

IDEEN SAIEDIAN

143 Maple Avenue Apt 16, Ithaca, NY 14850
913-952-0248 | is388@cornell.edu | ideen-saiedian.net

- Education** **CORNELL SC JOHNSON COLLEGE OF BUSINESS** **Ithaca, NY**
Master of Business Administration, May 2021
75% Tuition Merit Scholarship, McAllister Speech Award (2nd Place), Deloitte S&O Case Competition (2nd Place), Deloitte Tech Innovation Challenge (Finalist), Consulting Club, Digital Technology Immersion, Johnson Allies for Women, Basketball Club, Wine Club
- UNIVERSITY OF SOUTHERN CALIFORNIA** **Los Angeles, CA**
Bachelor of Science in Business Administration (GPA 3.71), May 2016
Full-Tuition Merit Scholarship, Dean's List, *magna cum laude*
- Experience** **ORACLE CORPORATION** **Santa Monica, CA**
2017-2019 *Account Strategist*
- Managed a territory of 700+ accounts and led a team of four business development representatives in territory planning, demand generation, sales forecasting, and deal strategy
 - Awarded FY18 Top Performer Award for generating over \$300,000 in new revenue
 - Closed the largest deal in the US West Division, achieving 308% of revenue target
 - Authored the business justification for a contract revision, which was reviewed and approved by the Executive Vice President of Oracle's North America Division
 - Analyzed industry trends and news to develop marketing content for prospecting campaigns
 - Nominated by Regional Manager to mentor and train new hires
- 2016-2017 *Core Technology Consultant*
- Advised IT strategy for mid-market clients in Southern California, working with C-level executives to implement Oracle's core technology solutions (database, middleware, cloud)
 - Achieved 270% of closed revenue target and 170% of quarterly pipeline generation metric
 - Generated over \$2 million in pipeline for Oracle PaaS/IaaS services (top 10% of organization)
 - Awarded FY17 Early Quota Achievement Award (recognized by Regional Manager)
 - Promoted to Account Strategist role on fast-track timeframe within first year at Oracle
- 2015-2019 **ORGANIZATION OF IRANIAN-AMERICAN COMMUNITIES** **Washington, D.C.**
National Spokesperson and Human Rights Advocate
- Organized and spoke at human rights and democracy conferences in the United States and Europe (Paris '17, NYC ahead of UN General Assembly '18, US Department of State '19)
 - Fundraised over \$20,000 at events in Kansas, Missouri, Washington, D.C., and California
 - Led an on-stage youth panel in front of an audience of 2,000+ Iranians and public officials
 - Met with 12 United States legislators, including Sen. McCain, Sen. Lieberman, and Sen. Torricelli, in their DC offices to solicit support for human rights in Iran and the Middle East
- Skills**
- **Software:** HTML/Web design, Adobe CC, Salesforce, Tableau, Oracle Fusion, SQL
 - **Languages:** Farsi (fluent), French (intermediate)
- Personal**
- **Hobbies:** Credit card rewards enthusiast, KU Jayhawks basketball, Christopher Nolan films
 - **Leadership:** USC Debate Team (Captain); competed in 150+ collegiate debate rounds on domestic and international policy; ranked in the top 20 of 325 teams nationwide
 - **Research Assistant:** 4+ years as an RA at UC Berkeley and USC; researched and lectured on topics including national health insurance, carbon pricing models, and hydropower licenses
 - **Volunteer:** 4 years as teacher/coach for underprivileged high school students in the LA area