

Ahmad Bilal Khan

Ahmad Bilal Khan has successfully completed his MBA Marketing (Major) and Finance (Minor) from AMU, Aligarh. Currently, he is pursuing chartered accountancy from ICAI.

Bilal has over seven years of experience across different business sectors. This is as diverse as being in the operations team in a publishing company to being in the logistics and finance in an FMCG companies.

He started as a trainee in a CA Firm where he worked on audit and taxation-related assignments such as registering companies, performing audits, and filing tax returns for individuals, companies, and banks.

He secured international exposure by joining Emami International FZE as a management trainee in UAE, overlooking the MENA region. He prepared a pricing cascade of SKUs imported from India and also conducted a plan-o-gram study for achieving higher visibility and sales of Emami products in the hypermarkets.

Thereafter, he worked as a research assistant where he carried out research activities in India with the professor of Waseda University, Japan. He conducted market research to accurately identify industry trends and business opportunities by designing and developing research experiments alongside a team of researchers.

Subsequently, he joined Dorling Kindersley (DK), a London-based book publishing company that is wholly owned by Penguin Books, as an Assistant Picture Researcher where his role was to research content-specific images and also to negotiate the terms and conditions with several owners or suppliers of shortlisted hi-resolution images from across Europe, Australia and America. He coordinated with various photographers, picture agencies, and museums such as Reuters, Alamy, Getty, Shutterstock, NASA, National Geographic, British Museum, etc., for supplying hi-resolution to the in-house design teams for the respective titles. Furthermore, he collaborated cross-functionally with other teams to send out final drafts to printers for bringing out the published versions of various well-known DK titles such as Children's Encyclopaedia, Science of Earth, Travel Australia, Art Year by Year, etc. within strict deadlines. During his tenure, the company was able to generate the highest sales figures as compared to the last five years, particularly, in the US and UK region.

Before joining RIMSR, he worked briefly for a fintech start-up. There, he was responsible for developing investment and financing solutions by using the Peer to Peer model for the Middle East region. Its objective was to encourage greater community participation in providing instant funds to the borrowers on one hand and to create liquidity options for the investors on the other. He was instrumental in preparing a pitch deck that was presented in front of angel investors for the pre-series funding round.

Currently, Bilal is a full-time faculty at RIMSR. He has taken up subjects to upskill students in financial management, financial statement analysis, corporate valuation, and mergers & acquisitions of companies. Besides this, he is also gearing up students with real-life negotiation and selling skills which will come in handy in any of their future endeavours.