Institute of Business Management

Graduate Directory
2013
Message from the President

It is a matter of great satisfaction that the Institute of Business Management has been regularly publishing the directory of its graduates every year. The Directory helps our graduates in their effort to acquire jobs in various national and multinational companies. This has only been possible since IoBM provides an environment where students are motivated to make learning an on-going life-long process. I am confident of their caliber being fully equipped with managerial capabilities and leadership competence gained during their studies at IoBM. I am pleased to mention that because of their remarkable achievements, they are recognized as highly sought after talent and the feedback received from stakeholders is very encouraging.

Our agreements with international universities currently allow our students and faculty to pursue advanced study or training in institutions like the Bilkent University in Turkey, International Burch University in Bosnia, University of Florence in Italy, Vytautas Magnus University in Lithuania, Hanyang University in South Korea and Guilin University of Technology in China. Recent agreements with leading universities in China, Germany, Georgia, and France will further enhance the exposure and experience of our students and faculty. Two exchange students from Guilin University in China spent their Fall semester at IoBM. We are collaborating with a German Foundation, Senior Expert Service (SES), that regularly sends technical experts and academicians to IoBM. In addition, IoBM has been regularly inviting faculty members from leading foreign universities for short and long durations.

The IoBM, having an enrolment of more than 4000 students in various disciplines, is ranked as one of the top universities in the private sector by the Higher Education Commission of Pakistan. We are also honored with the prestigious award of EDUNIVERSAL Palms for meritorious evaluation and certification of educational institutions around the world. Recently, IoBM has received the top ranking award of Internal Quality Assurance at Singapore by the Asian Pacific Quality Network (APQN). In recognition of our pursuits in the field of Higher Business Education, the Asia Foundation has provided more than 25000 books for our Central Library.

I am also happy to place on record the laurels won by our students in academics, sports, and other areas by winning awards in numerous local and international competitions, such as the CIMA Global Business Challenge with the Global Final Round held last year in Sri Lanka, the CFA Institute Research Challenge at the regional level in Hong Kong, the Unilever Lipton Hunt, the AKU Inter University Football Tournament, and the HEC All Pakistan Inter-varsity Table Tennis Championship.

We will actively continue pursuing IoBM’s vision to be one of the leading institutes nationally and internationally for imparting knowledge, skills, confidence, and values to its students, thereby enabling them to become successful professionals globally.

Shahjehan S. Karim
President
Institute of Business Management
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### Job Providers

