

Sameer Karim

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Summary

An experienced professional with strong strategic management, finance, and analytical skills who collaborates to identify opportunities that lead to success. Experience managing multiple projects bringing professionals with different backgrounds and goals together to meet deadlines and exceed expectations. Adept at analyzing long-term trends to drive strategic decision-making.

Experience

Toyota Motor Sales, Inc.

April 2007 – Present

Strategic Financial Analyst

Financial Analysis focused on 5-year profit outlook; Strategic communications

- Responsible for developing quarterly business update presentation delivered by senior executives to all managers. Content includes business and financial update, objectives for the period ahead, and initiatives requiring special focus.
- Developed tool to allow management to view financial overview by series highlighting divisional and enterprise-wide profitability. Tool's flexibility allows management to identify long-term trends to drive strategic decisions for North American region.
- Analyzed impact of various five-year production scenarios, highlighting impact on market share, revenues, product age, product life cycle, and profitability. Analysis gave management an understanding of financial impact of operational decisions through 2016.

Finance Strategic Planner

Development and implementation of strategic plan for Finance Division

- Worked with CFO and Finance Division VPs to develop annual plan prioritizing projects to optimize resource and budget allocation within the Finance Division.
- Worked with Finance Directors to ensure that all major projects are in alignment with annual plan.
- Launched a process for Finance Directors to manage project listing while taking capacity and dependencies into account.

Sox Management Center

Project Management and status reporting; Development of sustainability model

- Managed effort to reduce internal controls, leading to a 30% reduction in number of controls and testing required. Project management and report creation streamlined this process, allowing a small team to efficiently complete this effort on time.
- Created scorecards to give management an overview of control review and testing progress. Designed a system of aggregating detailed status updates from multiple sources, automatically creating scorecard and identifying risks.

UCLA Anderson School of Management – Global Access Program

June 2009 – December 2009

Develop 5-year strategic plan

- Co-lead of team responsible for analyzing Health Care Clinical Trial Contract Research Organization (CRO) market opportunities for a Finnish CRO interested in expanding into the US market.
- Conducted extensive primary research at Trade Shows, by visiting company Headquarters, and through speaking with industry leaders to identify key industry trends, quantify market size and growth potential, and assess ability of company to leverage strengths to their advantage.
- Presented final business plan to venture capitalists and business experts, making strategic and operational recommendations to improve the company's competitiveness in preparation for international expansion.

Directed Action Consulting, Inc.

January 2006 – April 2007

Toyota Motor Sales, Inc. – Project Management Consultant, Sarbanes-Oxley (Sox) Implementation

Project Management and status reporting; Information support

- Managed overall project plan for multiple divisions including Toyota Logistics Services and Toyota Customer Service. Worked with clients to identify specific tasks needed to achieve their individual project objectives.
- Led deficiency remediation project for Toyota Logistics Services group, achieving full compliance and gaining recognition for that group as a model for deriving benefits from Sox.

Wall Street Institute – Beijing, China

February 2003 – August 2005

- Trained corporate executives and government officials in English, Business, and Intercultural Communications.
- Member of management team focused on maximizing profitability, directly managing five members of multinational staff.
- Designed and conducted sales presentations in English and Chinese for large groups of prospective clients.

Accenture, Inc.

October 1998 – September 2002

Internal Tax Group – Functional Project Lead

System selection and implementation; Process redesign

- Partnered with client to identify mid-range strategy to evolve group from a cost to a profit center.
- Developed project work plan, including time and resource constraints, for four project team members. Managed workload and deliverables for two analysts.
- Oversaw relationship and communication with vendors, wrote Requests for Proposal, and arranged demonstrations. Actively participated in contract negotiations, leading to a corporate level agreement with discounted pricing structure.
- Identified, mapped, and optimized process flows for the tax group based on workflow analysis and client interviews.

Regional Bell Operating Company – Process Consultant, Project Management

Cost-Benefit Analysis leading to expansion of project scope; Software selection and implementation

- Performed cost-benefits analyses in support of proactive maintenance center model developed by consulting team. This analysis led to the center being used as a model for the creation of other such centers throughout the organization.
- Performed analysis evidencing financial benefits of consulting services, leading directly to continuation of project.
- Managed process redesign and requirements gathering for circuit management software selection and implementation.

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Education

UCLA Anderson School of Management	June 2010
Master of Business Administration with Advanced International Management Certificate	
Carnegie Mellon University	May 1998
Bachelor of Science in Business Administration with a double major in English Literature	

Additional

Awards and Recognition

UCLA Anderson School of Management, Dean's Outstanding Service Award	June 2010
UCLA Anderson School of Management, Global Access Program Fellow	June 2010
Carnegie Mellon University, Business Administration Outstanding Student Award	May 1998

Computer

Proficient in the use of Project, Word, Excel, PowerPoint, Access, Visio, VBA, Flex, HTML, CSS, PHP, SQL, and Python.

Languages

- Mandarin Chinese – Advanced spoken and beginning written (3 years immersion)
- Urdu/Hindi – Beginning spoken