



HASEEB QURESHI

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DATE / PLACE OF BIRTH

September 6, 1984
Fairfax, Virginia, USA

NATIONALITY

First Generation American, Son of
Pakistani Immigrants

SOCIAL PROFILES

LinkedIn:
<https://linkedin.com/in/haseebq>
Instagram, Threads, and Twitter:
@_hq
YouTube:
@entreheart

EXPERTISES

Entrepreneurship
Startups
Legal
Software
Music
Design

LANGUAGES

English

Urdu

Spanish

PROFILE

Haseeb Qureshi (HQ) is a licensed attorney, past startup founder, and full out advocate for entrepreneurs and creatives throughout the region. Having been on the business and entrepreneurial side, HQ is incredibly passionate in helping entrepreneurs, inventors, and business owners create more value, either in launching new ventures or growing existing ventures. HQ is married to his wife, Sarah Qureshi, a Pre-K educator with Knox County Schools, and both had welcomed their identical twin daughters Aubriana "Ana" Kate Qureshi and Sylvie Wren Qureshi in October 2020. Both Ana and Sylvie attend the UT Early Learning Center.

EDUCATION

University of Tennessee College of Law, Knoxville, TN

Doctor of Jurisprudence, August 2007 – May 2010

Focused on entertainment, music, and internet law; independent study focusing on the ramifications of the evolving music business models, the lag of legal clarity, and their intersection within the marketplace towards the consumer.

Carnegie Mellon University, Pittsburgh, PA

Bachelor of Science in Business Administration, Additional Major in
Psychology (University Honors), August 2002 – May 2006

Involved in extracurriculars and student leadership; served as an orientation leader for new students; raised over \$30,000 in private funds to support an alternative winter break program for over a hundred students; one of two students managing the school's professional recording studio.

EXPERIENCE

Lecturer at University of Tennessee, Department of
Management & Entrepreneurship, Knoxville, TN

August 2022 – Present

Primary instruction focused on entrepreneurship (ENT 350, ENT 451) and faculty advisor to student ran business initiative. Experienced in teaching fully remote and hybrid. Deployed creative and experiential learning experiences while maintaining high student reviews and balanced grade distribution. Collaborated with faculty in suggesting improvements to courses, materials and in soliciting feedback on approaches. Helped students gain invaluable – and practical, experiential – insights through intentional interactions with guest speakers, real-world businesses and entrepreneurs, engaging conversations, and varied teaching styles.

ADJUNCT LECTURER EXPERIENCE

ENT 350

Introduction to Entrepreneurship
(Spring 2019, two sections in Fall
2021, Spring 2022).

ENT 451

New Venture Planning (Spring 2020).

MGT 202

Introduction to Business Management
(Summer 2019).

BUAD 453

Business Coach (Fall 2019, Spring
2020, two sections in Fall 2021, two
sections in Spring 2022).

ADDITIONAL UNIVERSITY EXPERIENCE

Panelist

Judge for VolCourt (2020, 2019).

Speaker

Legal structures and intellectual
property speaker session for VolCourt
(2020, 2019).

Panelist

Internal panelist for Graves
Competition and applications by
growth minded businesses (2020).

Panelist

Business Juror for Senior Capstone
Review of the graduating Graphic
Design Class (2023, 2021, 2020).

Speaker

Discussing corporate structures and
entrepreneurship for IBEP EF 303
(2020).

Speaker

Presenting nonlinear career path with
UT Management Society at kickoff
event (2020).

Speaker

Discussing entrepreneurship for
Entrepreneurship in Media in the
College of Communication and
Information (2017).

Instructor

Secondary instructor in Innovation
Corps (I-Corps) program (2019).

Participant

Participant in Department's Student
Run Business Committee (2022,
2021).

Panelist

Panelist on the topic of "Immigration:
Capturing the Dream" during CCI
Diversity & Inclusion Week (2018).

CEO, Founder at Forthlaw PLLC, Knoxville, TN

February 2022 – Present

Law firm focusing on revamping legal services and their accessibility for most entrepreneurs and small business owners. Using technology and business model innovations, attempting to offer streamlined legal services at scale without substantial loss in relationship building between an attorney and client. Currently in process of launching. If successful, can greatly increase access to business legal services by underrepresented and undercapitalized (both monetarily and knowledge based) entrepreneurs and business owners; worthwhile to try and be a part of the solution, as opposed to doing nothing and being a part of the problem by *de facto*.

Adjunct Lecturer at University of Tennessee, Department of Management & Entrepreneurship, Knoxville, TN

January 2019 – July 2022

Previously taught Introduction to Entrepreneurship (ENT 350), Introduction to Business Management (MGT 202), New Venture Planning (ENT 451), as well as having been a Marketplace simulation coach to the capstone Global Strategic Management (BUAD 453).

