

Salim Khan, P. Eng.

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SUMMARY

An Engineer/MBA technical business professional with experience in International Business Development, Product Development, Program/Project Management and has successful track record establishing long-term business relationships with key personnel. Business experience concentrated in new market development, developing Marketing & Sales strategies, proposal development, contract negotiations, managing external sales reps, development & management of external supply chains. Technical expertise includes metal transformations technologies, aerospace materials engineering, Process Engineering, materials testing, manufacturing technologies, research & development, Rapid Prototyping technologies etc.

EDUCATION

Masters in Business Administration (MBA) 1999
 Concordia University, Montreal, Quebec

Bachelor of Engineering (B.Eng) Metallurgy 1990
 McGill University, Montreal, Quebec

EXPERIENCE

Clinique des Sources (Medical Services) 06/2015-Present
Montreal, Canada
Clinic Director

Established and set up a new medical clinic in the Montreal area and developed:

- Billing system, operational procedures, EMR system, patient record system etc.
- Medical Clinic -RAMQ covered services.
- Recruited nurses, family physicians and medical specialists to position clinic to provide extensive medical care to the community.
- Marketed the clinic to various hospitals and medical clinics to set up proper network for referrals regarding patient care.

Managed clinic finances (revenues and expenses) to ensure growth and profitability. Managed construction projects for installation of an elevator in the clinic; working with architects, elevator manufacturers and contractors for project initialization and execution.

ALISAR (Technical Consulting) 06/2014-Present

Preparing technical reports for various industries including site visits and interviewing technical personnel. Project Management and engineering consultant services for various types of commercial manufacturing industries including review of technical drawings, Research & Development (SRED), evaluate manufacturing processes and techniques, write technical reports. Provided support for Product costing and quality systems. Industries serviced include elevator manufacturers, metal finishing, textiles, cable & wire harness, metal forming, automation and plastic injection.

Uni-Cast (Manufacturer of aerospace Components) 11/2003-June 2014
Londonderry, New Hampshire, USA

Marketing Technical Manager/Business Development

Reporting to the President, responsible for marketing and business development strategies concentrated in the *Aerospace, Military & Defense industries*.

- Successfully increased sales and developed new key accounts, secured multi-million dollar contracts (domestic and International). Managed commercial business relationships/client engagement
- Wrote, Published & Presented technical papers-used as marketing tool to promote technical excellence
- Developed marketing strategies for new business opportunities B2B
- Created marketing literature and gave technical & business presentations outlining capabilities
- Primary interface with customers to provide technical and commercial support
- Managed external Sales Reps in Canada, USA, Europe and South America

- Product development, Program management (product risks, negotiate product requirements, review Technical requirements)
- Product Estimation, Pricing & Proposal Development, product launches Contract negotiations & administration (Long Term Agreement's, T&C's, warranty etc)
- Developed/Managed External Supply Chains providing value added products
- Worked with transport industries (train & automotive to develop prototypes and production components).

Aluminum Foundry & Pattern Works Ltd (Sand Casting)

06/2010-12/2012

Dorval, Quebec

Technical Consultant

Developed processes and techniques for molten metal treatment, heat treatment, mechanical properties, and worked on binder systems. Developed research programs to produce hybrid molds using ceramic cores and sand to produce castings with coring. Worked with AFPW's customers to develop engineering castings for specific applications. Provided marketing and sales support/procedures.

Shellcast Foundries Inc. (Aerospace Manufacturer)

1990-09/2003

Montreal, Quebec

Sales Manager (International) / Technical Manager

1998-09/2003

Marketing responsibilities include market research, technical promotion of the company's products and capabilities to clients located in North America, Europe, Australia and Asia. Developed and maintained key business relationships, traveled to customer sites and collaborated with customers to convince them to select our products and participate in concurrent engineering activities.

Business Development activities:

- Successfully increased sales from *defense & aerospace customers*.
- Worked with Automotive manufacturers Mercedes-Benz, BMW, Ford and GM to develop prototype castings for testing.
- Extensive International Travel to potential and established clients for new product development, technical meetings and concurrent engineering reviews.
- Managed and provided Technical Support to independent Sales Representatives
- Worked domestic & International Trade shows
- Estimation of product costs & proposal development
- Contract Negotiations
- Supply Chain Management
- Review Technical Specifications and support customers to develop drawings

Management Duties:

Managed Sales staff for contract administration and managed technical staff for manufacturing operations, in charge of R&D projects. Also as senior engineer, responsible to engineer new products to meet customer requirements and specifications.

Director of Research & Development

1999-09/2003

Responsible to manage Research & Development programs & technical staff involving manufacturing technologies; metallurgical studies involved aluminum metal treatment, solidification control, effects of welding on mechanical properties, microstructural analysis, effect of HIP process on the structure and heat treatment. Some research has led to publications. In addition, responsible to write, present and defend all annual R&D technical activity reports for Government Tax Credit programs.

Sales Engineer

1993-1998

Responsible to Market and Promote Products & services. Duties include traveling to a number of countries to work Trade Shows and Perform Technical Presentations.

Achievements

- Develop & produce Marketing Video
- Wrote and Produced Marketing literature & brochures
- Established business relationships with a number of new customers

Plant Metallurgist**1990-1993**

Responsible for Foundry manufacturing operations/production of castings (aerospace/military applications). Ensured metallurgical conformance of products. This position required to be a hands-on process engineer.

Duties Include:

- Development of liquid aluminum metal treatment and analysis of melt quality
- Development of manufacturing techniques
- Developed techniques to produce Rapid Prototype components
- Study of Rapid Solidification techniques to enhance mechanical properties
- Optimization of Chemistry and Heat Treatment to maximize mechanical properties of aluminum castings
- Development of liquid aluminum modification and respective heat treatments optimizing strength

PUBLICATIONS-PRESENTATIONS:

Controlled Solidification of Liquid Aluminum Alloys, S.Khan, J. Martinez, Investment Casting Institute 58th Annual Technical Conference, Covington Kentucky, USA

Aluminum casting rapid prototyping guaranteed performance

S. Kennerknecht, S. Khan, M. Bhavnani, Investment Casting Institute, 53rd Annual Technical Meeting, Dearborn, MI November 2005.

● **The Effects of the Geometry of Testbar Coupons on Mechanical Properties**

Salim Khan, Victor Ferreira, Investment Casting Institute, 47th Annual Technical Meeting & Product/Literature Exhibition, San Francisco November 1999

● **Effects of Alloying Elements and Strontium Modification on Mechanical Properties of A357 Alloys**, B. Closset, Timminco S.A.; S. Khan & L. Edovas, Shellcast, AFS 1998

● **Correlations of Mechanical Properties obtained from Integrally-attached, Integrally Cast, Separately Cast and Cut Testbar Coupons**. Salim Khan, Luisto Edovas, Shellcast

Investment Casting Institute, 9th World Conference, San Francisco October 1996

Member of l'Ordre des Ingenieur du Quebec (OIQ)

References:

Available Upon Request

Languages:

English, Hindi & French