

# SHAHÉD SAID KHAN



## MANAGEMENT & TURNAROUND CONSULTANT WITH EXPERTISE IN GLOBAL BUSINESS DEVELOPMENT



### Meet Shahéd Said Khan

Mr. Khan is an **Industrial Technologist** and a Businessman who has the ability to understand Global Trade, Manufacturing and dilemmas linked with it. Coupled with his **Global Business Acumen**, a formidable combination is forged that is essential for succeeding in the International arena.

He has a solid background in Global Management, Sales, Marketing, and International Economic Research Analysis along with Global Business Development.

His expertise comes from 25 years of executive management roles including President, Chief Executive Officer, and Senior Vice President in industries related to pharmaceuticals, medical supplies & distribution, healthcare, software development, textiles, and many more diverse manufacturing applications.

Over the last Two years, Mr. Khan has been travelling and studying in-depth the Global emerging markets and has met numerous key players specially in the Healthcare and Education sectors.



### Education & Background

Mr. Khan received a Bachelor of Science in **Industrial Engineering** from **The University of Wisconsin, U.S.A.**

He also attended **Concord College, in England**, for Physics, Mathematics, and Economics, and carries diplomas in **'Project Management', Systems Analysis & E-Commerce.**



# Extraordinary & Unique Strengths

Exceptional Skills and Potential in negotiations and Business Acumen with **Powerful Presentation Skills**



## Expertise

- Business Development
- Turnaround Specialist
- Global Trade Strategy
- International Marketing & Sales
- International Public Relations
- Organizational Design & Restructuring
- Start-up Companies
- Team Building & Leadership
- Product Development
- Strategic Financial Planning
- Bank Negotiations & Relations
- Business Law
- Market Research Analysis
- Vendor & Contract Negotiations
- Government Dealing



## Knowledge

- International Trade & Commerce
- Global Branding & Awareness Building
- Business Development & Marketing
- Startup & Growth Management
- Turnaround & Change Management
- Strategy, Planning & Execution
- Sales & Sales Management
- Channel & Category Management
- Regulatory Reporting & Compliance
- Relationship & Account Management
- Training, Mentoring & Team Building



## Leadership

- Driven to succeed and excel
- Motivated by challenge with a purpose
- Skilled in building organizations
- Innovative in thought and solutions
- Quick to foster confidence and trust
- Committed to value for all stakeholders
- Trusted, well liked, with spotless integrity

# More Areas of Expertise & Value

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## International Business experience across Countries & Regions including;

- United Kingdom
- Scandinavia
- Germany
- Italy
- France
- Switzerland
- Austria
- Australia
- New Zealand
- Singapore
- Hong Kong
- China
- S. Korea
- Japan
- Russia
- Egypt
- Pakistan
- India
- Middle East
- U.S.A.
- ... and more.

**Shahéd Said Khan** is a Business Strategist and a seasoned professional with demonstrated abilities and understanding of a diverse range of business management applications including

- Business Development
- Operations
- General Management
- Organizational Design
- Restructuring
- Team Building
- Leadership

Mr. Khan received his early schooling at **Concord College** ([www.concordcollegeuk.com](http://www.concordcollegeuk.com)) **For International Students**, in The United Kingdom. There he made lifelong friends from all over the World who are now at key positions in their own regions and industries.

He is proud to have cultivated these invaluable relationships that are like family.

# Professional Accomplishments & Highlights

A career stretching over 28 years of cross-industrial expertise as **A Senior Global Business Development Executive**



## Experience Includes;

**16**  
Start-ups

**7**  
Turnarounds &  
Bankruptcy Cases

**17**  
Business Development Projects  
**12** Global Business  
Development Cases



### Family-owned Business

Built, Operated & Expanded my family-owned, largest Carpet & Textile Manufacturing Group in Asia for almost two decades.



