

Contact

www.linkedin.com/in/srkhan
(LinkedIn)

Top Skills

Financial Modeling
Financial Analysis
Business Analysis

Languages

English (Full Professional)
Urdu (Native or Bilingual)
Punjabi (Professional Working)
Hindi (Professional Working)

Sikandar Khan

Business Transformation Manager at Verizon
New York, New York, United States

Experience

Verizon

Business Transformation Manager
May 2018 - Present (5 years)
Basking Ridge, New Jersey

Leading the roll-out of Verizon Business Group's (VBG) transformation program in the product and marketing organizations. Responsible for performance management, governance and delivery of 3-year large scale business transformation effort aimed at reshaping the way VBG engages, sells, and supports its customers.

IBM

5 years

Managing Consultant

December 2016 - May 2018 (1 year 6 months)
Greater New York City Area

Worked on transforming IBM's Go-to-Market strategy for all SaaS offerings, including new coverage design, performance management metrics, incentive design and investment model

Senior Consultant

June 2013 - November 2016 (3 years 6 months)
Greater New York City Area

- Developed business case for implementing ITaaS operating model for IT infrastructure services at large international banking institution
- Led cross-functional teams to implement reporting solutions ensuring buy in from key stakeholders, managing project relationships, timelines, finances, and providing timely status updates
- Led organizational process improvement initiatives at large international banking institution by defining and implementing KPIs
- Facilitated Design Thinking workshops to develop solution roadmaps and project plans to implement business intelligence solutions

- Gathered and analyzed business requirements at insurance company to recommend solutions leveraging data analytics

EnerNOC

Energy Analytics Intern

June 2012 - August 2012 (3 months)

Boston

Designed and ran analytics to investigate energy savings potential for large institutional client;
presented results to clients and provided recommendations for improving their energy efficiency
to reduce annual energy spend

Telenor

3 years

Business Analyst

September 2008 - August 2011 (3 years)

- Designed and implemented SOPs for least cost voice traffic routing to meet strict quality parameters
resulting in cost savings of over \$750k per month and increase of telephony traffic by 25%
- Partnered with Telenor Global Services to strategize the merger of subsidiary unit in Pakistan with the
global unit; managed financial and technical requirements to ensure smooth transition
- Evaluated business deals with partner carriers, recommended optimal opportunities, and managed
infrastructure capacity
- Analyzed and monitored business unit health based on performance metrics

Project Manager - VSAT

April 2009 - March 2010 (1 year)

- Led a 12 member cross-functional team for setting up the VSAT network; completed project roll-out
within approved timelines with savings of \$9 million over 5 years
- Prepared and presented business case to set up Telenor's own VSAT network to connect remote
regions of Pakistan to the main network through satellite link (Capex \$10.4 million, Opex \$35 million)

- Prepared RFP documentation and evaluation guidelines, selected final vendors and negotiated favorable contracts

HSBC

Relationship Manager Commercial Banking

July 2006 - September 2008 (2 years 3 months)

- Managed 18 corporate relationships, in a variety of industries, with an asset book value of \$32 million
- Created financial models, analyzed cash flow generation capability, and performed industry analysis to assess feasibility, structure and pricing of financial offerings to clients and projects
- Developed prospect list of potential clients for new banking unit in the North region; presented bank services and arranged high level introductory meetings between prospects and HSBC senior executives; established initial 10 relationships supporting the launch of the office

Education

Boston University Graduate School of Management

MBA, Strategy & Business Analysis, Finance · (2011 - 2013)

Boston University Graduate School of Management

MS, Information System · (2011 - 2013)

Lahore University of Management Sciences

Bachelor of Science (BSc), Economics · (2002 - 2006)

Beaconhouse Margalla Campus, Islamabad

A Levels · (2000 - 2002)