

# NEIL SAHOTA, MBA, PgMP, PMP, CGEIT

Irvine • CA 92612

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With 18+ years of experience, I am problem solver with strengths in research, analysis, strategy formulation, team building and development with strong self-motivation to aggressively sell and deliver large, complex programs.

## PROFESSIONAL EXPERIENCE

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### IBM – Watson Group

2014-present

*IBM is a Fortune 10 company providing technology products and services.*

#### World Wide Business Development Leader

- Partner with C-level executives in Global Fortune 100 companies as well as high growth business partners to create next generation products/solutions powered by IBM Watson
- Develop the business model and go-to-market strategy for new products and services
- Create marketing messages that resonate with B2B, B2C, and B2B2C customers
- Conduct deal clinics with entrepreneurs and startup companies to identify new market and product opportunities
- Establish best practices for accelerating the ecosystem processes to accelerate speed-to-market for new products and services

### IBM – Global Business Services

2006-2014

*IBM is a Fortune 10 company providing technology products and services.*

#### THOUGHT LEADER CONSULTANT – BUSINESS DESIGN

- Responsible for the sales and delivery of large (\$30M+), complex programs involving cross-functional, global teams
  - Sold and managed a modernization initiative for a Fortune 20 client to optimize the organizational structure, introduce the use of business analytics, improve business processes, up-skill client employees, and modernize the IT systems
  - Sold and led a Business Intelligence strategy initiative for a Fortune 100 Energy and Utility company to improve the use of data for new or enhanced products and services, enhance customer service capabilities, and improved processes to reduce operational costs by more than 10%
  - Managed the overhaul of a critical business processes and enterprise systems for a major airline group including the development of a brand new product, new business metrics, business process improvements, and roadmap to ensure alignment with the client's five year business plan
  - Managed the assessment and rip-and-replace development of the IT infrastructure for security and privacy of a top automaker as well as the development and implementation business improvement processes to improve efficiency and communication among the business units
- Responsible for the development and execution of client engagement, revenue and profit for client contracts, staffing agreements, professional growth of engagement team members, and day-to-day management of the sales or program teams
- Developed new IBM products and services by leveraging the use of business analytics: Smarter Healthcare, Smarter Food, Mobile Analytics, Predictive Analytics, Workforce Management, and Social Media
- Hold 12 patent or patent-pending applications regarding business analytics frameworks, processes, and systems
- Own the client relationship (client counterparts at AVP and above level) and serve as the IBM executive management contact point for the client
- Manage a department of 9 direct reports with a budget of about \$3M
- Contribute to the development of new IBM through give back efforts
  - Participated in IBM's Corporate Service Corps leadership program that pairs emerging leaders with NGOs to perform community-driven economic development projects
    - Lived and worked in Ningbo, China
    - Partnered with Chinese corporate CEOs to create a leadership development program
  - Business mentor for Extreme Blue new product incubator

### UCI Paul Merage School of Business

2014-present

*Top 50 business school educating MBA/FEMBA/EMBA candidates.*

#### LECTURER

- Requested by University leadership to develop a business analytics focal program as well as entrepreneurship, digital marketing, and next generation product development courses
  - Designed the initial business analytics course and gained UC approval
  - Teach the business analytics course to MBA/FEMBA/EMBA students
  - Creating courses for a new Master's program in Business Analytics and Data Science
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**UCI Extension / Division of Continuing Education**

2009-present

*UCI Extension provides continued education programs for working professionals.***INSTRUCTOR/COURSE DESIGNER**

- Teach classroom, online, and corporate courses in Business Administration, Project Management, Business Administration, and Analytics
- Teach classes for International Programs, including the Brazilian Executive and Chilean Executive programs
- Developed a new course offerings in Business Administration, Project Management, Agile Management, and Predictive Analytics that teaches fundamental concepts and provides the students with a hands on learning experience by executing group simulations during each course
- Serve on the advisory council to enhance the Project Management program

**UC San Diego Extension**

2014-present

*UCI Extension provides continued education programs for working professionals.***INSTRUCTOR/COURSE DESIGNER**

- Create and teach online courses in Project Management,
- Developed a new course offerings in Procurement Management

**United Health Group/PacifiCare Health Systems**

2004-2006

*United Health Group is a Fortune 40 consumer health organization providing a full line of health care services.***PROJECT MANAGER – IT/Operations**

