



Kimia Esmaeili

Social Entrepreneur, Volunteer, and Philanthropist

I'm Kimia Esmaeili from Gorgan, Iran. I've been serving as a volunteer and entrepreneur in developing underdeveloped and disaster-stricken areas for almost four years. I grew up in a family consisting of a rehabilitation doctor and a nurse, which inspired me to help my fellow human beings. I believe strongly that investing in capacities that have received less attention can lead to sustainable development in underdeveloped areas.

I'm very passionate about education and creating equal educational opportunities. As an entrepreneur, I've used my management, networking, and team leadership skills to create employment opportunities for people who deserve more support. I hope to work in a structure or organization that can provide the necessary resources for me to work at my highest capacity.

Contact

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Location

Tehran - Iran

Education

2019

Relief International

Survey and Census

2019

Iranian Red Crescent Society

Rescue and Relief Management

2017 to 2020

Islamic Azad University Central Tehran

Bachelor of Business Management
undergraduate

2009 to 2016

National Elite Foundation - High School

Diploma in mathematics and physics
Diploma in biology

Expertise

- Logistics and production management
- Accounting, budgeting and financial management
- Sales and project management
- Human resource management and recruitment
- Fund raising, advertising and promotions

Language

Persian (Native Speaker)

English (Professional working proficiency)

Turkish (Limited Working Proficiency)

Turkmen (Limited Working Proficiency)

Experience

SAHRA GROUP | February, 2020 - Present

Founder and Owner

I established a non-profit group called the "Sahra Group" to create employment opportunities for women and provide equal educational opportunities for children in underdeveloped areas while preserving the environment. As the founder of this group, I'm responsible for ideation, financial management, promotion and advertising, sales management, and operations management. Some of my activities include:

- Attracting and training interested producers and people needing the most help who are capable or interested in adding value
- Planning and designing products and packages
- Identifying opportunities and negotiating for the sale of produced products
- Creating corporate gift packages based on the needs and interests of organizations and companies while considering the potential and diversity of produced products
- Promoting the group's activities utilizing the reach of national influencers
- Holding events to introduce group activities and direct sales of products produced by individuals under coverage
- Attracting and negotiating with individual and corporate sponsors
- Recruiting volunteers and managing human resources

March, 2019 - Present

Volunteer work in under-developed areas

I've been volunteering for various charities since I was a teenager, but I started taking my volunteer work seriously after the 2019 flood in northern Iran. Most of my experiences are related to managing volunteers and coordinating with responsible organizations during the early days and months of the flood, gathering and managing public aid, and identifying the medical and basic needs of those residing in temporary shelters and later those who returned to their homes. I also managed and planned the construction and development of temporary housing structures tailored to the culture and aimed at preserving hope in affected areas. Finally, I assessed needs, raised funds, and prepared and presented food parcels to orphanages, people in need, and charities (for example, Mahak Institute). I managed finances and planned in rebuilding homes for families affected by the flood which was done with coordination with various organizations such as the "Housing Foundation of Islamic Revolution" (بنیاد مسکن انقلاب اسلامی) and "Imam Khomeini Relief Foundation" (کمیتة امداد امام خمینی).

I also launched small weekly campaigns for garbage collection in Hirkani forests.

Educational experiences

Apart from "Rescue and Relief" courses and volunteer activities, I have completed several courses in entrepreneurship, finance, exports, and imports on the comprehensive portal of the Chamber of Commerce (سامانه جامع اتاق بازرگانی) with private instructors and at the Tehran Institute of Technology (مجمع فنی تهران). I have also participated in online courses abroad at universities such as Harvard and Erasmus. Currently, I am attending the "Social Entrepreneurship and Sustainable Development Boot Camp" at the Iran-Switzerland Chamber of Commerce hosted by Emkan House (خانه امکان).

