

Nik Tehrani Ph.D.

San Francisco Bay Area, CA 94538 | nik@niktehrani.com | (510) 676-5606

Seasoned business executive, educator, and startup advisor with global experience in teaching, high-tech product development, curriculum design, and strategic leadership across digital healthcare, manufacturing, and innovation ecosystems.

SUMMARY OF ACCOMPLISHMENTS AND SKILLS

- **Teaching:** Taught business and management courses at several universities, combining academic theory with real-world application. Led faculty development programs for five years, mentoring new university instructors. Delivered invited guest lectures across Europe, China, Southeast Asia, Canada, and South America. Regularly conducted corporate training for employees in high-tech companies, helping teams consistently surpass performance targets.
- **Startup Acceleration:** Supported startups across diverse industries and three continents in scaling operations and achieving growth. Built strong partnerships with leading startup accelerators and venture capital firms. Advised founders on business planning, investor pitching, and go-to-market strategies. Leveraged hands-on experience in high-tech product development to assess technologies and guide innovation. Applied deep expertise in P&L management and business strategy to evaluate commercial viability and drive sustainable growth.
- **Business Management:** Held executive leadership roles in successful firms across digital healthcare, manufacturing, and system integration sectors. Founded and grew a consulting agency from the ground up, driving multimillion-dollar revenue generation for a diverse client base through strategic guidance and operational excellence.
- **Curriculum Development:** Designed and implemented curricula and syllabi for accredited degree programs, with a focus on practical application and academic rigor. Developed eight accredited online university-level business courses. Consistently created engaging, real-world-oriented lesson plans that extended beyond textbook material. Delivered all courses on time and within budget, ensuring high-quality learning experiences.
- **Communications:** Leveraged a strong professional network to recruit high-impact guest lecturers, enriching the learning experience. Worked closely with ESL students and recent immigrants from diverse cultural backgrounds, promoting inclusion and cross-cultural understanding. Offered ongoing mentorship beyond the classroom, significantly contributing to successful job placements and career advancement for many students.
- **Research:** Authored two widely adopted textbooks used in MBA programs. Published numerous peer-reviewed articles on topics including digital healthcare, marketing, manufacturing, innovation, and sustainable business. Contributed to advancing thought leadership in both academic and industry circles.

EDUCATION

Ph.D., Business Administration, Northcentral University | Prescott, AZ

MBA, Pepperdine University | Malibu CA

MS, Engineering Management, International Technology University | Santa Clara, CA

BS, Electrical Engineering, Cogswell Polytechnical College | San Jose, CA

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TEACHING EXPERIENCE

Santa Clara University , Santa Clara, CA	2022 – Present
San Jose State University , San Jose, CA	2021 – Present
University of California , Riverside, CA	2021 – 2022
California State University Maritime Academy , Vallejo, CA	2019 – 2020
Argosy University , Alameda, CA	2013 – 2018
California State University-East Bay , Hayward, CA	2001 – 2013
University of California at Berkeley Extension , Berkeley, CA	2000 – 2007
San Francisco Bay University , Fremont, CA	2000 – Present

COURSES TAUGHT

MBA Capstone • Marketing Principles • Marketing Management • Entrepreneurship • Product Management • International Business • Operations Management

UNIVERSITY PROJECTS IN HIGH-TECH PRODUCT DEVELOPMENT

- Directed the development of a continuous glucose monitoring device, overseeing all phases from concept to prototype.
- Led the design and launch of a mobile app to support pregnant women in managing food cravings and promoting healthier habits.
- Supervised the creation of a smart infant monitoring system, capable of tracking temperature and movement to enhance crib safety.