- Manage large-scale, complex projects involving Operations, IT, Clinical Services, Group Administration, Provider Network, and trading partner implementations
  - Managed the ILIAD-to-NICE conversion for PacifiCare Behavioral Health in support of PacifiCare's Medicare Part D product roll out
  - Spearheaded enterprise-wide IT infrastructure upgrades, including the Windows XP and Active Directory upgrades and the associated coordination of user training and ancillary application testing/remediation
  - Manage the Sarbanes-Oxley (SOX) processes and identified opportunities for process improvements
  - Coordinate the Policies and Procedures (P&P) documentation and control methodology
- Contribute to the development and continuous improvement of the Project Management Office & IT Dept.
  - Streamlining of project management processes and project management tool development for risk management, bidding, and lessons learned
  - Aiding in the development and analysis of the project portfolio and implementing process improvement solutions such as project scorecards to assess project goals in terms of business objectives
  - Development of Operations project templates
- Support the cross-training initiative by providing training sessions and serving as a mentor to junior project managers

**ChinaMallOnline (CMOL)**

2003-2004

*CMOL is an e-business company selling a variety of products and services ranging including telecommunication solutions.***PROJECT/PRODUCT MANAGER**

- Spearheaded new product development in Voice over IP (VoIP) and corporate specific solutions
- Created overall marketing strategy for current business operations including implementation of online advertising campaign through Google Ad Words
- Managed the product lines and product support teams
- Calculated financial projections to forecast expected operational costs, projected sales and revenues, break even points, and cash flows
- Developed, implemented, and maintained marketing activities
- Negotiated contracts with vendors

**(Further Professional Experience furnished upon request.)****EDUCATION****University of California, Irvine (UCI)****MBA**, Business Administration with focus in Operations*VP of Technology* – Information Technology Association, Operations Research/Management Club*Teaching Assistant* – Mathematics Department, Political Science Department**BS**, Information and Computer Science with specializations in Computer Systems and Information Systems**BS**, Mathematics**BA**, Political Science*Academic Achievements: Dean's List*

**Certificate:** Certified in the Governance of Enterprise Information Technology (CGEIT), ISACA

**Certificate:** Program Management Professional (PgMP), Project Management Institute (PMI)

**Certificate:** Project Management Professional (PMP), PMI

**Certificate:** PMI Agile Certified Practitioner (PMI-ACP), PMI

**Certificate:** Six Sigma Green Belt, Motorola University

**Certificate:** Managed Healthcare Professional (MHP), AHIP

## OTHER EXPERIENCE

### The Cove Fund

2015-present

*Investor group that assesses, invests, and provides governance to early stage startup companies.*

#### INVESTMENT COMMITTEE MEMBER

- Review and critique pitches from early stage startup companies for seed or Series A funding
- Lead due diligence to vet companies under funding consideration
- Provide detailed feedback to successful and unsuccessful pitches
- Vote on funding decisions

### Tech Coast Angels

2012-present

*Angel investor group that assesses, invests, and provides expertise to startup companies.*

#### MEMBER

- Screen and invest in prospective startup companies
- Coach entrepreneurs in establishing a business, developing a product idea, identifying competitive advantages and target markets, creating a marketing plan, and fundraising
- Serve as a judge for the annual Butterworth Product competition that evaluates startup companies and awards cash prizes for seed teams
- Volunteer as a coach for business plan competitions, Start Up Weekend events, and other entrepreneurial related activities

### Orange County (OC) Marathon Foundation

2010-present

*Non-profit organization that organizes the OC marathon and provides nutritional and exercise programs to fight childhood obesity.*

#### MEMBER of the BOARD of DIRECTORS

- Provide governance on marathon decisions such as race route, contracts with vendors and sponsors, legal/regulatory compliance, and negotiations with city organizations
- Define, develop, and enhance child obesity programs
- Fundraise for the foundation

## ADDITIONAL ENTREPRENEURSHIP EXPERIENCE

- *UCI Butterworth Product Competition Judge:* evaluates the viability of new product ideas and business plans of the startup company Founders (2011-present)
- *UCI Merage Business Plan Competition Coach/Judge:* Work with aspiring entrepreneurs and/or evaluate business plans to support the development of new companies (2011-present)
- *K5 Launch Mentor:* Coach entrepreneurs part of an accelerator program (2013-present)
- *Startup Weekend Coach:* Coach entrepreneurs and provide business and marketing guidance to develop a new company (2013-present)

## KEY PRESENTATIONS / PATENTS

- *United Nations:* New Product Development with Artificial Intelligence
- *Tedx Presentation:* Transforming Today with Cognitive Computing
- *Financial Services Roundtable Presentation:* Next Generation Products & Services
- *Alliance of Technology:* Skills, Maturity, Readiness The Softer Side of Solutions
- *Blackstone Launchpad:* Competitive Advantages
- *INFORMS Presentations:* Process Modeling
- *Patent:* Ghost-pattern Analyzer
- *Patent:* Perspective Analyzer
- *Patent:* Providing Guidance to a Business Organization by One or More of a Plurality of Business Advisor Modules
- *Patent:* Analyzing the Capabilities of a Business Enterprise
- *Patent:* Aligning Analytical Metrics with Strategic Objectives
- *Patent:* Enterprise Intelligence ('EI') Management In An EI Framework