

Sajid Amit

PROFILE BRIEF

I am an investment banker turned academic, researcher and strategy consultant. I provide research, consulting and market entry advisory services to a variety of leading domestic and international clients including Silicon Valley startups, Private Equity Investors, Multinationals, International NGOs, Bilateral and Multilateral Donors, Family Foundations, and leading local conglomerates.

AREAS OF EXPERTISE

- Financial services: Capital Markets, Venture Capital, Private Equity, Fintech, Digital Financial Services and Financial inclusion
- Entrepreneurship: Startups, Digital transformation, and Leadership in high-growth organizations
- Social Research and Programming: Preventing and Countering Violent Extremism (P/CVE) with a view towards promotion of tolerance, diversity and pluralism
- Market-entry and expansion strategy for foreign and local investors across macroeconomic sectors

AFFILIATIONS:

- Director, Center for Enterprise and Society (CES), **ULAB**
- Director, Executive MBA Program, **ULAB**
- Associate Professor, **ULAB School of Business**
- National Advisor, Bangladesh, **Tala.co**
- Country Ambassador, **World Innovation Forum**, a concern of World Economic Forum (WEF)
- Research Consultant, **Foreign & Commonwealth Office, UK**
- Research Consultant, **Management Systems International**, on USAID-funded “Obirodh”: Road to Tolerance
- Director Enrolment Director, South Asia, **Dartmouth College**
- Richard Hofstadter Faculty Fellow, **Columbia University**, 2005-2007
- Vivian B. Allen Foundation Scholar, **Dartmouth College**, 2000-20004

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EDUCATION

**Columbia
University,
New York,
NY
2005-2007**

M.A. (All but Dissertation) – Graduate School of Arts & Sciences (GSAS)

- Richard Hofstadter Faculty Fellow – Highest honor to entering graduate student teachers
- Finalist (2nd Place) for Presidential Award for Outstanding Teaching, out of 1400 Columbia graduate (all PhD and MA) students

**SOAS,
University of
London,
London, UK
2004-2005**

M.A. in International Economic History of Asia & Africa

- Churches Commission Scholarship for International Students
- SOAS Welfare Fund Award for Dissertation Research
- Coursework in contemporary political history of South Asia focusing on India and Bangladesh

**Dartmouth
College
Hanover, NH
2000-2004**

B.A. in History and Minor in Economics

- Vivian B. Allen Foundation Scholarship for four years covering 100% of tuition and other fees
- Credit Suisse Award for 25 Future Leaders of Color

SELECT EXPERIENCES

**University of
Liberal Arts
Bangladesh**
2014-Present

**Director, Center for Enterprise and Society (CES)
and Director, Executive MBA**

- Vice Chancellor's Award for Service to the University 2017
- Drove significant expansion in research, programming, partnerships, publications, student engagement, and awards through CES garnering over US\$ 150,000 in research grants
- Collaborated with other departments in increasing visibility and intake of EMBA Students
- Conducted consultancies for Swisscontact South Asia Regional Office (SARO) and PIACT Bangladesh

**BRAC EPL
Stock
Brokerage
Limited**
2011-2013

Director and Head of Strategic Sales

- Advised foreign institutional investors on economic policies and macroeconomic trends in Bangladesh via rigorous research, Excel-modeling and forecasting
- Produced high quality research papers for a World Bank presentation at international workshops and conferences, including Goldman Sachs Asset Management's (GSAM) annual Growth Markets Conference in 2012 and 2013
- Facilitated Bangladesh-focused research and presentation in both GSAM conferences. The presentations were conducted by Dr. Iqbal Quadir, MIT's Legatum Center and Dr. Zahid Hussain, Lead Economist South Asia at the World Bank
- Provided in-house consultancy to BRAC Impact Ventures Limited, detailing a business model for the organization, identifying donor interest in projects in comparable countries to Bangladesh, and developed short-term budget proposal plans for internal use within BRAC

- Provided advisory services to national authorities and relevant institutions within ministries to build knowledge on capital markets, policies that stabilize the markets

**North South
University**
2011-2012

Adjunct Faculty

- Taught BBA Courses in Finance
- Organized workshops on Financial Modeling and Valuation
- Assisted students with gaining internship opportunities by connecting the better-performing students to the HR in several companies

**KPMG
Research,
Analytics &
Knowledge
Delhi NCR,
India**
2008-2010

Manager of Research, Analytics & Knowledge

- Led a high-quality research and knowledge management team covering seventeen sectors with twelve research analysts conducting macroeconomic, sector, industry and company research for KPMG partners based in the US
- Led an ASEAN-wide regional project in collaboration with KPMG research consultants in India, Singapore and Malaysia, explaining the top-down impact of the global financial crisis in fifteen Asian countries for a conference presentation in Shanghai for top-level government regulators, policy advisors and regional KPMG partners
- Wrote policy recommendations for partners on evolving bank sector regulations, accounting principles, stimulus plans and impact estimates
- Wrote thought leadership papers for external and marketing uses showcasing KPMG's sector and macroeconomic insights for internal knowledge production as well as external client marketing

