

ATTACHMENT E

Contact

www.linkedin.com/in/ahmednkhattak (LinkedIn)

Top Skills

C
SQL
C++

Languages

English (Native or Bilingual)
Pashto (Native or Bilingual)
Urdu (Native or Bilingual)

Honors-Awards

Top 25 Entrepreneurs under 25
Top 30 Most Influential Entrepreneurs under 30."
"Most Industry Disruptive Company"
Finalist Entrepreneur of the Year 2013

Ahmed Khattak

Founder & CEO at US Mobile
New York, New York, United States

Summary

Founded US Mobile in 2014, a la carte IOT. mobile service provider aiming to connect the next billion connected devices to wireless networks ranging from Smart phones to Drones and everything in between. 94th on Inc 5000 fastest growing companies in America for 2019.

Previously founded an Ecommerce with the philosophy of disrupting the status quo and pioneering new ways to make mobile technology more accessible to consumers within the U.S. and across the globe. Scaled to \$100MM+ in revenue in just under 5 years with customers in 90 countries.

Bloomberg Businessweek's "Top 25 Entrepreneurs under 25" Under30CEO's "Top 30 Most Influential Entrepreneurs under 30" "Most Industry Disruptive Company" award in a White House ceremony.

One of 5 finalist for Entrepreneur magazine's "Entrepreneur of the year for 2013".

Experience

US Mobile
CEO & Founder
August 2014 - Present (11 years 3 months)
Greater New York City Area

On a mission to revolutionize connectivity by helping to connect the next billion connected devices from smartphones to pet trackers and everything in between to wireless networks with a brand built around empathy.

94th on Inc 5000 fastest growing companies in America

GSM Nation

Founder

March 2010 - December 2015 (5 years 10 months)

Portland, Oregon

wireless retail and services company. Through its e-commerce platform, the company sells a wide selection of smartphones and Tablets. GSM Nation's biggest value proposition is no-contract wireless service plans for consumers who don't want to be locked in a two-year contract.

In addition to its retail platform, Gsm Nation offers solutions for organizations ranging from the State Department to the United Nations

GSM Nation was incubated at the Yale Entrepreneurial Institute in 2009

Ahmed Khattak

The company was named as among the top 25 most promising companies in 2011 by Businessweek and was most recently honored at a special ceremony at the White House as one of the "Top 100 Companies Started by Young Entrepreneurs"

Education

Yale University

Bachelor's Degree, History · (2004 - 2009)

Contact

www.linkedin.com/in/michaelmelmed (LinkedIn)
www.youtube.com/watch (Other)

Top Skills

Marketing
Entrepreneurship
Digital Marketing

Certifications

Chartered Financial Analyst

Michael Melmed, CFA

CFO / COO at US Mobile (We're hiring!)
New York City Metropolitan Area

Experience

US Mobile

9 years

CFO / COO

August 2022 - Present (3 years 3 months)
New York, New York, United States

Chief Operating Officer

December 2017 - Present (7 years 11 months)
Greater New York City Area

VP, Operations & Strategy

2017 - Present (8 years)

Director, Platform & Analytics

2016 - Present (9 years)
Stamford, CT

1000Museums (1KM)

Director of Revenue Generation and Digital Marketing
2013 - 2016 (3 years)

Responsibilities:

- Develop multi-channel marketing plan including SEO, SEM, Display, Affiliate Program, Retargeting, Content Calendar, Email Newsletter, Email Automation, Social Media, Conversion Rate Optimization, A/B Testing, Customer Service, Graphic Design, Copywriting, Promotional Campaigns
- Plan marketing calendar and execute all campaigns (including ideation, design, and copywriting)
- Manage 3rd-party website development and ad agency resources
- Manage the usage of marketing and analytics tools including: Mailchimp, SproutSocial, Zendesk, SnapEngage, SumoMe, Optimizely, MixPanel, Google Analytics
- Build and manage all data tracking efforts within the company (budget, revenues, forecasts, inventory/product trends, marketing channel performance and attribution, website visitor behavior)
- Create and deliver presentation updates to Board of Directors

Key accomplishments:

- 1KM subscriber list growth: +1,500%
- Organic Website visitor growth: +450%
- Avg. Order Size: +20%
- Conversion Rate Improvement: From 0.4% to 0.7%

1000Museums (1KM) is a global museum discovery and ecommerce platform. 1KM partners with over 200 museums around the world to help them expand their reach and their revenues. As the leading provider of high quality reproductions, 1KM partners with museums including the Georgia O'Keeffe Museum, LACMA, MFA Houston, Crystal Bridges, and more.

