

# Rizan Baig

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## EDUCATION

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### Texas A&M University, Mays Business School

*Master of Business Administration*

Cumulative GPA: 4.0/4.0

College Station, Texas

December 2023

### Texas A&M University, Qatar Campus

*Bachelor of Science in Chemical Engineering, Minor in Chemistry*

Doha, Qatar

May 2015

## EXPERIENCE

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### American Airlines

*Capital Planning Intern*

Ft. Worth, Texas

June 2023 – August 2023

- Led post-investment analysis of \$126 MM capital project, assessing accuracy of initial estimates and project status. Presented results and process recommendations to CFO, leading to process improvements for future projects
- Performed and presented NPV analysis on \$7 million capital investment that saved \$1.5 million in additional costs
- Built Lease vs. Buy NPV modeling tool that has been adopted for analysts to use in assessing business unit requests

### Hilti

*Senior Account Manager*

Doha, Qatar

February 2018 – February 2022

- Improved sales revenue across construction, building maintenance, energy, and manufacturing divisions year on year by an average of 25% through strategic account development by creating a client profile, identifying pain points, establishing rapport with the client, and proposing the right product mix and managing the implementation process
- Developed multiple training workshops on sales techniques and product competencies for coworkers to increase client engagement, resulting in a 110% increase in revenue for a struggling product line, gaining a 7% market share
- Mentored new account manager hires on preferred business practices of consultative solution selling and delivered six months of on-the-job training leading to net an average of 103% of their sales targets set by leadership in their first year

### My Culture Kit

*Cofounder*

Doha, Qatar

April 2017 – February 2022

- Analyzed market for artisanal handcrafted items based on scholarly articles and developed a business plan based on recommendations from research for the creation of born-global e-commerce and retail tourism startup

### Booking Basics

*Independent Consultant*

Doha, Qatar

December 2019 – May 2020

- Optimized operations by restructuring employee roles, business pricing model, and employee remuneration structure for virtual classroom booking assistant service, providing an annual cost saving of \$6,000
- Provided recommendations on marketing strategy to attract new clients by analyzing data collected on client needs,
- Oversaw and coached staff during the migration of operations, leading to smoother business transactions

### EduQatar

*Cofounder*

Doha, Qatar

June 2016 – February 2018

- Co-founded digital academic services startup to provide private and group tutoring sessions, generating total revenues of \$142,000 over the lifetime of business in under two years
- Implemented targeted marketing strategies such as engaging current clients, sending marketing materials to university students, and discounts to increase client retention, resulting in a 37% client base that grew to a total of 62 clients
- Integrated use of Trello to maintain session schedules and accounting records to streamline business operations, reducing any frictions in booking appointments and invoicing, creating a better experience for the customer

### Michael Page

*Associate Consultant for recruitment in the EPC sector*

Doha, Qatar

November 2015 – June 2016

- Generated \$25,000 in revenue through business development activities, presenting firms' value propositions and negotiating terms of business with client managing directors in the underperforming energy and construction sector

## SKILLS, ACTIVITIES, & INTERESTS

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**Languages:** Fluent in Arabic and Urdu, conversational proficiency in Hindi

**Technical Skills:** MS Office, Tableau, Hyperion

**Activities & Interests:** Baking, Hiking, Strength training, Traveling, Spanish, Financial markets, History, Horology