

SAM J. ASKARI

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EXECUTIVE SUMMARY:

Assertive and enthusiastic director who undertakes complex projects, meets tight deadlines, and delivers superior results. Applies strong analytical skills to cut costs, streamline operations, and increase efficiency and productivity by more than 18%. Thrives in fast paced setting and getting the most out of his staff by mixing proven methods with new innovations for a proactive environment. Looking to contribute to an organization that can use a dynamic professional who wishes to transfer exceptionally strong analytical, problem solving, negotiation and total quality management abilities to the healthcare industry.

HIGHLIGHTS

- | | |
|------------------------------------|-----------------------------------|
| ▪ Strategic Planning | ▪ Interpersonal Skills |
| ▪ Project Budgeting and Scheduling | ▪ Customer Satisfaction |
| ▪ Analytical Thinker | ▪ Execution & Implementation |
| ▪ Organizational Skills | ▪ Regulatory & Compliance Focused |
| ▪ Process & Procedures Driven | ▪ Team Builder |
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EXPERIENCE

NIU College: Woodland Hills, CA

August 2013 – Present

Director of Strategic Initiatives

- Created 423% increase in student enrollment by adding new programs and advertising specific demographics
- Formed partnerships with hospitals and private medical offices for student externships
- Established partnership with Los Angeles Valley College for efficient student enrollment
- Crafted partnerships with advertising companies for School attraction
- Built exclusive affiliations for medical supplies with healthcare companies to lower overhead costs per student
- Digitized sign-up process and recreated website for better student engagement
- Currently working with experts in different fields to further develop academic offerings of the institution
- In constant contact with agencies and governmental bodies to ensure proper regulatory requirements are met within the company
- Managing multiple projects simultaneously

IT Consultant

- Assisted students in application processes
- Created network groups for synchronous usage between instructor and student
- Made contacts with governmental bodies for proper regulatory compliance
- Promoted within 8 months

Venture-Net Partners: Newport Beach, CA

June 2012-September 2013

Associative Analyst

- Performed in-depth financial analyses of various companies for capital raising strategies in the biotechnology and software industries
- Provided client-service financial advisory presentation materials for public and private companies through a variety of industries
- Researched markets, trends, and potentials within each portfolio

Newport International University: West Hills, CA

March 2011-August 2012

Business Consultant

- Assisted in acquisition of vocational school for new revenue stream
- Created numerous board presentation material for providing periodic updates as well as analyzed best advertising methodologies for fixed budget

Selected Transaction Experience:

- Exclusive buy-side advisory for Newport International University's Acquisition of TechExcel Vocational School
 - Constructed highly dynamic operating model with flexibility to run various revenue scenarios for different milestone achievements and sensitizing for different forward-looking cases

- Implemented valuation methodologies including discounted cash flow, precedent transaction and comparable company benchmarking and contribution analysis
- Boosted enrollment three-fold with lead generation and selective advertisement models

TECHNICAL SKILLS

- Data Management Software's
- Customer Relationship Management (CRM) Software
- Electronic Health Records
- QuickBooks
- HTML
- CSS
- WordPress
- Adobe Illustrator
- Sketch
- SharePoint
- Microsoft Office Suites
- Coursera Certifications to stay Updated
- Fluent in Farsi

ACHIEVEMENTS AND ACCOMPLISHMENTS

Global Young Leaders Conference: New York / Washington

Sierra Leone Head Ambassador

- Selected to join other youths to emulate a United Nation's conference while meeting Ambassadors and Senators from all over the world
- Chosen as the Head Ambassador of the selected country of Sierra Leone
- Analyzed and negotiated proper trades to improve the country while helping to improve the status of its citizens.
- Led group to become the number one country that was improved throughout the Global Summit
- Met many other students/contacts who have become leaders within their own countries for future advancements

John Hopkins Center for Talented Youth: Maryland

CTY Student

- Selected to take John Hopkins Center SAT Test
- Accepted at the age of 12 to begin taking university level courses.

El Camino Real Basketball Team: California

Captain – Basketball Team

- Chosen to join high school basketball team
- Selected as Captain for four straight years
- Starting Point Guard who led team to city championships
- Got sponsorship by Adidas during tenure

EDUCATION

University of California, Los Angeles, 2014

College of Letters and Sciences
Bachelor of Arts in Business Economics