

# SAMEET AHZAM KHAN

A-27, DDA HIG Flats, Pocket 9-A, Jasola, New Delhi | [pgp09sameetk@iimrohtak.ac.in](mailto:pgp09sameetk@iimrohtak.ac.in) | +91-95996 02251

## OBJECTIVE

Creative, goal - oriented and highly skilled candidate pursuing opportunities in Business Development & Consulting. Strong analytical and technical background with over three years of experience in leading Technology Firms in India & US.

## EXPERIENCE

Redington (India) Limited	Management Trainee, Area Sales Manager	Sept, 2020 – Present
Key Projects: Business Development Consultant at NetApp Inc.		
<ul style="list-style-type: none"><li>Analyze TAM, identify SAM &amp; develop SOM for targeted Cloud Computing Solutions</li><li>Communicating new holistic solution along with partners and developing new markets &amp; prospective clients</li></ul>		
Cisco Systems, Inc.	Analyst, Business Development	Mar, 2016 – Jun, 2018
Key Projects: Smart City Jaipur, ITMS NHAI, IIOT enabled Water & Agriculture Management, Digital Village Goner		
<ul style="list-style-type: none"><li>Analyze TAM, identify SAM &amp; develop SOM for targeted IOT enabled Digital Transformation Solutions for S+CC Team</li><li>Execute Client GAP analysis, pre-implementation &amp; post-implementation site survey &amp; formulate Detailed Project Report</li><li>Assist SIs, Vendors &amp; Project Team with project management of novel Use Cases of ICT POCs &amp; Pilots</li></ul>		
Becton Dickinson & Company	Sales Engineer (Consultant)	Jan, 2015 – Nov, 2015
Key Projects: RF & IOT enabled Material, Warehouse & Logistics Management		
<ul style="list-style-type: none"><li>Confer technical &amp; sales expertise on RF &amp; micro-wave components, systems &amp; sub-systems</li><li>Technical pre-sales &amp; post-sales support on the product portfolio to customers in Latin &amp; South America</li><li>Technical training on Business Process &amp; Supply Chain for Sales &amp; Marketing team</li></ul>		

## EDUCATION

MBA	Indian Institute of Management Rohtak	Marketing & Strategy	6.12/10.00	Mar, 2020
MS	University of Southern California	Electrical Engineering	3.1/4.0	Dec, 2014
B Tech	Jamia Millia Islamia	Electronics & Communications	8.58/10.00	May, 2012

## INTERNSHIPS

CDE Asia Limited	Management Trainee	May, 2020 – Aug, 2020
<ul style="list-style-type: none"><li>Develop business funnel for Sales Growth in C&amp;D Recycling, Bio-Mining &amp; Waste to Wealth Solutions</li><li>Formulate a Market Share, Business Development &amp; Channel Development Dashboard</li><li>Develop Business Process for an ecofriendly &amp; BIS certified m-sand &amp; recycled aggregates e-Auction Platform</li></ul>		
CDE Asia Limited	Marketing Research Intern	Apr, 2019 – Jun, 2019
<ul style="list-style-type: none"><li>Research Indian Sub-continent market to design &amp; develop a ROI based Waste Sites &amp; market for Recycled Products</li><li>Develop a robust Business Model to offset the slow diffusion of C&amp;D Waste Recycling Technology at Municipalities in India</li><li>GAP analysis of Smart City market in India &amp; develop IOT enabled solution development &amp; marketing strategy</li></ul>		
MEITY (Govt. of India)	Technical Research Intern	Jun, 2013 – Aug, 2013
<ul style="list-style-type: none"><li>Design &amp; Fabrication of low power Signal Processing Systems using Trans – Linear Circuits</li></ul>		
Solid State Physics Laboratory (DRDO)	Research Intern	May, 2011 – Jul, 2011
<ul style="list-style-type: none"><li>Develop algorithm for design of waveform protocol generator using microcontrollers for Phase Shifter Array RADAR</li></ul>		

## AWARDS AND CERTIFICATIONS

Business Competitions	Fin Valley 3.0 (2019) – National Grand Finalist EGMC Guerrilla Marketing (2019) – National Grand Finalist	Certifications	Data Analytics (Excel, SQL, R, Python) Business Intelligence (Marketing & HR Analytics)
-----------------------	--	----------------	--