

CURRICULUM VITAE



SHAHÉD SAID KHAN

Visionary, Entrepreneur
& Implementor

Email: SSK14@Yahoo.com

Tel: +1.832.832.1976

Location: The Woodlands, Texas, U.S.A.

Professional Summary

For more than 30 years I have travelled the world for the sake of developing our family businesses as well as international trade and ventures involving more than 20 different industries.

I have researched upcoming global economies such as Saudi Arabia, United Arab Emirates, Bahrain, Kuwait, Qatar, Africa, Indonesia, Malaysia & Europe and identified the most sought after latest technologies, know-hows, breakthroughs and trends from the world's leaders from different industries, especially healthcare, wellness, self-development, education, AI & Robotics.

Currently, I am developing global business development, know-how and technology transfer channels and platforms involving the global technology experts as well as its recipients for entrepreneurial and professional growth of our future generations.

During my amazing journey, the most cherished, priceless and dearest gift I earned is the invaluable and eternal relationships with the most remarkable and magnificently talented professionals and individuals hailing from different lands, backgrounds, disciplines and industries.

Some key facts about my career

- ✚ 32+ Years of Entrepreneurship experience
- ✚ Global Business Development exposure in over 25 countries
- ✚ Ownership of a large family business constituting textiles manufacturing & retail business
- ✚ Experience in more than 20 industries
- ✚ Last 4 years of in-depth Global market research on Emerging Economies
- ✚ Research on Saudi Arabia's VISION 2030 plans and related UNPRECEDENTED OPPORTUNITIES
- ✚ Research on 'Economic Development Plans' of U.A.E., Qatar, Bahrain & African Countries
- ✚ Technology & Know-how Transfer prospects in above regions in industries including:
 - Healthcare
 - Wellness
 - Pharmaceuticals
 - Self-Development
 - Artificial Intelligence & Robotics
 - Education
 - Medical Technology
 - Food & Beverage
 - Textiles including Apparel, Hospitality and Home Furnishings
 - Plastics
 - Leather

- Software development & IT,
- Education
- Real estate, and more.

TOP, Global & Leading entities & sectors with whom I have developed strong relations

- ❖ Technology Corporations
- ❖ Professionals
- ❖ Organizations
- ❖ Universities
- ❖ Research & Development Centers
- ❖ Science & Innovation Centers
- ❖ Key Players
- ❖ Ministries
- ❖ Business Groups

Major regions where I have developed relationships

- USA
- The Middle East
- Africa
- The Far East (Especially Malaysia & Indonesia)

I am very well-placed strategically in bringing all of my contacts and resources together to form highly effective, State-of-the-art:

- ✓ Programs
- ✓ Initiatives
- ✓ Departments

AND EVEN

- ✓ Educational Institutions
- ✓ R&D Centers
- ✓ Science & Innovation Centers
- ✓ Business Start-up Departments
- ✓ Career Counseling Division
- ✓ Training & Vocational Centers

Work History

Business Owner
Khan Group International
06/2005 – Present

Started several companies within this group, including:

- Software Houses – London, U.K.
- Technology companies – U.S.A.
- Research Consulting companies – Worldwide Projects
- Real Estate Investment & Development in The Middle East

Main research and focus has been on Global Emerging Economies, their Economic Development Plans and Healthcare, Medical Technology and Know-how transfer from USA & Europe to developing nations.

- Raising capital & investment for new projects, expansions as well as for operating budgets.
- Fundraising luncheons and events arranged in multiple USA cities, hosting 'Ultra-High Net Worth Individuals' (UHNWI) for the number one Dubai-based Real Estate Developer.
- Perform personnel functions such as selection, training, or evaluation.
- Develop or implement product-marketing strategies, including advertising campaigns and sales promotions.
- Prepare staff work schedules and assign specific duties.
- Recommend locations for new facilities or oversee the remodeling or renovating of current facilities.
- Direct or coordinate financial or budget activities to fund operations, maximize investments, or increase efficiency.
- Plan or direct activities such as sales promotions that require coordination with other department managers.
- Set prices or credit terms for goods or services based on forecasts of customer demand.
- Direct administrative activities directly related to making products or providing services.
- Direct non-merchandising departments of businesses, such as advertising or purchasing.
- Review financial statements, sales or activity reports, or other performance data to measure productivity or goal achievement or to identify areas needing cost reduction or program improvement.
- Monitor suppliers to ensure that they efficiently and effectively provide needed goods or services within budgetary limits.
- International Business Development in more than 25 countries.
- Dealings in 15+ different industries.
- Import and export in various products and commodities.
- Advisory role in Global Technology Transfer in Medical and Healthcare related fields from USA to developing economies.
- Advisory role in Economic Development Plans for Developing Economies in the Middle East, Africa and Asia.

**Business Development Officer
EPCON Pollution Control Systems
09/2009 - 06/2010**

Developed new markets and clients for this leading Pollution Control System equipment manufacturer. Opened doors for them with oil & gas & other giants such as Shell, Exxon, 3M and more.