| A.F. Ferguson & Co. Chartered Accountants | Axis Communications |
| Aaj TV | Bank Alfalah Limited |
| Aba Ali Habib Securities | Bank Al-Habib Limited |
| Abacus-Global | Bank Islami Limited |
| AbAMCO Limited | Bank of Punjab |
| Abbott Laboratories Pakistan Ltd. | Barclays Bank Limited |
| Abudawood Pakistan | BASF |
| AC Nielsen | Bayer Pakistan |
| ACCA Pakistan | BDO Ebrahim & Co. Chartered Acc. |
| Ace Insurance Limited | BenchMatrix |
| ACM Gold Pvt. Ltd. | Bentham Science Publishers |
| Adam Motor Co., Limited | Berger Paints Pakistan Limited |
| Adcom Pvt. Limited | Bhoja Air (Pvt.) Limited |
| ADVANS Micro Finance Bank | Blitz Advertising (Pvt.) Limited |
| ADM Denim | Blue Communications |
| Aftab Associates | BMA Capital Management Limited |
| Aga Khan Education Services | Bosch Pharmaceuticals |
| Agfa Gaveart Pakistan | BP Pakistan Exploration & Production |
| AIG Pakistan | Breezecom Pvt. Ltd. |
| Airmen Golf Course & Recreational Park | Bridgestone Tires Pakistan Limited |
| Aisha Steel Mills Ltd. | British Oxygen |
| AKD Securities | Bullseye 360 |
| Alfa Securities | Burj Bank Ltd. |
| Alfalah Securities | Business Plus |
| Al Meezan Investment Management Limited | Byco Petroleum Pakistan Ltd. |
| Ali Asghar Textile Mills Ltd. | Cadbury Pakistan Ltd. |
| Ali Gohar & Co. Limited | Candyland Industries Limited |
| Al-Mughal Trading Corporation | Capital Management (Pvt.) Limited |
| Alstom Pakistan (Pvt.) Limited | Caresse Cosmetics, Santcos Limited |
| Alternate Research Pvt. Ltd. | Citi Security |
| American Pacific Enterprises LLC | Citibank N.A. |
| Anjum Asim Shahid Associates Limited | Clariant Pakistan Limited |
| APL Pakistan Pvt. Ltd. | Classified Tribune |
| Apna Karachi FM 107 | Clicktrade |
| APTECH Computers Education | Cloud BPO |
| ARMTECH Business Solutions (Pvt.) Ltd. | Coca-Cola Beverages Pakistan Ltd. |
| Arif Habib Bank Limited | Colgate Palmolive Pakistan Ltd. |
| Arif Habib Limited | Contact Plus |
| Arpatech Pvt. Ltd. | Continental Biscuits Pvt. Limited |
| Artal Group of Companies | Contract Advertising |
| ARY Communications | Converge Technologies Pvt. Ltd. |
| ARY Digital Television Network | Creative Chaos Pvt. Ltd. |
| ARY Shopping Channel | Creative Edge Comunications |
| AsiaCare Health & Life Insurance | Creative Factor |
| Asiatic Public Relations Network Ltd. | Creek Developers |
| Askari Bank Limited | Crescent Insurance |
| ATCO Laboratories Pakistan | Crescent Steel and Allied Products Limited |
| Atlas Honda | Crystal-Lite |
| Attock Cement Pvt. Limited | Cupola Pakistan Limited |
| Auspak | Custom HR Solutions |
| Automobile Corporation Pakistan | Dadabhoy Investments Pvt. Ltd. |
| Avanza Solutions | Dadex |
| Aventis Pharma Pakistan Limited | Dalda Foods Pvt. Ltd. |
| Axact | DAMCO |
|  | Dawlance (Pvt.) Limited |
|  | DAWN Group of Newspapers |
|  | Dealon |
|  | Deal Club |
|  | Descon Engineering |
|  | Deutsche Bank |
|  | Dewan Group |
|  | Dewan Mushtaq Trade Ltd. |
|  | DG Harbour |
|  | DHL Forwarding |
|  | DHL Global Forwarding |
|  | DHL Pakistan Limited |
|  | DMK Consultancy |
|  | Dolmen Group |
|  | Dow Jones |
|  | Drug Information Systems |
|  | Dubai Islamic Bank |
|  | Dupont Pakistan |
|  | EDGE Financials |
|  | EFU General Insurance Limited |
|  | EFU Life |
|  | Elixir Securities Pakistan Ltd. |
|  | Eli Lilly Pakistan (Pvt) Ltd. |
|  | Emirates Bank Ltd. |
|  | Emirates Global Islamic Bank Limited |
|  | Engage Consulting |
|  | Engage 24*7 |
|  | English Biscuits Manufacturers Ltd. |
|  | Engro Corp. |
|  | Engro Foods Ltd. |
|  | Engro Pak Tank Terminals Limited |
|  | Engro Polymer Pakistan |
|  | ENI Pakistan Limited |
|  | EPFirms |
|  | Ephilux |
|  | Epoxy Industries (Pvt.) Limited |
|  | eSys Pakistan |
|  | Etilize Pvt. Ltd. |
|  | Etihad Airways |
|  | Evernew Entertainment |
|  | Evolution Advertising |
|  | Evaluation Factor (Pvt) Ltd. |
|  | Express News |
|  | Faysal Asset Management Ltd. |
|  | Faysal Bank Limited |
|  | First Capital Equities Pvt. Limited |
|  | First Women Bank Ltd. |
|  | Folio 3 |
|  | Forex Financial Products |
|  | Forte Pakistan Pvt. Ltd. |
|  | Foundation Public School |
Job Providers