### Acquisition of Large Corporation

Single-handedly negotiated the entire acquisition of a multi-million dollar Pharmaceutical manufacturing company (Deen) owned by the giant 'Baxter Corporation' for 'American Medical Link', NJ



### International Sales

Established a Marketing & Sales department for one of the largest industrial equipment manufacturer in the country. Increased sales exponentially. Devised a process to entertain scores of **RFQs involving at least 25 of the top 100 US Government Contractors**, along with numerous top manufacturers in the US as well as in The Middle-East and Asia.



### National ID Card System

Developed and processed the entire 'National Identity Card' system for a Third World Nation of 185 Million citizens on a turn-key basis. The process included the development of software as well as the selection of equipment from four different countries.



### Global Market Research

Developed proposals & strategies for building **Hospitals, Theme Parks, Medical Tourism** and other projects in the Middle East for a private Investment Group in Atlanta. Travelled to various countries and **formed a conglomerate of International professionals** to execute the projects.



### Start ups and Turnarounds

Created, developed, and sold several companies including Solution Avenue & SSK Paper Mills.



# Current & Recent Projects

## Investment Opportunities in The Middle East



Christian Reed (left), Executive Director for Middle East and Africa at the U.S. Department of Commerce, and **Shahid Said Khan** (right), President & CEO of **Technology and Innovation Society of America**, a NUSACC member.

### NUSACC EXPERT ROUNDTABLE SERIES

Washington, D.C.

*My Career Biography* — [www.ShahedSKhan.com](http://www.ShahedSKhan.com)

On May 22, NUSACC partnered with the U.S. Department of State, the U.S. Department of Commerce, the U.S. Embassy in Amman, and others to hold a commercial forum that allowed U.S. business leaders to meet with senior Jordanian government officials and Jordanian business executives. The purpose of this “regional hub” event was to gain a better understanding of the bilateral trade relationship, as well as to identify potential investment opportunities in Jordan. To read more about the May 22 event, please click

[HERE](#)



A “standing room only” crowd for the Jordan Roundtable included representatives of Fortune 500 companies, owners of SMEs, and U.S. Government officials.

# Current & Recent Projects

## Designing & Developing a 'State-of-the-art' Healthcare & Medical Science Museum



Shahéd Khan has designed this Museum based upon

### Prevention, Awareness & Wellness

His extensive expertise in the healthcare business, his research on breakthrough technologies and the emerging markets lead him to the conception of this unique idea with interactive and highly educational project for all ages.

It will impart information to its visitors about new and upcoming innovations in Healthcare that could save millions of lives and improve the life-style of uncountable people around the World.

Exploring options for Inducting a Healthcare & Medical Science Museum at The Dubai Expo 2020

## Healthcare Technology Transfer

From The United States of America to The Global Emerging Markets

'The Technology & Innovation Society of America' ([www.tisociety.com](http://www.tisociety.com)) is the platform developed by Shahéd Khan this year for the purpose of transferring **Healthcare Technology**.

T & I Society serves as the 'Match-maker' between the new and aspiring innovators and inventors from the Healthcare industry in The United States of America and the ambitious new healthcare sectors in the Global Emerging Markets seeking 'cutting-edge' products and services.

### Memberships & Networking

- Council of Supply Chain Management Professionals
- Institute of Industrial Engineers
- Institute of Management Consultants USA
- Wharton Club of Houston
- Greater Houston Partnership
- ExecuNet
- Concord College Alumni (U.K.)
- American Marketing Association
- LINKEDIN
- Association of Technology, Mgt & App. Engr.(ATMAE)
- Aircraft Owners and Pilots Association

### His Expertise

**Shahéd Khan** has the expertise to assist companies with their growth both, in the domestic as well as the international markets.

His Global business experience can help companies;

- ✓ Understand goals and targets leading to evaluation of international trade potential.
- ✓ Obtain accurate information from foreign markets.
- ✓ Develop a business & marketing plan incorporating cross-cultural elements.
- ✓ Implement the Plan.