- Identify main client groups and audiences, determine the best way to communicate publicity information to them, and develop and implement a communication plan.
- Facilitate consumer relations or the relationship between parts of the company, such as the managers and employees, or different branch offices.
- Manage special events, such as sponsorships, parties introducing new products, or other activities the firm supports, to gain public attention through the media without advertising directly.
- Design and edit promotional publications, such as brochures.
- Direct activities of external agencies, establishments, and departments that develop and implement communication strategies and information programs.

- Establish and maintain effective working relationships with clients, government officials, and media representatives and use these relationships to develop new business opportunities.
- Develop and maintain the company's corporate image and identity, which includes the use of logos and signage.
- Evaluate advertising and promotion programs for compatibility with public relations efforts.

Marketing Director (Management)
American Medical Link
12/2002 - 07/2005

Lead the acquisition of nation's top 'Prefilled Syringe manufacturer owned by the pharmaceutical giant 'Baxter' and was appointed as its CEO. Created new hospital accounts throughout the nation and doubled the sales in one year. Raised working capital to the tune of US\$6 million.

- Exports of medicines and healthcare equipment to Africa, Middle East, Asia and Far East.
- Negotiate contracts with vendors or distributors to manage product distribution, establishing distribution networks or developing distribution strategies.
- Direct and coordinate activities of businesses or departments concerned with the production, pricing, sales, or distribution of products.
- Coordinate or participate in promotional activities or trade shows, working with developers, advertisers, or production managers, to market products or services.
- Consult with buying personnel to gain advice regarding the types of products or services expected to be in demand.
- Identify, develop, or evaluate marketing strategy, based on knowledge of establishment objectives, market characteristics, and cost and markup factors.
- Formulate, direct, or coordinate marketing activities or policies to promote products or services, working with advertising or promotion managers.
- Consult with product development personnel on product specifications such as design, color, or packaging.
- Initiate market research studies or analyze their findings.
- Evaluate the financial aspects of product development, such as budgets, expenditures, research and development appropriations, or return-on-investment and profit-loss projections.
- Conduct economic or commercial surveys to identify potential markets for products or services.
- Compile lists describing product or service offerings.

Business Owner & Chief Executive Officer (CEO)
United Carpets Group
01/1987 - 12/2001

A family-owned business. The largest manufacturer of carpets in South Asia with NINE Home Textiles and Hospitality industry related manufacturing plants.

- Exports to Europe, Middle East, Far East, USA and Australia.
- Import of raw materials from Australia, Switzerland, New Zealand, Germany, U.K., Italy, and more
- Bought heavy textiles and carpets manufacturing equipment from Germany, U.K., Switzerland, France, Italy, China, and more.

- Travelled myself to over 25 countries for exports, imports, equipment acquisition, raw material procurement and sales of finished goods.
- Direct non-merchandising departments, such as advertising, purchasing, credit, or accounting.
- Direct or coordinate activities of businesses or departments concerned with production, pricing, sales, or distribution of products.
- Prepare budgets for approval, including those for funding or implementation of programs.
- Implement corrective action plans to solve organizational or departmental problems.
- Analyze operations to evaluate performance of a company or its staff in meeting objectives or to determine areas of potential cost reduction, program improvement, or policy change.
- Appoint department heads or managers and assign or delegate responsibilities to them.
- Review and analyze legislation, laws, or public policy and recommend changes to promote or support interests of the general population or special groups.
- Negotiate or approve contracts or agreements with suppliers, distributors, federal or state agencies, or other organizational entities.
- Direct human resources activities, including the approval of human resource plans or activities, the selection of directors or other high-level staff, or establishment or organization of major departments.
- Make presentations to legislative or other government committees regarding policies, programs, or budgets.
- Organize or approve promotional campaigns.
- Interpret and explain policies, rules, regulations, or laws to organizations, government or corporate officials, or individuals.
- Confer with board members, organization officials, or staff members to discuss issues, coordinate activities, or resolve problems.
- Review reports submitted by staff members to recommend approval or to suggest changes.
- Coordinate the development or implementation of budgetary control systems, recordkeeping systems, or other administrative control processes.
- Direct, plan, or implement policies, objectives, or activities of organizations or businesses to ensure continuing operations, to maximize returns on investments, or to increase productivity.
- Prepare or present reports concerning activities, expenses, budgets, government statutes or rulings, or other items affecting businesses or program services.

Education

University of Wisconsin - USA, Bachelor's Degree in Industrial Technology | 1986

Advanced (A) Levels – Concord College, England, | Physics, Economics & Mathematics | 1981

Skills

Skill	Experience (in Years)
Bilingual	32 years
Marketing communications	25 years
Marketing strategies	20 years
Marketing planning	20 years
Brand awareness	15 years
Analytics	20 years
Public relations	25 years
Corporate communications	25 years
Web development	15 years

Languages

English – Proficient
Urdu – Proficient
Hindi - Proficient
Punjabi - Proficient

Certifications

E-Commerce
Project Analysis
Quickbooks

Social Networks

Linkedin
<https://www.linkedin.com/in/shahedsaidkhan/>

About Me

I have management experience: 32 years
I have a driver's license
I have a F.A.A. Private Pilot's License