GUEST-LECTURING

University of Finance and Marketing , Ho Chi Minh City, Vietnam	2013 - 2014
Saigon Institute of Technology , Ho Chi Minh City, Vietnam	2012
Xiamen University , Xiamen, China	2011
Shanxi Administrative University , Taiyuan, China	2001 - 2004
Universidad Del Pacifico , Santiago, Chile	2004
Oulu Polytechnic University , Oulu, Finland	2001

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PROFESSIONAL EXPERIENCE

Subject Matter Expert and Mentor

Plug and Play Technology Center | Sunnyvale, CA

2019 – Present

A global innovation platform connecting the world's most promising startups with industry-leading corporations. \$206M revenue | 950+ employees

- **Program Development:** Actively contributed to the design and refinement of accelerator programs, offering deep expertise in supply chain optimization and operational efficiency to enhance startup readiness and scalability.
- **Startup Mentorship:** Provided strategic guidance and hands-on mentorship to startups within the Plug and Play ecosystem, helping entrepreneurs navigate complex challenges and make informed decisions to accelerate growth.

Notable Achievements:

- Played a pivotal role in fostering collaborations between startups and corporate partners, driving a 25% increase in successful partnerships and pilot programs.

Vice President of Business Development and Strategic Alliances

DynoSense Corp. | San Jose, CA

2013 – 2021

A pioneering technology company delivering innovative digital medical health solutions for the mobile-connected world. DynoSense's user-centric products generated \$5M in annual revenue in 2021 prior to acquisition. 30 employees.

- **Strategic Partnership Development:** Designed and executed partnership strategies that secured key collaborations, managing the full partner lifecycle from identification through onboarding and long-term relationship management.
- **Fundraising Success:** Raised capital by effectively communicating DynoSense's vision and business plan to venture capitalists and strategic partners, helping secure critical funding to fuel growth.
- **Organizational Development:** Influenced company structure and culture by shaping the organizational chart, ensuring new hires aligned with core values, and fostering a collaborative and cohesive work environment.
- **Cross-Functional Leadership:** Directed cross-departmental teams including sales, legal, and marketing to successfully onboard and launch new partners, optimizing inter-team collaboration and accelerating business objectives.
- **Market Research and Sales Optimization:** Conducted in-depth market analysis to inform sales strategies, managed channel development, and played a key role in achieving ISO 13485 compliance to meet medical industry standards.
- **Supply Chain Management:** Established and optimized the supply chain and logistics processes, implemented demand forecasting, and negotiated manufacturing service agreements that reduced costs and ensured reliable product delivery.

Notable Achievements:

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- Spearheaded partnership, management, and marketing initiatives that secured critical funding and drove a fourfold increase in company headcount.
- Secured multiple \$1M+ orders in China and Southeast Asia ahead of projections, enabling service to over 3,000 users and significantly expanding the company's international footprint.

Managing and Partnerships Director

Savitron, Inc. | Fremont, CA

2011 – 2013

A manufacturing representative firm specializing in custom wire harnesses, cable assemblies, molded cables, prototypes through production, and complete box builds/systems. Achieved over \$500K annual revenue with a team of 4 employees.

- **Strategic Partnership Development:** Crafted and executed innovative partnership strategies through rigorous analysis of potential partners, persuasive presentations, and relationship-building that drove business growth.
- **Sales and Marketing Leadership:** Established diverse and effective sales and marketing channels, including online retail, contract manufacturing, and OEM partnerships across medical instruments, networking products, and semiconductor equipment sectors.
- **Key Account Management:** Cultivated and maintained strong relationships with 50 key accounts, securing exclusive representation agreements for six manufacturing firms.
- **Regulatory Compliance Oversight:** Ensured FDA compliance for partners' medical products, enhancing product quality and regulatory adherence across the portfolio.
- **International Product Sourcing:** Led product sourcing initiatives in China, negotiating with vendors and strategically importing products to build and manage profitable resale channels.
- **Training Program Implementation:** Designed and implemented comprehensive training programs in component and contract manufacturing, integrating Lean Six Sigma White Belt and Green Belt methodologies, resulting in significant productivity improvements.

