

FARAJUDDIN "FARAZ" SYED, MBA

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Authorized to work in the U.S.; no employer sponsorship required at this time

TARGET ROLES: Business Strategy | Growth | Business Operations | Project & Program Coordination | AI Enablement | Account Management

MBA-trained Strategy and Operations leader with up to 5 years of experience scaling B2B growth, optimizing supply chain logistics for \$1M+ enterprise accounts, and driving AI enablement. Founder of a revenue-generating AI SaaS platform, with a proven track record of translating complex corporate strategy into actionable product roadmaps, operational dashboards, and cross-functional execution. Combines deep analytical research capabilities with hands-on project coordination to accelerate enterprise profitability, eliminate operational bottlenecks, and elevate client success.

TECHNICAL & BUSINESS SKILLSETS

- **AI & Operations Enablement:** Claude, Microsoft Copilot, prompt engineering, AI workflow design, AI training, responsible AI adoption.
- **Product Management & Agile:** Product strategy, user experience (UX), design thinking, Jira, Scrum, Kanban, roadmaps, epics, user stories, release readiness.
- **Data & Business Analysis:** Excel, Google Sheets, Power BI, Tableau, Google Analytics, KPI dashboards, operational reporting.
- **Systems & Automation:** APIs, JSON, Supabase, Vercel, Google Apps Script, CRM workflows, lightweight QA/testing, JavaScript, React, SQL.
- **Business & Design Tools:** Microsoft Office, Outlook, PowerPoint, Teams, Google Workspace, Canva, Figma, UI/UX prototyping.

PROFESSIONAL EXPERIENCE

Faraz LLC - Founder & CEO

Worcester, MA / Remote | Aug 2025 - Present

- Founded an immigrant-owned AI innovation and business consulting firm recognized for driving rapid growth and community empowerment through technology.
- Secured free office space at WorcLab from the Worcester Regional Chamber of Commerce, alongside AWS credits, networking event access, and mentorship from investors and established business professionals.
- Empowered community organizations and businesses by deploying AI-powered technologies designed to improve sales, marketing, and community engagement.
- Built and launched Faraz Growth in Beta mode in July 2026, a comprehensive business execution platform currently utilized by 3 active users, successfully establishing a growing passive revenue stream.
- Managed cross-functional execution by onboarding, directing, and evaluating a growing team of 6 members (5 interns, 1 contractor).
- Established documentation, handoff workflows, and performance accountability frameworks to ensure consistent project delivery.

Digital Surgeons - AI & Growth Innovation Intern

New Haven, CT / Remote | Jul 2025 - Sep 2025

- Coordinated AI go-to-market initiatives, completing customer discovery and competitor research that directly influenced 2 major product positioning strategies.
- Collaborated with leadership and engineering partners to define MVP scopes and prioritize features, successfully accelerating project timelines by 70%.
- Mapped user workflows and pricing logic to connect product capabilities to measurable business outcomes for 4 distinct target customer segments.

Clark University - Teaching Assistant - Business Intelligence & Big Data Worcester, MA | Sep 2025 - Dec 2025

- Mentored 27 graduate students on business intelligence, data visualization, and AI tools.
- Translated complex technical concepts into clear business applications, resulting in a 33% improvement in cohort project scores.
- Provided structured feedback, communication coaching, and professional development support to students throughout the academic term.

Amazon Freight - Transportation Operations Specialist India | Aug 2023 - Dec 2023

- Directed supply chain and logistics operations for 11 large enterprise accounts (including Samsung, Coty, and Hill's Pet Nutrition), each generating \$1M+ in net annual revenue.
- Coordinated daily operations with shippers, carriers, and internal teams to resolve disruptions and consistently maintain a 90% service level agreement (SLA) adherence within the Supply Chain and Logistics Operations business unit.
- Built and maintained Excel and Power BI reporting dashboards that provided precise operational visibility for over 50 weekly transportation routes.
- Leveraged operational data to identify bottlenecks, support escalation decisions, and improve issue-resolution workflows.

