

A. ZAMAN KHAN

Please go to <http://azamankhan.com/#contact> to contact me.

CEO / PRESIDENT

Tenured, dedicated, and motivated executive with a strong background in Technology Startups, International Business Development, Strategic Operations, Contract Administration, and Organizational Leadership. Possess years of successful experience leading cross-functional teams, implementing effective growth strategies, and facilitating positive relationships with a wide range of clients, colleagues, and key business partners. Consistently recognized for outstanding contributions to the bottom line and commended for efficiency, priority management, and communication skills. Computer savvy and familiar with many modern systems and software applications.

AREAS OF INTEREST

- Executive Advising
- International Business
- Growth Strategies
- Operations Management
- Mergers & Acquisitions
- Startup & Turnaround
- Technology Integration
- P&L Administration
- Financial Performance
- Investor/Board Relations
- FAR & Regulatory Controls
- ISO9001/CMMI/ITIL/PMBOK
- Budgeting & Forecasting
- Inventory Management
- Purchasing & Negotiating
- Compensation & Incentives
- Training & Team Building
- Continuous Improvement
- Policy Development
- Strategic Planning
- Product Rollouts
- Records & Reporting
- Conflict Resolution
- Human Resources
- Risk Management
- Quality Assurance
- Business Optimization

RECENT WORK EXPERIENCE

Intelligent Decisions, Inc. – Ashburn, VA

1997-Present

Executive Vice President

Recruited to join a fledgling IT systems supply company specializing in government contracting in the Intelligence Space. Planned and implemented effective strategies to increase annual revenues from \$22M in 1997 to \$110M in 1998, and up to over \$545M in 2015. Targeted government programs and successfully secured major service contracts with organizations including the Defense Logistics Agency. Started with only 20 employees and facilitated growth to over 650 staff members in 2015 including all hiring, training, and performance monitoring. Effectively increased professional services revenues by 20%+ CAGR from 2000 to present. Coordinated organizational transitions (SBA 8a program) and continuously increased the company contract portfolio. Directed bidding and proposals, program management, and contracts departments while collaborating with partners in sales, professional services, marketing, finance, and human resources to meet performance objectives.

Worked closely with the Owner of the company to launch a new subsidiary in 2007 named IDGP started at the request of Dell to allow their largest reseller to become a distributor in the third-party supplier diversity program. Opened up international offices (Dubai) and introduced new products and services to global markets. Successfully grew annual revenues from \$2M in 2008 to \$49M in 2015. Currently facilitating the divestiture/sale of the company, working with investment firms, and consulting with executives to ensure favorable negotiations.

PREVIOUS WORK EXPERIENCE

WIN Laboratories, Ltd. – Manassas, VA

1991-1996

Director of Business Development/Technical Director

SYSOREX Information Systems Inc. – Falls Church, VA

1988-1991

Marketing Research/Proposals/Field Services Coordinator

Morgan & Cheeves Insurance Agency – Alexandria, VA

1987-1988

System Migration Analyst