



Asian Women In Business



Naheed Syed
Founder and CEO
Global Resource Management, Inc. (GRMI)

Global Resource Management Inc. (GRMI) delivers IT, staff augmentation and applications development to Fortune 500 companies and government agencies globally. Established in 1993, GRMI is headquartered in Suwanee, GA, with 10 offices nationally and four offices overseas.

Naheed Syed was born in Hyderabad, India and came to the United States as a housewife, but soon after, applied and was accepted to Northeastern Illinois University where she received a Bachelor of Science degree in Computer Sciences. At the early age of 20, Naheed was already earning industry recognition as a high achiever within the Banking/Finance Industry. While quickly climbing the corporate ladder, Naheed received intense executive training within the banking, airline, telecommunications and entertainment and media industries, and also earned an Executive MBA from Northwestern University's Kellogg School of Management.

In 1993, the Retail Division of GTE Services, the company where Naheed was employed, ended an 18 month project she was leading. Although Naheed was offered other positions at GTE she took a severance package. During her time off, she helped a small IT firm in Atlanta acquire major contracts from large corporations. This is when she decided that instead of helping other companies she should start her own, thus Global Resource Management Inc. (GRMI) was formed. Coincidentally, the day she received her business license, GTE called and convinced her to accept a high level position to start GTE Mobility, now Verizon Wireless.

In 2002, after achieving the Chief Technology Officer position, Naheed left the corporate world to return to GRMI. "I was always an entrepreneur at heart, even when I was in the corporate world. I helped the organizations I worked for start four new divisions and strategized many new product and service launches. I thought, let me try it for myself and see how I do," said Naheed.

Naheed's corporate experience combined with her natural entrepreneurial talent led the company to rapid growth. She believes that entrepreneurs need to live by their mission and have a strategic plan. She is focused on what companies she targets and why. Naheed ensures that her team thoroughly understands a company and its pain points. This philosophy enabled her to attract Fortune 500 clients like JP Morgan, PepsiCo, and Macy's.

Naheed has been the recipient of multiple awards and was recognized by Entrepreneur Magazine's *Top 50 Fastest-Growing Women-Led Companies*.

Today, GRMI is a leader in delivery of IT, data warehousing, business intelligence, and supply chain management projects and staff augmentation and has earned a Top-3 vendor status by many of its large clients.

As a philanthropist, Naheed received recognition from the American Cancer Society for raising funds for its India Initiative. She sits on several boards including the US Pan Asian American Chamber of Commerce's Southeast chapter and is also a mentor to other entrepreneurs and college students. Additionally, Naheed helped establish her family's foundation which benefits widows, refugees, children and other deserving causes in India.

Naheed's advice to other Asian women entrepreneurs is "Learn how to differentiate your company, trust your employees and allow them to grow to their full potential and concentrate on your company's success beyond money (money is a side benefit of success)."

Naheed currently resides in Georgia with her husband, two sons and a daughter.