Freight Systems Co. Ltd.
Friends of Literacy & Mass Education
FYSL TRADE
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GEMCO Pakistan Ltd.
General Tyre & Rubber Company Ltd.
Genix Pharma Private Limited.
Giga Group of Companies
GlaxoSmithKline Pakistan Limited
Global Seafood Marketing
Global Securities Pvt. Ltd.
Goodcore Technologies
Greenstar Social Mkt. Pvt. Ltd.
Gul-Ahmed Textile Mills Pvt. Ltd.
Habib Bank AG Zurich
Habib Bank Limited
Habib Metropolitan Bank Ltd.
Habib Oil Mills Limited
Habitt
Haleeb Foods,
HANDS Pakistan
Hasnain Tanweer Associates (Pvt) Ltd.
HBL Asset Management Ltd.
Herbion International Inc.
Hilal Confectionary Pvt. Ltd.
Himont Pharmaceutical Pvt. Ltd.
Hinopak Motors Limited
Hirelabs
Home Express
HRS Global
HRS International
HSBC Bank Middle East Ltd.
Hum TV
IAL Satchi & Satchi
IBL Group
IBEX Global
IBM Pakistan
ICl Pakistan Limited
Icon Global
Icon Securities
ICS Group of Companies
IGI Financial Services
Imrooz
Indus Bank Limited
Indus Motors Company
Industrial Development Bank of Pakistan
Industrial & Commercial Bank of China
Information Technology Services
Intel Pakistan
Interflow Communications Pvt. Ltd.
International Advertising Pvt. Ltd.
International Asset Management Company
INVATERRA
Islamic Investment Bank
IT Link Online
J&P Coats Pakistan Pvt. Ltd.
J. Walter Thompson Asiatic (Pvt.) Ltd.
Jaffer Brothers Limited
Jaag Broadcasting Systems Pvt Ltd.
Jahangir Siddiqui & Co. Limited
Jason Group of Companies
Jeem Solutions
Johnson & Johnson Pakistan Ltd.
Jotun Powder Coating
JS Bank Limited
JS Global Capital Limited
JS Investment
Junctionz
KalSoft (Pvt.) Limited
Karachi Electric Supply Company
Karachi International Container Terminal Ltd.
Karachi Stock Exchange Limited
KASB Bank Limited
KASB Capital
KASB Funds Limited
KASB Securities
Khadin Ali Shah Bukhari & Co. Ltd.
Kopak Shipping Company
KPMG Taseer Hadi & Co.
KZR Associates
Lakson Group of Companies
Lalani & Associates
Land O’Lakes Inc.
Lane 12
Lasmo Oil Pakistan Limited
Liberty Books
Live Securities Pvt. Ltd.
L’Oreal
Logicose
Lucky Cement Ltd.
Maersk Sealand
Magnus Investment Advisors Ltd.
Majsons Corporation
MAL Pakistan Limited
Manhattan Leo Burnet
Maple Pharmaceuticals Pvt. Ltd.
Markematics Pvt. Ltd.
Martin Dow Pharmaceutical
Mass Advertising Pvt. Ltd.
Mazars
MCB Bank Limited
Meat One
Media Axis
Media Max Pvt. Limited
Meezan Bank Ltd.
Mehran Enterprises
Merck Marker Pvt. Ltd.
Merit Packaging Pvt. Ltd.
Metlife Alico
Metro Cash & Carry Pakistan
Metropolitan Bank Limited
MGH Group
Microsoft Corporation
Midas Safet
Mindshare Pakistan Pvt. Limited
Mitsubishi Corporation
Mobil Askari Lubricants
Mobilink
Mobitel, KSA
Monsieur
M. Yousuf Adil Saleem & Co. Chartered Accountants
MS Associates
Muller & Phipps Pakistan Pvt. Ltd.
Multinet Pakistan Pvt. Ltd.
Mustafa & Co. Pvt. Limited
Nabilqisim Industries
Najmi Bilrami Collaborative Pvt. Ltd.
Narejo Human Resources
National Bank of Pakistan
National Clearing Company of Pakistan Ltd.
National Commodity Exchange
National Foods Limited
National Fullerton Asset Management Ltd.
National Industrial Parks Ltd. (NIP)
National Insurance Company
National Investment Trust
National Marketing Services
Naveena Export Pvt. Limited
Nestle’ Milkipak Limited
Net Space Systems
New Era Industries
New Jubilee Insurance Co. Limited
Next Generation Innovations
NIB Bank Ltd.
Nike Pakistan Limited
Nanosoft Technologies Pvt. Ltd.
Novartis Pharma Pakistan Limited
Oman National Electronics, Dubai
OMV Pakistan Exploration
Oratech Systems Pvt. Limited
Orient Public Relations
Orix Investment Bank Pakistan Ltd.
Orix Leasing Pakistan Limited
Oxford University Press
Oxygene Pakistan
P & O Nedlloyd
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Pakistan Refinery Ltd.
