# Sherafgan Khan

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## Education

**Georgetown University, The McDonough School of Business**                    **Washington, DC**
  **Master of Business Administration**                                                      *May, 2015*

  Vice President, Net Impact, Technology & Innovation Graduate Association
  1st Place, IBM case competition: US Army ACT
  MBA Admissions Interviewer

**University of California, Los Angeles**                                          **Los Angeles, CA**
  **Bachelor of Arts, Psychology and Anthropology**                                  *December, 2009*

  Senior Research Assistant: IBCT Lab, Center for Behavior, Evolution, and Culture
  Personality Inventory Assessor: US Air Force Psychometric Evaluations

## Experience

**SFK Inc. | SKK Marine | SFK SecCon**                                            **Long Beach, CA**
  *Supply chain & risk management consulting firm. Primary industries: Logistics, Oil & Gas, Agriculture, Project Management.*
  **Managing Director**                                                      *January 2016 - Present*
  • Actively managed mid-stream O&G transactions averaging over $60M USD per month.
  • Developed analytical tools using SCRM models, saving clients over $2.5M USD annually.
  • Led PPM solutions for S. America's largest AGRI exporters, reducing transit related claims by >30%.
  • Conducted corporate sponsored lectures and analytical workshops on SCRM, sourcing, and compliance .
  **Manager, Southwest Operations**                                    *April 2015 - January 2016*
  • Secured a major contract for an LADWP project, increasing firm revenue 10%
  • Established partnership agreements with global firms, opening new access to foreign markets.
  • Strategized with the directors of three major shipping lines to expand services to all of its US ports.

**Booz Allen Hamilton Inc.**                                    **Washington, DC / Abu Dhabi, UAE**
  *Management & IT consulting firm. In conjunction with Georgetown GBE Project. Primary industries: Government, Technology, Energy, Transportation.*
  **GBE Consultant**                                                    *December 2014 - April 2015*
  • Analyzed current and potential threats to the water supply of the Gulf States.
  • Implemented mitigation and coping strategies addressing physical, cyber, and political risk.
  • Established operational timelines, advising governments on critical benchmarks for supply chain security.

**Stanton Marine Ltd.**                                          **Houston, TX / Birkenhead, UK**
  *Operations and loss control consulting firm. Primary industries: Crude Oil, Maritime, Energy, Environment.*
  **Internal Strategy Consultant**                                        *May 2012 - August 2014*
  • Programmed VBA models to streamline quantitative analysis, reducing over 2,400 non-billable hours annually.
  • Established satellite comms. for offshore O&G projects, nearly eliminating consignee losses due to information asymmetry.
  • Strategized and implemented an expansion plan that would double Eastern US business volume.

**University of Southern California, Department of Psychology**                   **Los Angeles, CA**
  *Private research university. Primary industries: Research, Data Analysis, Education, Project Management.*
  **Research Lab Technician II – Lab manager**                            *May 2011 - April 2012*
  • Managed, analyzed, and extracted statistical data for several longitudinal research projects ranging over 20 years.
  • Authored training manuals for behavioral observation and biometric software, enhancing lab productivity.
  • Led small teams of students, guiding them with the design and implementation of various research projects.
  • Monitored grant funding and budget allocations for the department.

**Bank of America N.A.**                                                          **Los Angeles, CA**
  *Multinational bank & financial services company. Primary Industries: Commercial & Retail Banking, Financial Risk Management.*
  **Commercial Banking and Risk Management**                                *July 2005- May 2011*
  • Consulted with clients to analyze financial needs and recommend appropriate banking services.
  • Ranked no. 1 in national sales/service KPIs within cohort for 10/23 quarters. Ranked within top 5% every quarter.
  • Interned with the risk management division, collaborating with OFAC to develop AML and risk algorithms.

## Distinctions

**Achievement:** Founded multiple small/medium scale startups. Founded an international network for net transparency.
**Global Mindset:** Extensive international business experience: NW Europe, MENA, SE Asia, S America. Fluent in three languages.
**Involvement:** Provided pro-bono consulting services for Médecins Sans Frontières' and other NGOs. Hosted complementary
**Community:** workshops/lectures on startups, SBA, and technical skills for new & financially constrained entrepreneurs.
**Technical:** Automation, VBA, CSS, Python, Java Script, PHP, Tableau & various accounting/finance software.