



## Naveed Mirza



**Department of Management**  
**Professor of Delegation Management**  
Faculty Position: Adjunct Professor

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**Naveed Mirza** is adjunct professor at the ISG International Business School. He holds a Master degree from ESCM. He is also a consultant.

- His area of expertise covers Consulting, Training, Accounting, Team Management and Executive Coaching.
- His teaching specializations concern Delegation & Team Management, appraisal & Performance Review

## Qualification & Participation

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<b>Intellectual Contributions (2009-2014)</b>	Scholarly Book	N
	Book Chapter	N
	Professional Report	Y
	Presentations as practitioner seminars or convention	Y
	Editorial responsibilities	N
	Membership	
Qualification		

<b>Participation (2014-2015)</b>	Class Hours	
	Jurys	Y
	Meetings (department, research, accreditation ...)	Y
	Mentoring project/thesis	Y
Participation		

## Teaching Areas (2014-2015)

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Course 1: Delegation and Team Management

### Education

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2010 Masters in Management: ESCEM Perspectives ; Ecole Supérieure de Commerce Et Management

Thesis: How communication impacts the delegation in large and medium scales businesses?

2002 D.U.T Techniques de Commercialisation, Academic Diploma of Technology (Paris Sud XI)

1997 Diploma of Business Accountant

1995 High School Diploma, specialization: Economic and Social Studies

### Teaching Experiences

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- Institutions

- IDRAC
- ISG International Business School
- IEFT Institut Européen de Formation en Tourisme
  - Delegation & Team Management
  - Appraisal & Performance Review
  - Hospitality Management
  - Cross Cultural Teams Management
  - Time Management for Managers
  - HRM in Tourism Industry

## Professional Experiences

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Nissan Europe Export Sales  
2010 – Present

Core responsibilities consisted in managing Exports Operations and developing User Guides for trainings.

### Export Operations User Guides and Trainings

- Designed the “Overview-map” of monthly order cycles, including milestone meetings, list of task to be completed for key deadline and R&R of all involved counterparts.
- Created “Learn-to-Operate” user guides for all the operational procedures involved in the monthly order cycle.
- Specific training program was developed for the back-bone activity supporting monthly vehicle ordering: SCHEDULING
  - Defined the key points to be highlighted in the training with counterparts of all the departments relevant to the project (SCM, IS/IT, Logistics, Production Planning).
  - Designed the user guide explaining in a pedagogical way with Do’s and Don’ts of Scheduling
  - Developed a Video Training program putting in a Smart way all the subtleties of this process so as to make it Accessible to even the very beginners

- Designed and created training regimens and material for business supporting activities: Business planning, Monthly wholesales projections, Quarterly forecast and stock landings.

#### Export Operations Management

- Coordinate the consolidated Business Plan of Nissan Sales Companies affiliated to Nissan Europe Export Sales department.
- Ensure the monthly order take process handling; liaise with Supply Chain Management to Prepare the Monthly Sales Reforecast and Quarterly Forecasts, study and justify variances between Business Plan and Reforecast.  
Nissan Europe Finance and Accounting

2007 – 2010

- Develop an Accounts payable related training program for Accounting Shared Service Center in Chennai –India
- Designed and led training sessions at Genpact Shared Service Center in Budapest.

Coordinated accounting activities with Shared Service center, monthly reporting and cash management.

2005 – 2007

- The Walt Disney Company  
Liaise with local offices in Eastern Europe and Middle East to coordinate the cash collection process. Facilitated the SOX procedures implementation at WDI France.

2003 – 2004

- Grospiron International  
Anchor role in the management of disputes, pre-litigation proceedings, relationship with insurance companies, banks and clients.

2001 – 2002

- Dole Food Company

In charge of accounting for three European companies, including a holding with monthly report to US. Drawn monthly monitoring documents to analyze business variances.

## Membership

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