**The Earth
Institute
Columbia
University**
New York,
NY
2005-2007

Research Associate

- Managed environmental, social and governance data for various research centers within the Earth Institute, as well as MDG taskforces, eg, data on climate change, urbanization, agricultural growth, internal migration, global migration, and human capital development tools and programs
- Compiled, analyzed and interpreted economic, and statistical data, thorough monitoring of trends and through research of the economic and development issues in Ethiopia and Tanzania
- Advised as a part of larger research teams, a range of corporate clients on diverse, real-world sustainability challenges: including NGO's, corporates on ongoing Earth Institute projects such as the STAR Communities (a sustainability rating system for communities)
- Coordinated with science teachers in NYC public schools as a part of the LEEFS program, to facilitate Columbia students-public teachers outreach and also assist the business development staff on grant acquisition from the NSF's Division of Education and Human Resources
- Assisted in the organization of high-profile workshops on climate change adaptation including not but not limited to community disaster-preparedness toolkits and economic development of post-coal rural economies

**BRAC
University**
Dhaka,
Bangladesh
2016

Adjunct Faculty

- Taught Bangladesh Studies at BRAC University TARC Campus

- Attended several policy meetings with the Vice Chancellor to improve recognition and visibility of BRAC University to universities in the US and UK

**Morgan
Stanley
Convertible
Bonds Team
Equity
Capital
Markets
Global
Capital
Markets**
Summer 2003

Summer Analyst

Provided valuation, research, pitch-deck development and relationship management support to senior analysts, associates and VPs

Conducted large-scale industry analysis of 16 different industries in the US

Participated in road shows for Fortune 50 companies

Analyzed pre-prospectus information of Morgan Stanley clients to ensure all prospectus data and information were up-to-date and accurate before filing

Collaborated with the research team to track Morgan Stanley's performance in the league tables in the Convertible Bonds product group

Assisted senior analysts with data collection requirements from the team's Bloomberg terminal

**Center for
Asia & the
Emerging
Economies
Amos Tuck
School of
Business at
Dartmouth
College**
Hanover, NH
2001-2004

Research Associate

- Designed tools for evaluating comparative policies in comparable emerging economies in Asia, Latin America and Africa

- Quantified using data analysis tools macro-micro linkages of policies, public/ private partnerships, private sector development metrics, income-gap metrics, labor market policies, employment-access metrics, to economic growth.

- Collaborated with other associates in developing a comprehensive database containing the above and related information for 99 countries and an algorithm to rank the countries on the basis of above-mentioned criteria

- Co-write the annual Emerging Markets Access Index (EMAI) report published by Time International

AWARDS & CERTIFICATION

- National Endowment for Democracy (NED) Grant of US\$ 60,000. 2018-2019.
- National Endowment for Democracy (NED) Grant of US\$ 50,000. 2017-2018.
- British High Commission in Dhaka's Bilateral Programme Budget Award. 2015 and 2016.
- Canadian High Commission in Dhaka's Canada Fund for Local Initiatives (CFLI). 2015.
- World Bank, International Finance Corporation (IFC), Corporate Governance Leadership Certification. 2013.
- BlackRock Advisory (UK) Award for Macroeconomic Research. 2013.
- Morgan Stanley Investment Management Award for Equity Research. 2012.
- KPMG's Outstanding Performance Award. 2009.
- Finalist for Columbia University's Presidential Award for Outstanding Teaching. 2006.
- Columbia University's Richard Hofstadter Faculty Fellowship. 2005-2007.
- Dartmouth College's Vivian B. Allen Foundation Scholarship. 2000-2004.
- Credit Suisse First Boston's 25 Future Leaders of Color. 2001.

UNIVERSITY SEMINARS ORGANIZED

- "Based on True Stories". ULAB CES Seminar. July 24, 2018.
- "Mentorship Direct by Startup ULAB, a CES Initiative". ULAB CES Seminar. June 28, 2018.
- "Financial Literacy and Career Development for Bangladesh Capital Market". ULAB CES Seminar. April 24, 2018.
- "Government after Rana Plaza: Reviewing the Ready-made Garments Sector after the Rana Plaza Disaster". ULAB CES Seminar. April 23, 2018.
- "Startup with GPA". ULAB CES Seminar. April 1, 2018
- "Human Development for Everyone". ULAB CES Seminar. February 14, 2018.
- "I Can If I will". ULAB CES Seminar. February 11, 2018.
- "Emotional Intelligence as a Driver of Entrepreneurial Success." ULAB CES Seminar. October 9, 2017.
- Workshop at BRAC University: Building Resilient University Project. ULAB CES Seminar. October 7, 2017.
- "Gender, Women's Rights and Climate Change". ULAB CES Seminar. August 9, 2017.
- Launching of the Report: Undergraduate Academic Experience Survey 2016-17. ULAB CES Seminar. July 10, 2017.
- "The Journey of an Entrepreneur". ULAB CES Seminar. April 4, 2017.