**Do Contact Him for All Your Domestic & International Business Development & Global Exports Assistance**

*My Career Biography* — [www.ShahedSKhan.com](http://www.ShahedSKhan.com)

## The Value



### Business Builder & Management Professional

Rainmaker & an achiever. **Shahéd Khan's** 25 year career is highlighted by development, analysis, assistance in management, marketing & sales, for numerous firms.

*He has also built several multi-million dollar companies.*

### Growth & Turnaround Architect

Identifies strategic opportunities in all market cycles.

Creates re-organization plans that enable mission-critical business initiatives.

*Assists with Chapter 11/7 cases.*

### Ethical Leader & Ethical Corporate Citizen

Produces exceptional results with vigor, tenacity, self-confidence, ethical & compliance-based stance that nurtures respect and supports healthy growth/profit. Uses internal promotion to build a team with invaluable, brand-building, success-driven “institutional memory”.

### International Business Experience includes

#### International Business Development & Relations

Foreign Representation & Partnership  
Cross-National Management  
International Marketing & Finance  
Economic Systems of the World

*Expert In Developing The Appropriate Package For Your International Business.*



# More Career Highlights

Put your great subtitle, Bring your business to the next Level with **Powerfull presentation**



## Minority-owned Business Certification



Processed for several firms.

**Induction of products** from minority-owned manufacturers into large chain stores like **Home Depot, Lowes**, and **17** other top names across the nation.

**Developed and implemented a marketing & sales plan** for a 'Minority-owned' **Horizontal Directional Drilling Firm** and **secured large contracts with leading Government Contractors.**

## Customized Manufacturing Unit For The Home Furnishings Industry



Started a new multi-million dollar company involving custom fabric designing and printing for home furnishings and the hospitality industry.

## Companies & Departments Developed From Scratch



- Promotion of Confectionery & Snack Manufacturers within The U.S.A., Europe and The Middle East.
- Developed online e-commerce web-based application along with software for International trading.
- Established new departments at a leading pharmaceutical manufacturer for Accounts, Human Resource, Production, Marketing, Sales, Order Processing, Customer Service, IT, Regulatory, Costing, Distribution, Procurement and Purchase, and Quality.

# Projects Undertaken – Page ONE

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☐ - Denotes 'Recently Completed Projects' OR 'Projects in Pipeline'

