
EDUCATION

UNIVERSITY OF NORTH CAROLINA at Chapel Hill

May 2019

Bachelor of the Arts, Computer Science

Minor in Business—Kenan-Flagler School of Business

GPA 3.67

- Dean's List (Fall 2015, Spring 2016, Fall 2016, Spring 2017, Spring 2018), AP Scholar Award
- Travelled to Italy, France, Belgium, Turkey, and the UAE

EXPERIENCE

Cisco Systems- San Jose, CA

June 2018-August 2018

Multinational technology conglomerate offering networking hardware, telecommunications equipment and software solutions.

Field Sales Engineer Intern

- Developed customer account insights presentations for several account managers (AM) spanning numerous industries (e.g. healthcare, retail, etc.) to propose new and actionable ideas/solutions that the AM and their team could pursue.
- Conducted thorough company and industry research for the assigned Cisco customers to identify business challenges and industry trends in order to tie our proposed Cisco solutions to the customer's needs.
- Developed a Twitter bot with a team of fellow technical interns to utilize Cisco Answer Machine (CAM) APIs which directly extends the number of potential endpoints that CAM can reach.
- Implemented several new features to CAM including language translation (using Google Translate APIs) and product specialist look up to be used internally at Cisco.

University of North Carolina at Chapel Hill – Chapel Hill, NC

December 2017- Present

Biochemistry & Biophysics departments conduct genetics research to benefit the healthcare industry. Worked specifically in the Sancar Lab under Nobel Laureate, Dr. Aziz Sancar and his team.

Lab Support Technician

- Designed and implemented a database to store experiment information using MongoDB and Atlas.
- Created a "search" page for the experiment's website that will query and retrieve data stored in the aforementioned database along with providing visualizations of data using plotly.js.
- Created "browser" pages to visualize genomes for various experiment subjects using IGV.js
- Began creating other facets of the experiment's website which (when live) will be used by universities and scientists globally to research and retrieve information.

Cisco Systems – Research Triangle Park, NC

June 2017 – August 2017

Multinational technology conglomerate offering networking hardware, telecommunications equipment and software solutions.

Technical Sales Engineer Intern

- Managed Cisco Training Database/Cvent platform- Perform SQL queries to retrieve data, verify integrity, execute reports and create new ones.
- Created numerous documentations and supplemented SQL code for the America's Partner Organization (APO) in order to conduct crosschecking of databases to verify the data's integrity, along with ensuring mass updates are conducted accurately.
- Collaborated with Cisco business managers, Cisco Global Business Services (GBS) and IT to manage Cvent databases. Led the coordination and provided instructions for solutions of data issues to Cisco GBS service personnel to achieve successful resolutions for the identified issues.
- Created Tableau dashboard for the APO Partner Enablement team that will be used across the organization to provide partner account teams and others with greater ability of training impact analysis.

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- Collaborated closely with account teams (in the energy and third party logistics sectors) to gain insight to their current relationship with Cisco and products/services that are being utilized to help identify potential areas of business opportunity and growth for both Cisco and the customer.

Akyumen Technologies Corporation – Chapel Hill, NC

July 2016- November 2016

Startup telecommunications company offering revolutionary mobile phones and tablets based in Los Gatos, CA.

Recruitment/Campus Manager

- Attained over 10% brand awareness, sold preorders for over 12 Akyumen devices, and compiled a list of over 200 prospective customers on campus in less than four months
- Implemented and drafted a marketing plan for the campus team; consolidated other teams' marketing plan into a sole district marketing plan in order to expedite the sales of Akyumen devices
- Increased upper management productivity through implementing "trip reports" for all staff to increase retention
- Enhanced leadership, marketing, and financial skills through creating monthly sales quotas, organizing events, along with using Keyhole and other hashtag analytics software to engage in target marketing
- Conduct interviews, evaluate, and recruit applicants for over 100 new Akyumen internship positions around the world

LEADERSHIP AND COMMUNITY INVOLVEMENT

Persian Culture Society, Marketing Chair, Chapel Hill, NC

May 2017-Present

National Society of Collegiate Scholars, Member, Chapel Hill, NC

May 2016-Present

Sigma Alpha Lambda, Member, Chapel Hill, NC

May 2016-Present

Carolina Pre-Medical Association, Member, Chapel Hill, NC

Sept. 2015- January 2016

NCPIRG, Member, Chapel Hill, NC

Sept. 2015- January 2016

Ashley High School International Society, Founder, Wilmington, NC

April 2014-May 2015

ADDITIONAL INFORMATION

SKILLS

- Proficient in programming using Java, C, HTML, CSS, Python, UNIX, SQL, JavaScript/JQuery, PHP
- Introductory knowledge in JavaScript, PHP
- Tableau, Adobe Photoshop, Illustrator, and Microsoft Office
- Built a gaming desktop PC- ordered necessary parts and assembled
- Proficient in Farsi (both written and spoken)

CERTIFICATIONS

- Cisco Customer Success Manager
 - Training and knowledge of Cisco Customer Success and adoption
 - Completed the 8 hour "Cisco Customer Success Manager Fundamentals" training