CURRICULUM VITAE

- Report Launching on Shopper Survey on E-Commerce in Bangladesh: Perception Demand and Usage Trends. ULAB CES Seminar. January 10, 2017.
- “E-Commerce in Bangladesh: History and Youth Entrepreneurship Opportunities”. ULAB CES Seminar. December 18, 2016.
- “State of the Bangladesh Economy FY 2015-16 and National Budget FY 2016-17”. ULAB CES Seminar. June 6, 2016.
- “The Inspirational Journey of PRAN: From Local to Global”. ULAB CES Seminar. June 1, 2016.
- “A Critical Analysis of Trend and Direction of the Retail Industry of Bangladesh”. ULAB CES Seminar. March 20, 2016.
- Seminar on Social Entrepreneurship- “Roads Less Travelled”. ULAB CES Seminar. March 10, 2016.
- “Oil Drives the World But- Who Drives Oil”. ULAB CES Seminar. December 20, 2015
- “The Road to Middle Income: Bangladesh’s Growth Story’. ULAB CES Seminar. November 10, 2015.
- “Think Big”. ULAB CES Seminar. October 24, 2014.
- Seminar on Transfer Pricing. ULAB CES Seminar. April, 2014.
- “Biz Leaders: Learn to Lead”. ULAB CES Seminar. March 30, 2014.

ACADEMIC PUBLICATIONS

- Amit, S (2018). Prospects and Challenges of Agent Banking in Bangladesh: A Case Study of Female RMG Workers. Review of Integrative Business and Economics Research, Vol. 7(s4), 75-89.
- Amit, S (2018). Whither Financial Inclusion? Performance of Bangladesh in the 2017 Global Findex. Asian Finance & Banking Review; Vol. 2, No. 2, 14-18.
- Amit, S (2018). Challenges to Financial Inclusion in Bangladesh: A Case Study of Agent Banking for Garments Workers. Optimization: Journal of Research in Management, Volume 10, Number 2, July-December 2018, 6-17.
- Amit, S (2019). The Bangladesh Experience with Financial Inclusion: Key Insights for Nepal. Kathmandu: The Asian Institute of Diplomacy and International Affairs. (forthcoming book chapter)
- Rahman, I and Amit, S. (2019). An In-depth Study on Tax Incentives in Bangladesh and Implications for National Revenue Generation and Investment. Springer (forthcoming book chapter).
- Amit, S and Islam, A. (2018). Association between Time Spent Online and Vulnerability to Radicalization: An Empirical Study. CES Publication. ISBN#: 978-984-34-4770-8

- Amit, S, Ahmed, S. I., & Sarwar, A. (2016). Shopper Survey on e-Commerce in Bangladesh: Perception, Demand & Usage Trends. CES Publication. ISBN# 978-984-34-4544-5
- Amit, S (2017). Global Headwinds, Local Resilience and Rising Markets: Update on the Macro Economy and Capital Markets. CES Publication. CES Publication.
- Amit, S (2016). Understanding Social Enterprises. CES Publication.
- Amit, S (2015). Analysis of a Hartal Economy. CES Publication.

NEWSPAPER ARTICLES

- Amit, S. Ways and Means of Expanding Financial Inclusion. Financial Express. August 11, 2018.
- Amit, S. Teaching in the Age of Digital. Dhaka Tribune. March 1, 2018.
- Amit, S. Financial Inclusion: The Challenges and Way Forward. Financial Express. October 28, 2017.
- Amit, S. A Closer Look at e-Commerce in Bangladesh. Financial Express. February 6, 2017.
- Amit, S. Cracking US Business Schools. Dhaka Tribune. October 10, 2016.
- Amit, S. University Review: London School of Economics and Political Science (LSE). Dhaka Tribune. October 3, 2016.
- Amit, S. University Review: The Empire Strikes Back. Dhaka Tribune. September 5, 2016.
- Amit, S. University Review: The IVY in NYC. Dhaka Tribune. September 5, 2016.
- Amit, S. The Story of the \$100 Bill. Dhaka Tribune. June 13, 2016.
- Amit, S. Bangladesh Capital Markets: An Overview. Financial Express. April 23, 2016.
- Amit, S. Growth Maps: Learning from High-growth Economies. Dhaka Tribune. November 9, 2014.

REFERENCES

- Lucy Daley, Second Secretary, Political Section, Dhaka, Bangladesh | Email: Lucy.Daley@fco.gov.uk
- Mona Dave, Senior Program Officer, Asia, National Endowment for Democracy, Washington D.C., USA | Email: monad@ned.org
- Mr. M. A. Mannan, Honorable Minister of Planning, Government of Bangladesh | Email: mannan347@gmail.com