

ARSALAN AHMED

124-03 Ivy Drive • Charlottesville, VA 22903 • +971559409836 • aa4cn@virginia.edu

EDUCATION

Darden Graduate School of Business Administration University of Virginia

Charlottesville, VA

Candidate for Master of Business Administration, May 2013

- Recipient of Darden School of Business Merit Scholarship
- GRE (Q: 760, V: 490, W: 4.5)

University of Michigan

Ann Arbor, MI

Bachelor of Science in Mechanical Engineering; Mathematics Minor, April 2008

- Magna Cum Laude (Cumulative GPA 3.57) (Major GPA 3.61)
- Dean's list & University Honors (6 semesters)
- Performed consulting project for FRAM Filters (subsidiary of Honeywell) and delivered short-long term recommendations to raise awareness and increase market share. Recommended transforming the DIY (Do It Yourself) model into DIFM (Do It For Me)
- Redesigned components to reduce noise by 3dBA for a Tennant T5 floor scrubbing machine in a consulting project for Tennant company
- Leadership: Vice President of spiritual organization.; Pi Tau Sigma Honors Society; Publicity Chair for ASME; Tech Day design competition leader (largest high school recruitment event on campus)

EXPERIENCE

2008 - Present

ALUTRADE LLC

Dubai, UAE

Aluminum and Building Supplies Company. Assets worth over \$5 million

Assistant Manager

- Managed a team of 13 accountants, marketing, and sales professionals in the development of a company website and extensive product catalogs, resulting in a 33% increase in global client network
- Developed long term business strategies including increasing foreign imports, reducing local purchases and increasing sales distribution, improving gross profit by 27% and company annual turnover by 12% to \$3.4 million
- Implemented new management solution system to improve efficiency and financial reporting
- Launched private brand of hardware accessories ('DrillTec' and 'ALT'), increasing average monthly sales by 10% and improving company recognition
- Established a distribution partnership in Abu Dhabi leading to an expanded customer network resulting in 20% increase in monthly sales
- Successfully earned distribution rights in the UAE for large Chinese and Taiwanese construction supply companies from the 2009 China Import & Export Tradeshow in Guangzhou
- Co-founded Fabrication Company specializing in the manufacturing of aluminum and glass building exterior façade work with initial capital of \$160,000. Created business plan for PVC gasket production

2010-Present

College Associates

Dubai, UAE

Academic Consulting group

Founder/College Admissions Consultant

- Assisted students with developing and preparing for college applications by arranging instructional activities
- Represented Sylvan Learning as their College Preparation Coordinator
- Offered academic lectures in person and via internet in Math, Science, SAT and TOEFL
- Developed college preparation courses to be taught at school premises
- Served as the Alumni Student Recruiter for the University of Michigan

2008-2008

Wireless Integrated Micro-Systems (WIMS) Lab

Ann Arbor, MI

Research Center for development of micro-scale devices

Research Assistant

- Performed research on silicon MEMS Gyroscope used for navigation and stability of aircraft and satellite systems
- Analyzed the effect of temperature and vibration on gyroscope using Finite Element Analysis. Conducted experiments on turntables to validate simulated results

2007-2008

Engineering Learning Resource Center

Ann Arbor, MI

Center for Academic Support for Engineering Students

Instructor

- Tutored Calculus and sophomore/junior Mechanical Engineering courses
- Reviewed course projects, offered recommendations for improving the content and structure of reports

ADDITIONAL INFORMATION

- *Community:* Executive Member of Pakistan Business Council
- *Participant:* Bay Area Business Competition, presented idea of song recognition system using text message
- *Publications:* 2 Engineering journals published on the subjects of Cell Mechanics and Noise Analysis & Reduction
- *Applications:* Excel, Matlab, Minitab, C++, Gimp (photo editing)
- *Hobbies:* Photography and avid squash player