Notable Achievements:

- Founded and scaled a manufacturers' rep firm from the ground up, establishing a strong presence in medical and other industries.
- Drove partnership development and management that generated over \$11 million in annual revenue within two years—starting from zero sales—and exceeded annual projections by more than 24%.

Global Director of Program Management

Sanmina-SCI Corporation | Mechanical Systems Division | Fremont, CA 2006 – 2011

A Fortune 500 EMS provider operating nearly 80 manufacturing sites across 25 countries, serving medical, automotive, telecommunications, and computer hardware sectors. Generated \$8B in annual revenue with 34,000 employees.

- **Global Standardization:** Championed consistent execution of plans and strict regulatory compliance across multiple international plants, including locations in the U.S., Canada,

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Mexico, Hungary, Finland, and China. Introduced a customer-centric team model that enhanced cross-functional communication and streamlined operations worldwide.

- **Inventory Optimization:** Reduced excess inventory from \$26 million to under \$3 million while eliminating obsolete stock. Negotiated contract amendments to minimize liability related to excess and obsolete materials.
- **Contract Acquisition:** Led cross-functional teams in securing over \$50 million in new contracts with high-tech clients across diverse industries, driving significant business growth.
- **International Relocations:** Partnered with program managers to successfully relocate three Fortune 500 clients' operations from a single plant to multiple plants across different countries, completing each project within four months.

Notable Achievements:

- Elevated customer satisfaction scores from 82% to over 97% within 22 months through improved service delivery and operational excellence.
- Increased on-time delivery performance from 79% to 97%, directly contributing to a revenue growth exceeding 30%.

PREVIOUS CAREER EXPERIENCE

Managing and Partnership Director | Majital Solutions LLC | Fremont, CA 2002 – 2006

Product Marketing Engineer | Assembly Connections Inc | Fremont, CA 1998 – 2002

PUBLICATIONS

Tehrani, Nik, et al., (2024) "Navigating the Landscape of Brain-Computer Interfaces in Medicine: Unveiling Benefits, Mechanisms, and Challenges", European Journal of Medical and Health Research, ISSN: 2786-8524, (Volume 2, No.1-16).

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Tehrani, Nik, (2023) "Innovation and Disruption Impacts on Business Models", European Journal of Theoretical and Applied Sciences, ISSN: 2786-7447, 1(5), 585-588.

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Tehrani, Nik, (2022) "How the Future Will Shape Product Management", International Journal of Engineering Inventions, e-ISSN: 2278-7461, p-ISSN: 2319-6491, Volume 11, Issue 3 [May-June. 2022] PP: 32-34

Tehrani, Nik, (2021) "Enhanced Covid Avoidance Approach", Journal of Dental and Medical Sciences, e-ISSN: 2279-0853, p-ISSN: 2279-0861. Volume 20, Issue 3 Ser.7 PP 35-37

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Tehrani, Nik, et al., (2020) “Innovation Challenges for Engineering Managers”, International Journal of Multidisciplinary Research and Publications, ISSN: 2581-6187, (Volume 2, Issue 7, pp. 9-10)

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Tehrani, Nik, et al., (2019) “The Benefit of Frugal Innovation in Product Management”, European Journal of Advances in Engineering and Technology, (Volume 6, Issue 6)

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Tehrani, Nik, (2015) "How Digital Health Technology Aids Physicians," International Journal of BioMedicine 5 (2), PP.104-105.

Tehrani, Nik, (2015) "The Future of Chronic Care Management and New Tools for the Physicians," Journal of Medical Biomedical and Applied Sciences, ISSN: 2349- 0748, (Volume 2:6)

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Tehrani, Nik, (2009) Contemporary Marketing Mix for the Digital Era (MBA Textbook), AuthorHouse, Inc., ISBN: 9781438938752.

Tehrani, Nik, (2008) "Developing Methodological Solutions for E-Business Marketing Planning to Achieve Superior Results from Mature Market Females", PhD dissertation, Northcentral University, ProQuest.