Owner at Avenue Digital Company, LLC, Knoxville, TN

January 2017 – Present

Software company publishing micro digital experiences within music, non-profit, and generally hyperlocal markets. Most notable projects include SoundKnox, a hyperlocal music events calendar app, marketed in partnership with Visit Knoxville, and "What's the CARES Act?", a digital platform and web series produced in partnership with the City of Knoxville to guide East Tennessee businesses through COVID relief funds (PPP and EIDL) and to maximize economic impact. Estimates showing local economic impact of this initiative is approximately \$4.5M in federal relief obtained by East Tennessee businesses. Recent notable project involves innovation surrounding deployment of professional services, particularly within the legal industry.

EIR, Counsel at Morehous Legal Group, PLLC, Knoxville, TN

May 2017 – May 2022

Boutique securities and business law firm, servicing startup and entrepreneurial clients ranging in growth, size, and industry. Joined the firm as an Entrepreneur in Residence, a position similar to that within the venture capital industry, where the EIR deploys strategic and innovation-based insights and services in order to strengthen a business's outlook and growth. Within the context of law, the EIR position is novel; it was to increase deal flow and economic opportunities for the client, thereby increasing economic opportunities for the retained firm. In addition to EIR duties, regularly managed team building and growth, team management, client experiences, and rendering securities and corporate legal services. Now part-time as Of Counsel to Morehous Legal Group as to allocate more attention and resources towards launching a new technologically based law firm, increasing access to business legal services.

CEO, Co-Founder at Audiohand Inc., Knoxville, TN

August 2014 – Present

Music technology company focusing on shared music experiences and transforming its manifestation through recorded music, by use of user generated content and its aggregation. Patented technology crowdsources user generated audio into auto-stitched, high-energy recordings. Participated in the State of Tennessee's first digital media accelerator, MediaWorks, through the Knoxville Entrepreneur Center and Launch Tennessee. Delivered pitches and participated in Tennessee startup culture for years, providing guidance and assistance to other startups as well. (Company is currently dormant while serving as an IP holding entity for later business activity.)

ADDITIONAL UNIVERSITY EXPERIENCE

Investor Panelist

PEMBA Investor Fair (Fall 2022, Fall 2023).

Participant

Marketplace "Train the Trainer" (TTT) Seminar (Summer 2019).

Panelist

Evaluating MBA Executive Marketplace VC Presentation (Fall 2019).

Panelist

Judge for CBE/IE/ME/MSE/NE-457 Final Startup Pitch Presentations (Fall 2021).

ADDITIONAL COMMUNITY EXPERIENCE

Panelist

Music rights and podcasting for MusicBiz conference in Nashville, TN (2019).

Speaker, Moderator

CodeStock Speaker (2019, 2017, 2016, 2015) on code, past applications and projects, startup team building. Moderator of investment panel for technological founders (2016).

Speaker, Moderator

Maker City Summit "Deep Dive" legal and accounting presentation with makers and creatives (2022, 2021). Moderated Maker City Summit panel on diversity and inclusion (D&I) within the maker and creative space (2019). Presented legal basics and concepts for makers and creatives (2018).

Guest Instructor

Guest instructor on strategic positioning, mission / vision training to nonprofits awarded special COVID relief assistance funds via City of Knoxville and Alliance for Better Nonprofits (2021).

Launched Initiative

Launched initiative, in partnership with City of Knoxville and other community partners, to increase awareness of CARES Act Federal Relief Funds (PPP, EIDL) to East Tennessee businesses, including minority owned businesses with free access to legal and accounting expertise. Estimated \$4.5M community impact (2020).

Owner, Lead Developer at Avenue Factory LLC, Knoxville, TN

September 2011 – December 2016

Web development company serving frontend and backend software services, most notably to the City of Knoxville after winning a competitive bid to revamp its government website, and to several private agencies in East Tennessee ranging from \$200k to over \$10M in revenue. First started as a means to stay in East Tennessee in the midst of the 2008 economic recession's lingering effects onto the legal industry. Grew into a vehicle in better understanding digital products and experiences, gaining invaluable technical fluency in envisioning, creating, and deploying innovative digital experiences.

Licensed Attorney in the State of Tennessee

BPR #029891, July 2011 – Present

Licensed to practice law since July 2011 and continued to maintain the license via minimal practice of law. Eventually, formally practicing law part-time and then full-time with Morehous Legal Group, PLLC in 2017. Recognized in 2017 as one of three "Legal Pioneers" by the Tennessee Bar Association for my perspectives on the legal industry.

Studio Manager at The Mastering Lab, Ojai, CA

June 2009 – August 2009

Managed the prolific Mastering Lab and worked for Doug Sax, the legendary mastering engineer responsible for Pink Floyd's The Wall and countless other records, including artists such as Bob Dylan, Keith Urban, Dolly Parton, Faith Hill, and more. Declined full-time employment in order to return to Tennessee and to complete my juris doctorate.

