 AMA Summer Academic Conference Proceedings: Bridging Gaps: Marketing in an Age of Disruption* (Vol. 31, p.536). Retrieved from <https://www.ama.org/wp-content/uploads/2020/09/2020-Summer-AMA-Proceedings.pdf>
- Cha, C., Rajabi, R., Hashemi, H., Alejandro, T. B., (2021). A Comprehensive Examination of Salesforce Satisfaction and Performance. *2021 AMA Summer Academic Conference Proceedings: Reimagining Marketing*.

Honors and Recognition

- Harold E. Hardy Scholarship, 2021
- HigherEd SIG Doctoral Student Grant, 2020
- **Ranked 7th** in Iran's M.Sc. Nationwide University Entrance Exam among almost 10,000 candidates for Industrial Engineering, **2010**
- **Ranked in the top one percentile** of about 400,000 participants in Iran's Nationwide University Entrance Exam

Selected Academic Experiences

Instructor	Internet Marketing, University of Massachusetts Amherst, Fall, 2020
Research Assistant	University of Massachusetts Amherst, 2018 - Now.
Research Assistant	Sharif University of Technology, 2012 - 2013.
Tutor	Introduction to statistics for Psychology and Biology, 2013
Tutor	Engineering Mathematics, 2007

Selected Professional Experiences

- 1) **Co-founder, Marketing and Product Manager**, Tajrobe Candokav Shirin Institute, Tehran - Iran, Nov 2016 - Aug 2018
- 2) **Management Consultant**, Teacher Recruitment Office, Tehran -Iran, Feb 2016 -Nov 2016
- 3) **Business Process Manager**, Gozine2 Educational and Cultural Institute, Tehran - Iran, Oct 2013- Nov 2016,