Projects

- Corporate Gift Packages | Iran** **February, 2020 - Present**
- Sahra Group markets and introduces products made by talented women who are heads of households. Corporate gifts have been prepared to establish a link between large commercial companies and remote villages. The gifts are presented with a certification of authenticity and are an ideal opportunity for businesses to fulfill their social responsibility while benefiting from the highest quality of Iranian art. Among the customers of Sahra Group's corporate gifts are large organizations such as "Saipa Industries Group" (گروه صنعتی سایپا) and "Haft Almas Industries" (صنایع هفت الماس).
- "Women Artists of Sahra" event held by the Sahra Group | Tehran (تهران)** **March, 2022**
- I organized the "Women Artists of Sahra" event to showcase the abilities and products of women who were under increased pressure due to the COVID19 pandemic and being the head of the household. The event had 20 production groups participating and about 200 producers presenting and selling their products. I recruited volunteers and attracted sponsors, influencers, and national figures to promote this event. I also performed needs assessment, planning and designing products and offerings, coordination and supervision of production, preparation of the event and its venue, and also invested personally in the promotion and to increase the speed of production.
- Kid's Wishes | Chin Sibley (چین سیبلی) Village** **January, 2021**
- This project aimed to fulfill the wishes of the children of Chin Sibley village and help the environment by selling cloth shopping bags decorated with paintings of their own wishes. Some of the activities I carried out for this project include identifying children, categorizing them into groups of four and teaching them about the meaning of purpose, wish, and painting; planning, supervising, producing, and printing paintings on bags; conducting promotion campaigns using Instagram; presenting these bags alongside other products to customers; and signing contracts with charities (for example, "Yarigaran Khorshid Charity" - خیریه یاریگران خورشید) and organizations to use these cloth shopping bags instead of plastic shopping bags in food packages.
- Setting up educational boarding houses for girls | Dashtiari County (دشتیاری بلوچستان)** **January, 2021**
- After the rural library project, some contributors proposed creating boarding schools for girls to create a peaceful environment for study and preparation for university entrance exams with a warm meal and access to books, educational resources, and university entrance exam counseling. I was directly involved in creating the necessary infrastructure and raising funds for this project. This project which started with 12 students from different villages, not only changed the cultural perspective of residents of this area regarding girls' education but also directly provided the necessary conditions for one of the students named Maryam Jadgal (مریم جدگال) to enter university to complete her higher education.
- Building Rural Libraries | Dashtiari County (دشتیاری بلوچستان) - Golestan (گلستان)** **December, 2020**
- I started building rural libraries in the Dashtiari County of Baluchistan province and Golestan province with other volunteers to create a peaceful environment for study and learning, making maximum use of local resources and preserving the independence of the local population. We secured the project site directly from the village itself and selected a librarian from local volunteers who were mostly teachers. To equip the library, we used networks and social connections to attract benefactors and use the potential of organizations such as Librarianship Affairs (امور کتابداری), universities and Red Crescent.
- The Kindness Movement | Iran (ایران)** **March, 2020**
- The COVID19 pandemic and business closures have caused various livelihood problems, especially related to rent costs, affecting many people. A movement to help those affected was initially started and later directed by the Adam-Hesabi-ha (آدم حسابی ها) Instagram account. As a part of the team, I soon created a mechanism to discover and connect those in need of support and benefactors. After creating a curated list of people in these individuals, the project entered the operational phase. During the project's implementation period, monitoring and necessary inspections were carried out to ensure its progress. In total, 360 households and businesses were helped with their two-month rent.
- Building bath and toilets | Chin Sibley (چین سیبلی) Village** **June, 2019**
- I initiated this personal project after identifying the basic health needs of Chin Sibley village residents. I completed it by constructing ten bathrooms and toilet facilities. This project differed from previous ones by employing local people and using the abilities of members of families in need. This approach not only spread the funds raised among these people but also helped their mental health and morale by creating a sense of pride after completing each part of the project. I managed all necessary activities for this project, including identifying needs and coordinating with the council and village elders, promoting, raising funds and financial management, needs assessment, purchase of materials and supplies, resource management, coordination, planning, and supervision of construction using the presence of local activists.
- The "no to container" campaign | Chin Sibley (چین سیبلی) Village** **April, 2019**
- This project aimed to build local alternative structures called Agh-Oy (آق اوی) instead of mass-produced containers to compensate for the damages caused by the 2019 flood in northern Iran. The campaign was implemented due to the environmental, psychological, and cultural effects of these native structures and the possibility of employment and income in the future for residents. After building 31 local temporary structures, the project was completed. As one of the main members of this group project, I was directly involved in identifying those in need and coordinating with relevant agencies and organizations to verify individuals and prevent duplication of work. I also conducted needs assessment, procured required materials and equipment, transported resources to the building sites (logistics), and recruited and managed volunteers.

Abilities and Expertise

I have been directly and seriously involved in the following specialties due to the needs of each project or deficiencies and shortcomings discovered during my activities:

- Purchasing, logistics, and sales management
- Recruitment and supervision of volunteer and non-volunteer human resources
- Production and project management
- Management, communication, promotion, and identifying the capabilities and needs of projects
- Seeking sponsorships and raising awareness to get public assistance
- Ideation and planning
- Financial management, accounting, and budgeting for projects.

My soft skills are the most important factor that enables me to work in the above cases and become familiar with more specialties whenever required. These skills are briefly mentioned below:

- Accuracy and attention in listening; clarity and honesty in speech
- Trust in delegating responsibilities and accepting responsibility in teamwork tasks
- Willingness to help, guide, advise, and coach fellow members and newly recruited volunteers
- Mastery of methods for resolving disagreements Resource management and allocation
- Acceptance of criticism and interest in the growth and improvement of processes and methods
- Perseverance, hard work, and interest in finding new and efficient solutions to problems
- Time management, accuracy, and sensitivity in scheduling tasks
- Crisis management, conflict resolution, and flexibility toward achieving common goals
- Decision-making, team leadership, and problem-solving
- Creativity especially toward finding novel solutions to problems presented
- Adaptability to conditions without losing sight of the goal
- Negotiation skills

Other Experiences

- Membership in the "Women Entrepreneurs Association of Iran and Switzerland Chamber of Commerce"
- Membership in the "Innovation Factory" (کارخانه نوآوری) as a creative company
- Providing essential household items for needy families
- Renting several residential units for one year for several needy families
- Establishing a beauty salon for a female head of household
- Collecting and sending essential goods during the "Sar-Pol-e-Zahab" (سرپل ذهاب) earthquake on November 2018 in Kermanshah (کرمانشاه)
- Collecting several thousand health packages with the help of Instagram influencers and distributing them using Red Crescent data and resources
- Holding various celebrations and events at nursing homes
- Rescuing injured animals and finding suitable supporters for them
- Participation in financial markets since 2015