

Dr. Mehdi Mohammadzadeh

A) Personal Information:

Name: Mehdi

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Sex: Male

Address: Department of Pharmacoeconomics and Pharmaceutical Management, Shahid Beheshti University of Medical Sciences, Tehran, Iran. E-mail: m_mohammadzadeh@sbmu.ac.ir.

B) Education:

- Doctor of Pharmacy from Tabriz University of Medical Sciences.
- MPH from Tehran Faculty of Health and Medical Sciences.
- MSc, MBA from Linköping University, Sweden.
- Macroeconomics course from Bangkok University, World Health Organization Training Center.
- Ph.D. in Pharmacoeconomics and Pharmaceutical Management from Shahid Beheshti University of Medical Sciences.

C) Training:

- Financial Planning For Health Sector, MoH, 1999, Tehran, Iran.
- Workshop in National Health Accounts, World Bank and Iranian Ministry of Health, 1999, Tehran, Iran.
- Health Sector Reform Workshop, MoH, 1998, Tehran, Iran.
- Strategic Planning and Management in Health Sector, Tehran University of Medical Science, 1998, Tehran, Iran.
- Research Methods in Health Care, National Research Center, 1998, Tehran, Iran.
- Management of Primary Health Care Network, MoH, 1998, Tehran, Iran.
- Course in Public and Private Roles in Health, MoH, 1997, Tehran, Iran.
- Productivity Improvement in Civil Service, Asian Productivity Organization, 1996, Kuala Lumpur, Malaysia.
- Health Care Financing System, 1995, Tehran, Iran.
- Course in Strategic Planning and Management, Institute for Employment and Administration Affairs, IRI, 1995, Tehran, Iran.

D) Work Experience:

- Head of Pharmacoeconomics and Management Research Center (current)
- Chairman of Rosamed BT Pharmaceutical Company (current)
- Secretary of Productivity Committee of Iran's Ministry of Health, 1375-1378.
- CEO at Alborz Daru Pharmaceutical Company, 1378-1380.
- CEO at Caspian Tamin Pharmaceutical Company (TPICO).
- Chairman of the Board of Directors of Isfahan Antibiotics Company, 1379-1382.

- Chairman of the Board of Directors of Iran Chemical Products Detoxification Company, 1382-1380.
- Minister's representative in Iran Productivity Organization, 1377.
- General Director of Health Economics and Program Budget of the Ministry of Health, 1378-1374.
- Health and treatment planning consultant of oil company, 1379-1378.
- Vice Chairman of the Board of Directors of Red Crescent Medical Supply Organization.
- Chairman of the Board of Directors of Darupakhsh Company.
- Chairman of the Board of Directors of the Investment Company of Raw Materials Supply.
- Managing Director of Tolid daroo Pharmaceutical Company, 1382-1380.
- Chairman of the Board of Directors of KBC Pharmaceutical Trading Company, 1378-1381.
- Chairman of the board of directors of Shahid Modares raw materials production company, 1380-1379.
- Health Care Financing Study project's manager from the World Bank projects in Iran , 1375-1378
- Deputy head of Kurdistan University of Medical Sciences, 1373-1371.
- Head of the Regional Health Organization of Kurdistan Province, 1371-1369.
- Health deputy of Kurdistan province regional health and treatment organization, 1368-1369.
- Director of the health and treatment network of Saqez, Kurdistan, 1365-1368.

E) Publications:

- Pharmaceutical marketing a practical Guide, 1394.
- Demographic Concepts in Economic texts, Family Health Journal, 1997, No:9,p:34-38.
- Rural Health Insurance package, MoH press, 1998, Teharn, Iran.
- Health System Cost Control Methods, MoH Press, 1998, Tehran, Iran
- Economic Evaluation of Real Hospital Bed/Day Expenditure in Iran, MoH Press, 1999, Tehran, Iran.
- Synopsis of Health Economic Concepts and Definitions, MoH Press, 1999, Tehran, Iran.
- Evaluation of 'Health for All until 2000' in Iran, WHO, 2000, Tehran, Iran.
- Health Financing in Healthcare Services, MoH Press, 2000, Tehran, Iran.
- Two flavones from *Salvia leriaefolia*. IJPR: 2010, Vol.8, issue 3; 179-184.
- An Analysis of the Relationship between Staff Qualification and Export Readiness of Pharmaceutical Companies: The Case of Iran, Iran J Pharm Res. 2012 Summer;11(3):985-90.
- The effect of capital structure on the profitability of pharmaceutical companies the case of Iran, Iran J Pharm Res. 2013 Summer; 12(3): 573–577.
- Organizational performance, Marketing strategy, and financial strategic alignment: an empirical study on Iranian pharmaceutical firms, Daru 2013, Aug 2;21(1):65.
- An Export-Marketing Model for Pharmaceutical Firms (The Case of Iran), Iran J Pharm Res, 2013 Winter;12(1):249-55.
- Hydatid cyst surgeries in patients referred to hospitals in East Azerbaijan province during 2009-2011. Iran J Parasitol. 2014 Apr-Jun; 9(2): 233–238.