COMMUNITY INVOLVEMENT

Board Member at Big Ears Festival, Knoxville, TN

July 2020 – Present

Internationally acclaimed music and culture festival taking place in Downtown Knoxville, Tennessee. Described as "one of the world's greatest music bashes" by *The New York Times*, Big Ears Festival has established itself over the past decade as one of the most exciting and imaginative cultural gatherings anywhere. Organization and festival takes great strides in ensuring local economy greatly benefits and that regional music and culture are incorporated throughout the festival.

Member of the Community Advisory Panel of Knoxville Utilities Board, Knoxville, TN

January 2021 – November 2023

KUB's Community Advisory Panel was established in 2020 to seek input from our customers on key policy matters that impact them and to share that input with KUB's Board of Commissioners. The panel's members represent a diversity of viewpoints, experience, and expertise. Joined the panel as a part of the business community delegation; consequently, contributed to KUB's entry into broadband.

What's the CARES Act Series, Knoxville, TN

April 2020 – July 2020

Launched initiative, in partnership with City of Knoxville, to increase awareness of CARES Act Federal Relief Funds (PPP, EIDL) by all East Tennessee businesses, including minority owned businesses with free access to legal and accounting expertise. Generated an estimated \$4.5M community impact in helping businesses understand and obtain PPP and EDIL funding. Produced a series of six one-hour long webinars, featuring robust questions and answers by and between business owners and legal and accounting experts.

ADDITIONAL COMMUNITY EXPERIENCE

Speaker

TEDxUTK talk on the "Upsides to Everyday Courage" (2023)

Speaker

PechaKucha Knoxville on "Everyday Courage with Twins" (2023)

Mayor Appointed Council Member of Mayor's Maker City Council, Knoxville, TN

September 2018 - September 2022

The council works to promote equity in East Tennessee's creative economy by fostering relationships between makers and consumers, building networks of public technological, and financial resources, and by creating educational opportunities and partnerships. Appointed by the City of Knoxville's Mayor's Office, first by the Rogero administration and term renewed by the Kincannon administration. Made efforts to improve business acumen and economics opportunities for makers and creatives.

Lead Mentor at Knoxville Entrepreneur Center, Knoxville, TN

December 2016 - March 2020

Provided business mentorship, typically involving a combination of strategic insights and recommendations, legal advice, and entrepreneurial mindset advice. Aided numerous startups and entrepreneurs.

Instructor at Young Entrepreneurs Academy, Knoxville, TN

October 2015 - May 2018

Primary instructor of the local syndicate of a nationally recognized entrepreneurship program oriented towards middle school and high school students. Program was managed by the Knoxville Chamber, with support from UT Haslam College of Business and Jim Haslam.

Marketing Committee Member at Visit Knoxville, Knoxville, TN

December 2016 - March 2020

Marketing Committee Member at Knoxville Chamber, Knoxville, TN

May 2018 - March 2020

Board Member at TribeONE, Knoxville, TN

September 2009 - May 2010

INTERNSHIPS

Law Clerk at Eccleston and Wolf PC, Washington, D.C.

May 2007 - August 2007

Law Clerk at Troutman Sanders LLP, Tysons Corner, VA

May 2005 - August 2005

Law Clerk at Troutman Sanders LLP, Tysons Corner, VA

May 2003 - August 2003

YOUNG BUSINESS LEARNING

Owner, Manager at AAM Talent, Knoxville, TN

July 2009 – December 2011

Managed musical artists, particularly in rap, hip-hop, electronic, and adjacent genres. While this experience is more recent than others below, this represented such an entry understanding of business and of an industry, that I consider this to be an early part of my professional self.

Sales Associate at Pacific Sunwear, Tysons Corner, VA

July 2004 – August 2004

After never holding any retail position, worked as a sales associate for Pacific Sunwear to have a greater appreciation of selling, process, understanding metrics, and delivering general customer service.

Selling Custom Designed Skateboards, Fairfax, VA

August 2003 – July 2004

Got into skateboarding into the second year at Carnegie Mellon. To save money, purchased the cheapest and most vanilla skateboard deck and created original artwork directly onto the skateboard. Turned into selling several custom skateboard decks to other students on campus, culminated into attempting to launch a custom skateboard silk screen printing business in the summer.

Selling Custom Websites, Fairfax, VA

June 2001 – June 2002

Learned how to create websites in Flash and HTML, eventually finding a few customers, and getting paid to deliver a handful of websites.

Selling Art, Fairfax, VA

March 2002 – June 2002

As a senior in high school, participated at the school's annual art show, only to later sell my own art to teachers, fellow students, and others in the community. This preliminary exercise in entrepreneurship nearly netted \$2,000.00 from selling original paintings and \$5 reprints of those paintings.

Office Assistant at Father's CPA Solo Practice, Fairfax, VA

August 1998 – June 2002

My family has always been entrepreneurial and business minded. To get me more plugged in, I was helping with my father's solo CPA practice. Was exposed to bookkeeping, client management, and general professional service and business concepts at a young age.