| S/No | PROJECT TYPE   | LOCATION(S)                     | NATURE OF PROJECT        | BUSINESS TYPE | INDUSTRY SECTOR             |
|------|--|---------------------------------|--------------------------|---------------|-----------------------------|
| 1    | Wool Spinning Plant  | Asia, England                   | BUSINESS DEVELOPMENT     | MANUFACTURING | TEXTILES                    |
| 2    | ☐ Water Treatment Projects                                   | Middle-East, Pakistan           | BUSINESS DEVELOPMENT     | MANUFACTURING | CONSTRUCTION                |
| 3    | ☐ Recreation & Amusement Park                                | Middle-East                     | BUSINESS DEVELOPMENT     | MANUFACTURING | RECREATION                  |
| 4    | Leather Garments Manufacturing                               | Asia                            | BUSINESS DEVELOPMENT     | MANUFACTURING | LEATHER                     |
| 5    | ☐ Marketing & Sales Through Largest US Chain Stores          | U.S.A.                          | BUSINESS DEVELOPMENT     | SERVICE       | MULTIPLE                    |
| 6    | ☐ Hospital Building & Healthcare in the Middle East          | Houston, Texas, California      | BUSINESS DEVELOPMENT     | SERVICE       | PHARMACEUTICAL & HEALTHCARE |
| 7    | Leather Products -   | France, Greece, USA, & U.K.     | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 8    | Garments –   | Thailand, Singapore, USA        | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 9    | Marble Products -  | USA, U.K., Singapore, Australia | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 10   | Handicraft -   | USA                             | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 11   | Home Furnishings, Furniture etc. -                           | USA                             | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 12   | Medical Equipment and other Products –                       | Middle-East, USA                | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 13   | Plastic Resin  | China, India, Pakistan          | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 14   | Carpets – Machine Made –                                     | UK, Hong Kong, Singapore, USA   | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 15   | Carpets – Hand-Knotted –                                     | Australia, Singapore, Japan, UK | BUSINESS DEVELOPMENT     | SERVICE       | INTERNATIONAL TRADING       |
| 16   | Medical Equipment and other Related Products Distribution    | New Jersey, USA, Middle East    | BUSINESS DEVELOPMENT     | SERVICE       | PHARMACEUTICAL & HEALTHCARE |
| 17   | Acquisition of Pharmaceutical F.D.A. manufacturing company   | Nashville, Tennessee            | BUSINESS DEVELOPMENT     | SERVICE       | PHARMACEUTICAL & HEALTHCARE |
| 18   | ☐ Medical Devices – Global Outlook/International Trade       | Houston, Texas                  | FEASIBILITIES & RESEARCH | MANUFACTURING | PHARMACEUTICAL & HEALTHCARE |
| 19   | Ambulatory Service Center Franchise Development Consultancy  | New York, New Jersey, USA       | FEASIBILITIES & RESEARCH | SERVICE       | PHARMACEUTICAL & HEALTHCARE |
| 20   | Minority-Owned School and Non-Profit Organization Operations | Orlando, USA                    | FEASIBILITIES & RESEARCH | SERVICE       | EDUCATION                   |
| 21   | ☐ Drilling and Underground Construction for Utilities Lines  | Houston, Texas                  | START UP                 | MANUFACTURING | CONSTRUCTION                |
| 22   | Plastic Packaging Plant                                      | Houston, Texas                  | START UP                 | MANUFACTURING | PLASTICS                    |
| 23   | Customized Weaving Franchise (Textile)                       | Houston, Texas                  | START UP                 | MANUFACTURING | TEXTILES                    |
| 24   | Leather Shoes Manufacturing                                  | Asia                            | START UP                 | MANUFACTURING | LEATHER                     |