- Alignment is the Most Efficient Tool in the Management of the Pharmaceutical Turbulent Market, Iran J Pharm Res. 2014 Winter; 13(1): 1–2.
- Size estimation of most-at-risk groups of HIV/AIDS using network scale-up in Tabriz, Iran. J Clin Res Gov, 2014.
- Chain drugstores: Opportunities and Threat, Iran J Pharm Res. 2014 Summer; 13(3): 739–741.
- A randomized open label parallel design clinical study of Rosastim, the biosimilar granulocyte colony-stimulating factor, for chemotherapy-induced neutropenia. American Journal of Advanced Drug Delivery, 2015.
- Knowledge discovery from patients' behavior via clustering-classification algorithms based on weighted eRFM and CLV model: An empirical study in public health care services. Iran J Pharm Res, 2016 Winter;15(1):355-67.
- Developing a Model of Tuition Fee Calculation for Universities of Medical Sciences. Journal of Medical Education, 2016.
- Export Readiness Assessment of Ten Iranian Pharmaceutical Companies and Comparison with their Export Performance. Pharm Sci. 2016;22(3): 203-209.
- Market Capabilities Strategy, Internal Market Orientation and Performance of Pharmacy Companies Accepted in Tehran Stock Exchange. Iran Strategic Management Society 2016-05-01.
- Impact of Corporate Reputation on Brand Differentiation: An Empirical Study from Iranian Pharmaceutical Companies. Iran J Pharm Res , Autumn 2017, v.16(4).
- The Estimation of Economic Burden of Hepatitis B Virus Infection in Iran, Hepat Mon. 2017 January; 17(1):e40541.

- Evaluation of the effect of patient requests on antibiotics prescription by physicians in Tabriz in 1393. *RJMS* 2017, 24(154): 44-52.
- Identification of key success factors in the marketing of cosmetics based on knowledge, attitude and practice (KAP) analysis using topsis technique (the case of Iran). *Pharm Sci.* 2017;23(3): 222-230.
- Trend analysis and future market forecasting of cardiovascular drugs in Iran. *Research in Medicine* 2017, 41(2): 120-129.
- A data mining approach for modeling churn behavior via RFM model in specialized clinics Case study: A public sector hospital in Tehran. *Procedia Comput Sci*, 2017:120:23-30.
- The estimation of economic burden of hepatitis C virus infection in Iran. *Iran J Public Health.* 2018 Oct; 47(10): 1575–1582.
- Main Factors Affecting Physicians' Prescribing Decisions: The Iranian Experience. *Iran J Pharm Res*, 2018 Summer;17(3):1105-1115.
- Prioritizing the Factors Affecting the Abuse of Pharmaceutical Opioids by Applying Topsis. *Iranian Journal of Pharmaceutical Sciences* 2018: 14 (1): 67-74.
- Pharmaceutical industry in export marketing: a closer look at competitiveness. *International Journal of Pharmaceutical and Healthcare Marketing*, Volume 13, Number 3, 2019, pp. 331-345(15).
- Impact of Corporate Reputation on Brand Segmentation Strategy: An Empirical Study from Iranian Pharmaceutical Companies. *IJPR*, 14 December 2022, Page 87-104.
- The study of profitability of drugstores in Iran's pharmaceutical system. *Iranian Journal of Pharmaceutical Sciences*, 14 December 2022, Page 209-216.

- Structuring a Pharmaceutical Parent Company Organization: A Value-Based Approach, The Case of TPICO. Iranian Journal of Pharmaceutical Sciences, 14 December 2022, Page 143-150.
- Factors Affecting the Product Life Cycle of Generic Medicines. Iran J Pharm Res. 2022 Dec; 21(1): e127039.
- A Clustering Approach to Identify the Organizational Life Cycle. J. Open Innov. Technol. Mark. Complex. 2022, 8(3), 108.
- Developing a structural equation model for the life cycle of generic pharmaceutical products. Journal of Generic Medicines February 2022, 18(1).
- Developing a System Dynamic Model for Product Life Cycle Management of Generic Pharmaceutical Products: Its Relation with Open Innovation. J. Open Innov. Technol. Mark. Complex. 2022, 8(1), 14.
- Development and Validation of a Liquid Chromatography-Tandem Mass Spectrometry Method for Analysis of Riluzole in Human Plasma and Its Application on a Bioequivalence Study. Drug development & registration, 2023-12-1-192-198.

F) Research interest

- Pharmaceutical Marketing
- Pharmaceutical Financing
- Burden of Diseases
- Economic Evaluation
- Business development and planning