

Saad Khan

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Experience

Sales and Marketing Specialist, Jet To Me International, Florida, USA (2019-2022)

- Worked with an intricate global network of importers and exporters implementing **Customer-Centric Approach**
- Actively took part in B2B market penetration and **lead generation** as well as **B2B sales activities**.
- Solved **International Logistics** issues related to modes of **transportation, insurance and customs**.

Outsourcing Manager, Asheville, Hong Kong (2020-2022)

- **Sourced and trained international talent** and contractor. Played key role in **contract negotiation**.
- Managed talent ensuring **transparency and smooth communication** with Hong Kong head office.
- Initiated **marketing campaign**, utilizing **digital marketing** for sourcing global talent and **market penetration**.

President Rotaract Club, Rotary Foundation (2022-2023)

- **Managed a team** of members conducting various projects such as Soles for Souls, where we distributed shoes to 1000+ individuals. Organized regular consistent meetings ensuring **team empowerment**.
- Conducted several international projects where I managed **global shipments, budget oversight, team building, task delegation and goal setting**.
- **Managed and executed massive awareness projects**, participated in National Impact Days to combat polio, and helped out our seniors in Rotary Clubs with their various needs.
- **Organized Covid-19 awareness campaign** promoting proactive health care measures and provided health worker with equipment to safeguard against the virus.

District Interact Representative, Rotary Foundation (2016-2017)

- Managed and approved activities for over 20 clubs spread over the country.
- Organized diversity promotion programs, education initiatives, international fellowship programs
- **Networked and formed connections** with local and international officials, social workers (e.g. UN, The Red Cross), government members and specialists, leading to international projects.
- Earned **Paul Harris Fellow award for distinguished service and dedication**.

Projects

Hospital Capacity Planning Case: Made the **optimum patient scheduling** model for **Shouldice Hospital** that maximized number of patients admitted for maximum revenue. Further **explored possible constraint changes** and new **initiatives** such as increase of beds, surgeons, work days or opening of new branch.

Call Center Staffing: Formulated a **model for staffing schedule** of 4 call centers and determined the **optimum shift schedule**. Performed **cost benefit analysis** of implementation of CTI system and consolidation of call centers

Soles of Souls: **Sourced funding** for and **coordinated international project** that involved shipment of 500kg + shoes with the purpose of distributing among the underprivileged. **Organized and managed camps** for distribution

Dengue and Polio Awareness: **Initiated awareness campaign** against the Dengue and Polio virus. **Designed brochures**. Organized entertainment activities to promote the campaign. **Organized seminars** around the country to educate and spread news about the campaign and promote proactive behaviour to eliminate the virus.

Gift of Life: Helped send young children with heart problems abroad for heart surgery for state of the art care. Took care of **leg work, visa applications, communication** between hospital, families and benefactors and reaching out to potential candidates that needed to be sent.

Other Projects: **Portfolio optimization** with Markovitz Model, **Company Valuation, Excel Case Simulation (hypothesis testing, regression analysis)**.

Education

Bachelor of Science, Management, Bilkent University (2022-2025)

Course, Financial Markets, Yale University

Course, Behavioral Finance, Duke University

Skills

Technical Skills: Python (Pandas, Numpy, **Web Scrapping, Machine Learning**), SQL, Microsoft Excel (Macros), Microsoft Office, VBA, Web Analytics, Google Analytics, Web Development, **Linear Optimization (Scheduling, Staffing via CPLEX and Excel)**

Financial Skills: **Financial Modeling, Stock Valuation, Bond Valuation**, Risk Management, Portfolio Analysis, **Portfolio Diversification, Financial Statement Analysis**.

Marketing: **B2B Marketing, Search Engine Optimization (SEO)**, Content Writing, **Social Media Marketing**, Brand Marketing.

Sales: **Lead Generation, CRM (Hubspot), B2B Sales**, Pitching, Logistics, Customs, Contracts, Sales Calls,

Languages

English (Fluent). Turkish (Conversational)