



# ABHISHEK IYER

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## PROFILE

Dynamic and energetic individual with a PhD in Electrical Engineering who aspires a career in Product Engineering roles, Technical Sales and Business development. An engineer by profession but an entrepreneur at heart- I love to lead teams, collaborate, and can adapt to new culture and technology quickly.



## WORK EXPERIENCE

**Business Development Lead** 06/2016 – 12/2019  
SHIO, Newark, DE, US

- As the Co-founder and Business lead for SHIO, I helped establish and set-up the business. Initial focus was on customer discovery, market analysis and pitching to raise money.
- Translated the learnings from customer discovery back to the lab and improvise on the design, process, reliability and scalability to maximize cost-efficiency.
- Created business opportunities in alignment with the strategic initiatives in the solar cell manufacturing and printed electronics market.
- Raised in excess of \$150,000 of non-dilutive governmental funding from the National Science Foundation, Department of Energy and Department of Defense.
- Extensive knowledge of the Solar industry resulting from customer discovery process and travelling to conferences all over the world.

**Research Assistant** 12/2014 – present  
University of Delaware, Newark, DE, US

- PhD research focused on demonstrating the value of hybrid organic/inorganic solar device structures as an enabling technology for materials that require gentle manufacturing, processing and cost-effective production.
- Improved solar cell parameters via Co-Solvent engineering, Interface studies and Solution-based passivation techniques. Maximum power conversion efficiency of 12.4% was achieved from 4% in the beginning.



## EDUCATION

**PhD in Electrical and Computer Engineering** 07/2017 – present  
University of Delaware, Newark, US, US

**Masters with thesis in Electrical and Computer Engineering** 08/2014 – 06/2017  
University of Delaware, Newark, DE, US

GPA: 3.2

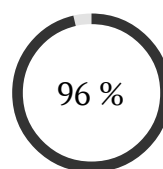


## ACHIEVEMENTS

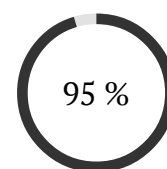
- Awarded the Best early-stage Cleantech startup (mid-Atlantic region) and \$50,000 prize money in the Department of Energy Cleantech University Prize, 2018.
- Top 6 Finalists in the country at the Department of Defense Cleantech University Prize, 2018.
- Best entrepreneurial lead at NSF I-Corps (Detroit cohort, 2016), a prize award of \$50,000 aimed at market survey, customer discovery and concept validation for inventions.



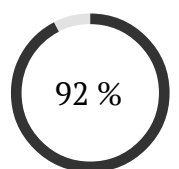
## GRAPHS



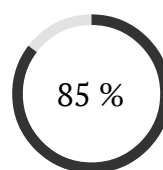
Leadership



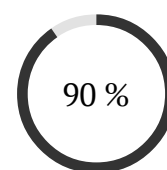
Time Management



Teamwork



Active Listening



Public Speaking