Crio.Do - Product Developer India | Nov 2021 - Jan 2023

- Delivered 11 full-stack product projects across frontend and backend environments utilizing React, Node.js, REST APIs, and Agile methods.
- Collaborated within a cross-functional team to interpret requirements, execute QA/testing, and maintain technical fluency.
- Received direct mentorship from engineering professionals with 10+ years of experience at big technology companies.

Amazon - Customer Service Associate India | Oct 2021 - Jan 2022

- Managed account, order, and issue-resolution workflows for U.S. and Canadian customers, maintaining an 87% customer satisfaction (CSAT) score.
- Executed service recovery protocols while ensuring accurate documentation and maintaining strict professionalism and empathy.

RESEARCH INITIATIVES

- **AI Business Growth Research:** Currently in active discussion with research advisor Dr. Hamidreza Ahady Dolatsara to develop a formal academic study tentatively titled, "AI-Driven Scaling: Optimizing Growth Operations in Modern Enterprises." The research explores the strategic integration of artificial intelligence to accelerate revenue, scale execution, and maximize operational efficiency within contemporary business environments.

CERTIFICATIONS

- Certified Scrum Product Owner (CSPO) | Certified Scrum Master (CSM) | Certified Associate in Project Management (CAPM)
- Google Analytics Certification | Six Sigma White Belt
- Generative AI for the High Performing Professional | Digital Transformation Leadership | Career Essentials in Data Analysis

AWARDS & HONORS

- **EforAll Business Accelerator (2026-2027 Cohort) - Selected Entrepreneur:** Chosen as one of 3 entrepreneurs to participate in an immersive 12-week national business training program, receiving targeted mentorship, peer support, and access to an extended professional network to refine strategic business models, optimize marketing, and accelerate the growth of Faraz LLC.
- **Welcome to Worcester Award (Worcester Regional Chamber):** Recognized as an emerging immigrant-owned business leader for driving community empowerment, technology adoption, and improving sales and marketing frameworks within the local ecosystem.
- **Startup Worcester 2025-27 (Worcester Regional Chamber of Commerce) - Selected Founder & Mentor:** Chosen as an original cohort founder to scale Faraz LLC, and subsequently invited back as a Returning Mentor for the 2026-2027 batch to guide new early-stage ventures in operational and technical execution.
- **Dean's Merit Scholarship (Clark University):** Awarded for the entire MBA program based on merit and recognized academic excellence, chosen as one of only two recipients in the January 2024 incoming batch.
- **Massachusetts Science & Engineering Fair Judge:** Evaluated and scored high-level student research and execution, assessing the viability and presentation of technical innovations.
- **Beta Alpha Psi Lifetime Member:** Recognized for sustained academic excellence and a proven track record in business, analytics, and information systems.
- **Florida Southern College MBA Strategy Pitch Competition:** Directed a cross-functional team to develop and present winning business strategies under strict time constraints as Team Leader.

STRATEGIC PROJECTS & ANALYSIS

- **Faraz Growth (AI-Powered Business Execution Platform):** Engineered and launched a comprehensive B2B growth intelligence SaaS platform (Beta, July 2026), equipping users with AI-driven lead generation, automated CRM workflows, and sales outreach capabilities to establish a highly scalable passive revenue stream.
- **Optimizing 3PL Bidding Windows (Research & Operations Strategy):** Authored a functional strategy paper on supply chain operations, demonstrating how optimizing bidding durations eliminates logistical bottlenecks, reduces cost overheads, and drives sustainable 3PL enterprise profitability.
- **Walgreens Boots Alliance Strategy Analysis:** Collaborated on a corporate strategy analysis identifying key operational vulnerabilities in U.S. pharmacy markets, proposing actionable frameworks to recapture market share and improve long-term margins.
- **Generative AI Investment & B2B Strategy:** Delivered a comprehensive strategic presentation evaluating GenAI market viability, assessing foundational business models, path-to-profitability, and the essential role of AWS in enterprise AI enablement.
- **Nintendo Corporate & Supply Chain Strategy:** Evaluated global product and supply chain operations, presenting data-driven functional strategy recommendations to innovate marketing frameworks and sustain cross-channel B2C/B2B market dominance.
- **Philips Healthcare B2B Scalability:** Analyzed U.S. healthcare innovation models, recommending strategic pathways to scale reliable medical equipment deployment for maximized profitability and patient care delivery outcomes.