# Projects Undertaken – Page TWO

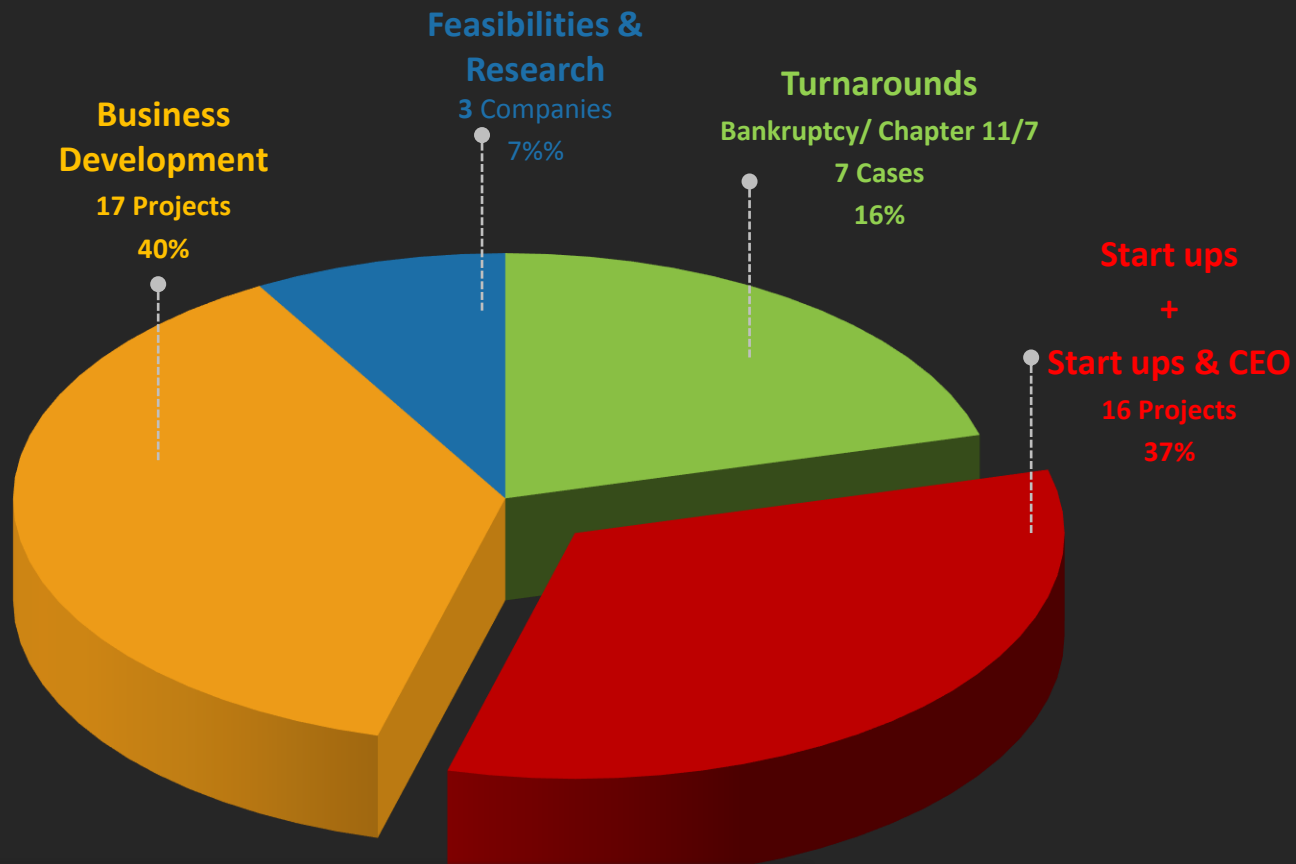
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|    |  |                               |                 |                |                             |
|----|--|-------------------------------|-----------------|----------------|-----------------------------|
| 25 | <b>National I.D. Cards project Development and Manufacturing</b> | <b>Government of Pakistan</b> | <b>START UP</b> | <b>SERVICE</b> | <b>GOVERNMENT</b>           |
| 26 | Due Diligence & Feasibility on a Pharmaceutical Industry         | New Jersey, USA               | START UP        | SERVICE        | PHARMACEUTICAL & HEALTHCARE |
| 27 | Procurement of Military equipment for the Government             | Government of Pakistan        | START UP        | SERVICE        | DEFENCE                     |
| 28 | □ Consultancy Firm Specializing in feasibility studies           | USA/Worldwide                 | START UP        | SERVICE        | RESEARCH                    |
| 29 | □ Home Health Care   | Texas, California             | START UP        | SERVICE        | PHARMACEUTICAL & HEALTHCARE |
| 30 | Merger & Acquisition Broker Firm                                 | Sacramento, California        | START UP        | SERVICE        | MERGER & ACQUISITION        |
| 31 | Extrusion Plant (20 tons per day)                                | Asia, England                 | START UP/CEO    | MANUFACTURING  | PLASTICS                    |
| 32 | Jute Mill  | Asia, Ireland                 | START UP/CEO    | MANUFACTURING  | TEXTILES                    |
| 33 | Cotton Textile Spinning Mill (31,000 spindles, 2,500 employees)  | Asia, Switzerland             | START UP/CEO    | MANUFACTURING  | TEXTILES                    |
| 34 | Custom Fabric Designing & Printing                               | Atlanta, Georgia              | START UP/CEO    | MANUFACTURING  | TEXTILES                    |
| 35 | Paper Mill   | Asia, UK                      | START UP/CEO    | MANUFACTURING  | OTHER                       |
| 36 | Software Development Company                                     | London, England               | START UP/CEO    | SERVICE        | INFORMATION TECHNOLOGY      |
| 37 | □ Marketing & Sales of Heavy Industrial Equipment                | Houston, U.S.A, Worldwide     | TURNAROUND      | MANUFACTURING  | HEAVY INDUSTRIAL EQUIPMENT  |
| 38 | Supplement Manufacturing (Herbal)                                | Dallas, Houston, USA          | TURNAROUND      | MANUFACTURING  | PHARMACEUTICAL & HEALTHCARE |
| 39 | Machine Manufactured Carpets Factory – 7 Million Sq Ft/yr        | Asia, UK, Germany, Switz'd    | TURNAROUND      | MANUFACTURING  | TEXTILES                    |
| 40 | Medical Billing Department                                       | New York, New Jersey, USA     | TURNAROUND      | SERVICE        | PHARMACEUTICAL & HEALTHCARE |
| 41 | □ Trading - METALS   | USA/Worldwide                 | TURNAROUND      | SERVICE        | TRADING                     |
| 42 | MRI – Diagnostic Imaging Group with 3 locations                  | New Jersey, Orlando, NY, USA  | TURNAROUND      | SERVICE        | PHARMACEUTICAL & HEALTHCARE |
| 43 | Pre-filled Syringe Plant – F.D.A. Approved                       | Nashville, Tennessee          | TURNAROUND/CEO  | MANUFACTURING  | PHARMACEUTICAL & HEALTHCARE |