TILE Financial

MBA Associate

2011 - 2011 (less than a year)

- Responsible for writing and reviewing hundreds of personal finance articles
- Led intern team on product management summer project to design interactive personal finance cheat sheets

BlackRock

BlackRock Solutions Associate

2006 - 2011 (5 years)

New York, NY

Analytic Services Relationship Management Group, Associate (2010-2011)

- Managed relationship and risk & analytics related projects for 6 multi-billion dollar clients (including some of the world's largest pension funds, asset managers, insurance companies, and sovereign funds)
- Advised clients how to improve investment management and risk management processes
- Co-led the technology implementation and training of a new client with \$300 Billion AUM

Hedge Advisory Group, Associate (2009-2010)

- Advised clients on hedging mortgage portfolios in changing markets and economic forecasts
- Conducted performance attribution and created client presentations for weekly advisory meetings

Trading and Analytics Group, Associate (2008-2010), Analyst (2006-2008)

- Managed 7-person team dedicated to fixed income analytical and trading system support for 30+ client institutions
- Coordinated with internal product managers, engineers, and financial modeling teams to solve client problems
- Specialized in BlackRock's proprietary analytic tools and reports including: interest rate risk, horizon analysis, stress testing, value at risk, credit exposure, prepayment and cash flow models
- Designed and led global training program for 40 employees of acquired \$1.5 billion hedge fund

Sponsorship Research International / Velocity Sports & Entertainment

Sports Media Research Coordinator

2004 - 2006 (2 years)

Norwalk, CT

- Performed valuations of sponsorship and marketing programs
- Coordinated and analyzed results of surveys and on-site interviews to measure marketing impacts
- Clients: FedEx, Nissan, American Express, UBS, Citizens Bank, NY Marathon, NY Jets, AFL

Melly's Ice Cream

Founder & Manager

2000 - 2004 (4 years)

- Founded ice cream truck company as a senior in high school
- Owned and managed 5 Good Humor trucks
- Tracked inventory, p&l, and customer demographics for optimal sales routes
- Built and managed website for catering and party lead generation

Education

Columbia Business School

MBA, Entrepreneurship, Entrepreneurial Finance, Marketing, Leadership · (2011 - 2013)

CFA Institute

CFA Charter Holder · (2006 - 2008)

Colgate University

Bachelor of Arts (B.A.), Double Major: Math, Economics · (2000 - 2004)

General Assembly
Front End Web Development

Hall High School

Contact

www.linkedin.com/in/umair-ansari-aca-099a3953 (LinkedIn)
www.auditorsplus.com (Personal)

Top Skills

IFRS
External Audit
Financial Reporting

Languages

English (Full Professional)
Urdu (Native or Bilingual)

Honors-Awards

Institute of Chartered Accountants of Pakistan - (ICAP)

Umair Ansari, ACA

Co-founder | CAO | Big 4 Experienced
New York, New York, United States

Summary

Co-founder. \$0 → \$200M in technology.

The best ideas are still in stealth mode.

Still just getting started.

Experience

US Mobile

10 years 2 months

Chief Accounting Officer (CAO)

April 2024 - Present (1 year 7 months)

New York City Metropolitan Area

Vice President Finance

January 2021 - Present (4 years 10 months)

New York, United States

Controller

September 2015 - January 2021 (5 years 5 months)

Greater New York City Area

GSM Nation LLC

Financial Controller

March 2014 - August 2015 (1 year 6 months)

Washington D.C. Metro Area

Auditorsplus

Founder

April 2013 - March 2014 (1 year)

Deloitte

4 years 6 months

Audit Supervisor

January 2013 - April 2013 (4 months)

Audit Supervisor

November 2008 - December 2012 (4 years 2 months)

Education

University of North Alabama

Federal Taxation Course AC 462P, Tax Law/Taxation · (2015 - 2015)

The Institute of Chartered Accountants of Pakistan

Chartered Accountancy, Accounting and Finance · (2007 - 2013)