TECHNICAL PRODUCT MANAGEMENT PROJECTS

Faraz Growth - AI-Powered Business Execution Platform

Skills: SaaS Development, Product Strategy, AI Automation, B2B Growth Intelligence, Automated CRM Workflows

- Engineered and launched a comprehensive B2B growth intelligence SaaS platform designed to automate business execution and drive scalable revenue.
- Re-architected product positioning beyond standard lead generation to include automated CRM workflows, strategic sales outreach, and comprehensive prospect scoring.
- Designed a structured pipeline and intelligent workflows to research organizations and support personalized business development at scale.

Faraz EHR - AI-Powered Electronic Health Record MVP

Skills: React, Next.js, JavaScript/TypeScript, AI Workflows, Healthcare Workflow Design, Dashboards, Record Management, UX, Product Strategy

- Built an AI-powered EHR MVP designed to make modern healthcare software more affordable and accessible for small providers, nonprofits, and community health organizations.
- Designed workflows for patient/case record access, record organization, intelligent summarization, and operational dashboards.
- Explored AI-driven record summaries, workflow automation, and decision-support concepts, building the product from concept to working MVP using AI-assisted engineering tools.

Faraz Education - AI-Powered Student Success Platform

Skills: Product Strategy, AI Workflows, Dashboards, Case Management, Student Support, Retention Analytics

- Built an AI-powered student success and intervention platform demo for colleges and universities.
- Designed early-alert workflows, student risk summaries, retention dashboards, and intervention planning tools focusing on identifying students needing support.

Vibegen - AI Image Generation Platform Concept

Skills: AI Product Strategy, SaaS Product Development, User Flows, MVP Scope, Frontend/Product Experience

- Built and shaped an AI image generation product concept designed for designers, marketers, creators, and social media teams.
- Explored multi-model AI image generation experiences across Open AI, Flux, and Ideogram style models.

Promptly - Prompt Sharing Social Network

Skills: Full-Stack Product Development, AI Tools, Prompt Engineering, Community Product Design

- Built a product concept for creating, saving, reusing, and sharing AI prompts to help users organize repeatable AI workflows and improve productivity.

Cumberland Farms Inventory Management & Prediction Tool

Skills: AI-Assisted Development, Inventory Analytics, Forecasting, MVP Development, Operations

- Built an AI-assisted MVP for EG America/Cumberland Farms stakeholders to demonstrate inventory automation, support prediction, reduce stockouts, and surface best-selling products.

XFlix - Full-Stack MERN Video Sharing Platform

Skills: React, Node.js, MongoDB, REST APIs, Full-Stack Development

- Built a full-stack video sharing application with REST API-based backend features and frontend user experiences using React.

QKart Backend - Scalable E-Commerce Backend

Skills: Node.js, REST APIs, Backend Development, E-Commerce Logic

- Built backend services and scalable logic for an e-commerce application focusing on product, cart, and order workflows.

Teerex Store - E-Commerce Frontend

Skills: React, JavaScript, Search, Sort, Cart Functionality

- Built an e-commerce frontend with product search, sorting, filtering, and cart management utilizing reusable frontend components.

STATISTICAL CASE STUDIES

- **Kentucky Milk Collusion (Parts 1 & 2):** Used bid data and hypothesis testing to identify collusion in dairy bids (1987-88).
- **Condo Sales Regression Analysis:** Built regression models to predict sale prices based on features like ocean view and furniture.
- **Fed Funds & Prime Rate Analysis:** Analyzed interest rate relationships using regression, correlation, and hypothesis testing.
- **Furniture Fire Insurance Fraud:** Used Gross Profit Factor analysis to detect over-reporting of losses.