

SAAIF KHAN

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EDUCATION

THE UNIVERSITY OF TEXAS AT DALLAS

Bachelor of Science in Computer Information Systems & Technology, IT Sales Engineering Track

Richardson, TX

December 2026

Courses: Cloud Computing (AWS), Object-Oriented Programming (Python), Foundations of Business Intelligence, Systems Analysis & Design, Database Fundamentals, Network & Information Security, Quantitative Business Analysis, Advanced Solution Selling, Digital Prospecting, Business Finance

PROFESSIONAL EXPERIENCE

Account Executive Intern | IBM

New York, NY | May 2026 – Present

- Independently managed 5 public sector agencies within The New York State Enterprise Account spanning 150+ agencies, partnering with an Account Executive across her **47-agency portfolio** on relationship mapping, outreach strategy, and QBR preparation that progressed **6 active opportunities**.
- Delivered **3 in-person client presentations** covering financial models, business value assessments, and IBM client zero success stories, translating product capabilities into ROI narratives that advanced **3 deals / secured 2 follow-up meetings**.
- Generated net-new territory engagement by analyzing the NY State 2026–27 budget and agentic AI adoption trends to identify 5+ target use cases, attending **6+ industry events** across NYC, and sending **30+** personalized executive emails that produced additional attendees to our client workshops.

Sales Engineer Enablement Intern | Workiva

Dallas, TX | January 2026 – May 2026

- Owned end-to-end redesign of Workiva's Highspot enablement platform serving **230+ Sales Engineers globally**; designed a **50-question behavioral survey**, analyzed adoption failure quantitatively, and surfaced baselines metrics that defined the V2 redesign scope and business case.
- Built a 5-persona behavioral segmentation model from raw survey data, used findings to make evidence-based architecture decisions, and designed an **18-page V2 information architecture** with a tagging taxonomy standard and governance framework covering content ownership, expiration enforcement, and migration rules for **259 audited assets**.
- Delivered a product demo of the V2 platform to **90+ Sales Engineers**, anchoring each design decision to specific pain points surfaced during discovery; applied SE demo best practices to drive engagement on the new architecture.

Solutions Engineer Intern | Cisco (Splunk)

Boulder, CO | May 2025 – August 2025

- Co-led **4+** customer enablement workshops on Splunk products, facilitating **3+ hour** interactive sessions with clients and prospects; delivered hands-on training and technical demonstrations that ensured **100% participant engagement** and influenced an increase in pilot team adoption.
- Shadowed **60+ discovery calls, product demos & workshops** with AEs & Sales Engineers, gaining firsthand exposure to customer use-case discussions and strengthening my ability to identify recurring technical pain points that informed **\$1M+ in pipeline opportunities**.
- Built & presented a predictive flight delay dashboard using Splunk MLTK with **89% accuracy**, delivering a demo to **30+ senior leaders** that improved leadership visibility into AI use cases and reduced manual forecasting efforts by **35%**.

Founder & Business Owner | eBay

Dallas, TX | August 2023 – August 2025

- Managed **2,500+** end-to-end customer transactions with a sustained **98% satisfaction rate**, leveraging transparent communication, clear product documentation, and rapid issue resolution to strengthen trust and retention.
- Increased account revenue **568% year-over-year** by identifying high-demand product niches, executing competitive pricing strategies, and applying market analysis that directly improved sales conversion and repeat purchase rates.
- Expanded product catalog by **800%** and boosted monthly sales by **45%** through targeted digital marketing campaigns, optimized product placement, and upselling strategies that generated **300+ repeat customers** and expanded long-term revenue pipeline.

SALES & TECHNICAL PROJECTS

KDR Generator: AI-Powered Close Plans | IBM

August 2026

- Built and deployed a full-stack AI application using IBM Bob (Claude Sonnet 4.6) that converts raw seller notes into a complete 12-stage NYS OGS close plan in **under 30 seconds**, cutting plan creation time from up to 3 hours by **60x**.

SE Highspot V2: Sales Enablement Platform Redesign | Workiva

August 2025

- Diagnosed enablement platform adoption failure through a **50-question** behavioral survey and segmentation analysis, then designed a zero-training-required V2 architecture with tagging and governance framework, projected to **cut Slack reliance 40%** and improve **asset time-to-find 30%+**.

FlightFlow: AI-Powered Delay Intelligence & Alerts | Cisco (Splunk)

August 2025

- Designed & deployed a real-time flight delay dashboard integrating **4+ live data sources** (BTS, AeroDataBox, OpenWeather, AVWX), improving forecast accuracy by **23%** and conducted a technical demo to **32+ senior leaders** to highlight business impact.

IBM Watsonx & Bank of America: Tech Sales Case Study | Alpha Kappa Psi

November 2024

- Co-developed “Valor,” an AI chatbot powered by IBM Watsonx, and showcased a client-style demo to a panel of 4 judges, showcasing solution capabilities, business impact, and adoption potential that projected a **20% boost** in veteran engagement and measurable cost savings.

ADDITIONAL INFORMATION

Technical Skills: Splunk, Python, Java, AWS Cloud, API Integration & Testing, Machine Learning, Data Visualization, CRM Systems, Generative AI

Professional Skills: Pre-Sales Engineering, Discovery & Demos, Solution & Value Selling, Proof of Concept (POC) Delivery, RFP/RFI, Business Discovery, Executive Presentations, Competitive Analysis, ROI Modeling, Requirements Gathering, Customer Success Enablement, Sales Cycle

Tools: Microsoft Suite, JIRA, Tableau, Salesforce, LinkedIn Sales Navigator, ZoomInfo, XiQ, Splunk, ChatGPT, Claude, AWS Cloud, Slack

Certifications: Splunk Core Power User, Splunk Enterprise Admin, Splunk Cloud Admin, AWS Cloud Practitioner (In Progress), PepsiCo Sales Sim.