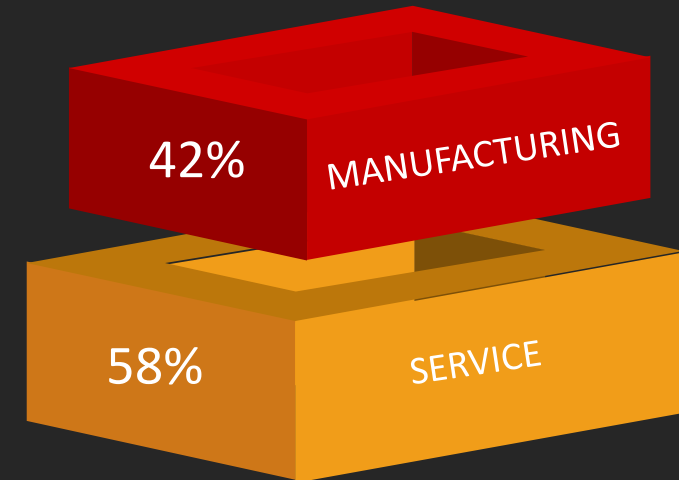
Multiple years of Executive and Senior Management & Business Development career with accomplishments in industries such as Pharmaceuticals, Medical Supplies & Distribution, Healthcare, Software Development, Plastics, Heavy Industrial Equipment, International Trade, Diverse Manufacturing fields and more.

# Career Summary

| BUSINESS DEVELOPMENT | START-UPS | START-UPS & CEO | TURNAROUNDS<br>BANKRUPTCY/<br>CHAPTERS 11/7 | FEASIBILITIES &<br>RESEARCH | TOTAL |
|----------------------|-----------|-----------------|---|-----------------------------|-------|
| 17                   | 10        | 6               | 7   | 3                           | 43    |
| 40%                  | 23%       | 14%             | 16%   | 7%                          | 100%  |



## MANUFACTURING Vs SERVICE





*And a little bit of fun*

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*I have been a Private Pilot since College and love to fly with my Children and friends.*

- ❖ *Playing & watching Cricket*
  - ❖ *Movies and Photography*
- Are a few of my other passions*



# Contact **Shahéd Khan**

Place your trust in him for all your Start ups, Advice and Global Marketing & Sales  
**Or For any General Business Advice**



**Do Contact Him for  
All Your Domestic & International  
Business Development  
&  
Global Exports Assistance**

## CONTACT INFORMATION

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*Thank You*  
*For Your Time & Attention*