SARIM KHAN



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*Employed as* ***Senior Consultant*** *in* ***Strategy*** *and* ***Transactions*** *vertical at* ***EY****, for* ***Government*** *clients. Proficient in regulatory and* ***IT*** *environments encompassing businesses. Demonstrated vigorous primary & secondary* ***research*** *to evaluate* ***industrial policies****, analyse industry value chain, implementation of* ***government initiatives****,* ***plan & conduct*** *outreach activities. Seasoned experience in complete* ***sales*** *cycle.*

# PROFESSIONAL SUMMARY

***Nov 2019 - Present Senior Project Consultant Ernst & Young LLP (EY) Mumbai, India***

**Project 1: Ease of Doing Business.**

* Simplified and **digitised Government to Business (G2B)** and **Government to Citizen** (G2C) interfaces, to decrease time, cost burden and improve ease of doing business for industrialists/investors.
* Worked on **World Bank’s Doing Business country level, Department for Promotion of Industry and Internal Trade (DPIIT), Government of India’s state level** Ease of Doing Business ranking frameworks.
* Managed team, conducted preliminary feedback exercise, identified gaps in the feedback received for services provided by departments and presented to the **Chief Secretary of the State.**
* Planned, supervised outreach activities and led initiative of updating state’s single window portal website for generating awareness about the reforms implemented by various departments soliciting positive response towards feedback assessment activity organised by **DPIIT** and **World Bank** for improvement in **State** and **National level rankings**.
* Established plan for digitising department’s legacy data, analysing that for deriving insights for department to avert duties, defaulters and identify checks to make system secure.
* ***Contribution:*** *Achieved feedback score of more than* ***80%*** *and secured* ***‘Achievers’*** *category,* ***highest jump*** *in* ***Ease of Doing Business ranking*** *of*

***Maharashtra*** *hitherto.*

## Project 2: Export Promotion.

* Headed submission of evidence required for **NITI Aayog’s Export** Preparedness Index (EPI) 2020 and 2021 assessment.
* Contributed suggestions to NITI Aayog for finalizing the **EPI 2022** framework **undersigned** by the **Chief Secretary** and **Additional Chief Secretary**

(Industries) of the **State**.

* Drafted templates for **District Export Action Plans** and supported **District Industries Centres (DIC)** in identification of products under One District One Product **(ODOP)**, **Geographical Indication (GI)** and **Handicrafts** for **Government of India’s**, Developing Districts as Export Hubs initiative.
* Coordinated with DICs in constitution of Task Force Committees, superintended training sessions for government officials and outreach programmes.
* Organised review meetings for Export Commissioner of the State to track progress of the initiatives taken by the Industries Department.

### *Contribution:*

* + Secured **Rank First** in project – PMU for **Export Promotion-EY**.
  + Attained **Rank Second**- **Government of Maharashtra** in EPI **2020 and 2021 rankings**.

## Achieved prosperity in conceptualising, publishing of Guidebook for Exports for State Government, launched by the Minister of Industries.

* + **Designed and developed the Export Portal** of the **State**, launched by the **Minister of Industries**.

## Project 3: Investor Facilitation Cell-MAITRI.

* Facilitated **investors** for G2B services, disseminated information through various channels about the **regulatory processes** of various **government**

departments and grievance redressal for **businesses in the State**.

### *Contribution:*

* + Formulated state’s industry **revival strategy** to fight impact of **COVID-19**.
  + **Mapped migrant workers** area-wise, food, shelter, healthcare and travel requirements, to help migrant labour situation in Maharashtra during COVID-19 pandemic for **Municipal Corporation of Greater Mumbai (MCGM).**
  + Supported **Maharashtra Industrial Development Corporation (MIDC)** in developing and operationalizing industry reopening permissions portal during pandemic.

## Project 4: Feasibility Study of India Jewellery Park Mumbai for Gem and Jewellery Export Promotion Council (GJEPC)

* Performed **value chain study** of gem and jewellery sector, **stakeholder** consultation, **market study** and **liaise** with **government** departments for clarification on various compliances and restrictions to be considered in development of the jewellery park.

## Project 5: Reducing Regulatory Compliance Burden – Decriminalisation of State Acts/Rules

* Arranged study of **state acts and rules, identified criminal provisions, delivered suggestions** and deliberated with respective departments and the committee constituted to effect **decriminalisation of state acts/rules.**

***Jun 2018 - Nov 2019 Sales and Marketing Executive FutureBridge Mumbai, India***

* Succeeded in **merchandising products and solutions, developed market penetration strategy, tactical plans to achieve revenue targets, conduct primary research to gather feedback** from the market and analyse it to strategize sales effort.
* Created thick **sales** funnel and participate in **proposal** and **negotiation discussions**. Targeted territories – **Europe, UK and USA.**
* ***Contribution:*** Setup more than **60 meetings per month** (including follow-up meetings).

***Jan 2017 - Feb 2018 Business Development Executive Neilsoft Pune, Maharashtra***

## Experienced as Sales executive, targeting Architecture, Engineering and Construction companies.

* Maintained responsibility for **lead generation, market research, building relations with leads**, **account management, making proposals, raising sales order forms** and participated in **negotiation** with prospects.

### *Contribution:*

* + Carried out **SWOT analysis** based on client feedback forms and suggested measures to improve efficiency.
  + Reached **70% hit ratio** for converting targeted leads into inquiries by implementing numerous strategies.

# ACADEMICS

* **Post Graduate Programme:** (*Jan 2015 - Jan 2017*)
  + ***Business Administration*** Indo-German Training Centre, Mumbai.
  + **Internship – Bosch** Ltd. Achieved **second highest** marks in the **Capstone** Project
* **Bachelor of Technology:** (*Jan 2010 - Jan 2014*)
  + Mechanical Engineering Uttar Pradesh Technical University, Noida.

## Internship – Honda Motor Company Ltd. and Uflex Ltd.

* **Higher Secondary Certificate:** (Jan 2010)
  + Science Ryan International School, Noida.

# ACCOMPLISHMENTS

* **EY Strategy Badge**, 2022.
* Certified in **Business Ethics and Corporate Governance** by BASF, 2016.
* **Founding member** of Team Vega (automotive society of university).
* Member of Consumer Panel – **BBC Top Gear**.
* Volunteering for **NGO’s** – *Earth Saviours Foundation, Greenfire and Youth for a Cause.*