

# Muhammad Fahad Alam Khan

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## Education:

**McGill University** - Desautels Faculty of Management, Montreal, Canada 2017 - 2020  
*Bachelor of Commerce*, Major in Finance, Major Concentration in Information Systems, CGPA 3.90/4.00

- Dean's Honour List, L.J. Forget & Company Award for excellence in Finance (1<sup>st</sup> Place, \$1000) and James McGill Scholarship (\$3,000) for outstanding academic standing

**Bogazici University** - *Exchange Semester*, Faculty of Economics, Istanbul, Turkey Winter 2019

**The City School A-Level Campus Gulberg**, *Advanced Level Examinations*, Lahore, Pakistan 2014 - 2017

- World Distinction in Accounting, Best Across Three A-Level Subjects (Mathematics, Economics and Accounting), Best Across Three AS Level Subjects and the Cambridge Learner Award in A-Level Mathematics

## Work Experience:

**Project Manager - OMNI, Bell Mobility**, Toronto, Canada October 2020 - April 2021 & Oct 2021 - Present

- Supported Project Management Initiatives for the OMNI program with \$20,000,000 CAPEX and \$200,000,000 ROI to allow scaling of Direct Sales and improving cross channel purchasing experience
- Led all initiatives to automate and enhance Bell's pre-order process with a \$5,000,000 system and process enhancement. Managed the agile release train consisting of 10+ stakeholder and development teams over the course of 6 months and 2 phases of the project
- Facilitated the efficient execution of the Dealer Integration project allowing all of Atlantic Canada to be added into Bell's In store Pick-up program adding a potential \$1,000,000 in annual sales
- Organized and directed take to market activities for the SingleView project with 50 stakeholders and ensured project deliverables were completed on time resulting in a 20% efficiency improvement

**Product Manager, Smart Cities & Enterprise IOT, Bell Canada**, Toronto, Canada May 2021 - Sept 2021

- Spearheaded the privacy impact assessment of 8 vendor relationships covering a total \$1,200,000 in annual revenue
- Assisted in analyzing the market potential of Smart Agriculture for Bell Enterprise IOT opening up a market segment worth \$5,000,000 in added revenue to Bell Business Markets
- Managed the complete overhaul of the internal strategy and documentation process for the entire IOT portfolio by assisting in integrating cloud technology and new Salesforce solutions

**Customer Experience Consultant, Bell Canada**, Toronto, Canada May 2019 - September 2019

- Strove to improve Bell's RTO (recruitment and training) operations by streamlining content management with a new system leading to \$500,000 in cost savings
- Led a project to enhance Bell operations and products by analyzing data from the Residential Services line of business and by accessing various touchpoints to solve key issues surrounding sales disputes

## Extra-Curricular Activities:

**Corporate Sales Director, Management Undergraduate Society** May 2018 - May 2020

- Led a team of four Corporate Sales Managers to integrate the workings of all Desautels clubs, competitions and causes that had a combined operating budget of \$150,000 for the 2019/2020 academic year

**Chief Financial Officer and Canada Regional Head, Roshan Pakistan**, Lahore, Pakistan June 2016 – July 2019

- Managed to strike several deals (worth \$5,000 in total) with corporate giants to sponsor our project of providing books to all under-privileged students
- Established the revenue stream to help develop the first private brick kiln school in Pakistan costing \$4,000

## Skills:

**Language Skills:** Fluent English, Urdu and Punjabi; Basic French and Hindi

**Certifications & Computer Skills:** Certified SAFe® POPM for Agile, Proficient in Python, MySQL, Tableau, Jira, Confluence Java, Lucid Chart.