Pakistan Services Limited
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Pakistan State Oil Company Ltd.
Pakistan Telecommunication Co. Ltd.
Pakistan Television Corporation
Pak-Arab Refinery Limited
Pak-Kuwait Investment Co. Ltd.
Pak-Kuwait Investment Co. Ltd.
Pak-Suzuki Motors Co. Limited
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Pak Mediacom Pvt. Limited
Pastel Communications
Path Group of Companies
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Pfizer Laboratories Limited
Pharmatec
Philip Morris International
Philips Electrical Co. of Pakistan
Pizza Next - MFC Pvt. Ltd.
Pixarch
Plastech Products (Pvt.) Ltd.
Premier Systems Pvt. Ltd.
Prestige Communications Ltd.
Prestige Grey
Prime HR
Procter & Gamble
Promotech Media Solution (Pvt) Ltd.
Protege Global
Qubee
Reckitt Benckiser Pakistan Ltd.
Reveal Executive Development Center
Rhone Poulenc Rorer Pakistan Ltd.
Rising Technologies
Robotics Labs
Roche Pharmaceuticals Limited
Rocket Internet (daraz.com)
Rohi International Pvt. Ltd.
Roshan Media
S13 - Systems Innovations Pvt. Ltd.
Sagacious Business Consultancy
Salsoft Technologies Pvt. Ltd
Samba Bank Ltd.
Sanofi Aventis Pakistan Ltd.
Sapphire Textile Mills Limited
SBT Japan
Schneider Electric
Searle Pharmaceuticals
Shabbir Tiles & Ceramics Ltd.
Shafi-Reso Chemicals
Shaheen Airlines
Shangrila Pvt. Ltd.
Shan Foods Pvt. Ltd.
Sharaf Shipping Agency
Shell Pakistan Limited
Sibi Soft Inc.
Sidat Hyder
Siemens Pakistan Limited
Signium International
Sindh Education Foundation
Singer Pakistan Limited
SKF Pakistan Pvt. Ltd
Snack Bites Company
So Safe Pakistan
Socially Global
Soorty Enterprises
Solutionicks
Stancos Pvt. Limited
Standard Chartered Bank Limited
Starcom Pakistan
Starcrest Communications
State Bank of Pakistan
Statuspro Inc.
STEP Consultants
Stitchers International
Streebo
Sun Consultants
Sun Systems
Super Trading Inc.
Synapse Consulting
Sysnet Pakistan Pvt. Ltd.
Tameer Micro Finance Bank Ltd.
Target Resourcing
Tata Textile Mills Ltd.
Tata Group of Industries
Taurus Securities Ltd.
TBH Employment and Consulting Services
TCS (Pvt.) Limited
Teach for Pakistan
TeleCard Ltd.
Telenor Pakistan Limited
TenPears
The Aga Khan University Hospital
The Bank of Khyber
The Express Tribune
The First Micro Finance Bank Ltd.
The Learning Organisation
The Lattger Grandeur
The Snack Bites Company
Thinkline
Third Eye Managed Services
Times Consultant (Pvt) Ltd.
Time & Vision Advertising
TIPU Associates
TNI - Worldwide Partners Inc.
Total Lubricants
Touchpoint (Pvt) Ltd.
TPS
TPL Trakker Limited
TradeKey
Transit HR Consulting
Travel Mate
Travel Solutions
Travelport
TRG Customer Solutions
Triple E Pvt. Limited
TV One - Airwaves Media Pvt. Ltd.
UBL Insurers
Uniferoz
Unilever Pakistan Limited
Union Bank Limited
Unisys Pakistan Pvt. Limited
United Assets Management Co.
United Bank Limited
United Consultants Pvt. Limited
United Energy Pakistan Ltd.
United Marine Agencies
United Registrar of Systems Limited
United Sales Pvt. Limited
US Consulate, Karachi
USAID Pakistan
Versa Canada Inc.
Visa International (Asia Pacific) Ltd.
Vision Express
Warid Telecommunication
Waterlink Group of Companies
Wavetec Pvt. Ltd.
Weekend World Marketing Limited
Westminster & Eastern Financial Services Ltd.
Winstar Pvt. Ltd.
World Tel
World Wildlife Fund for Nature Pak
WorldCall Broadband Limited
WWF Pakistan
Xenith Public Relations (Pvt.) Ltd.
Yunus Textile Mills Ltd.
ZAP Infotech Inc.
Zeppelin Communications
ZH Technologies Inc.
ZIL Limited
Zishan Engineers Pvt. Ltd
Zong
14th Street Pizza
360 Training
Internship Sponsors

AA Packaging Industries
AAG TV
Abbott Pakistan
Abudawood Pakistan
ACCA Pakistan
Adamjee Insurance
Adcom (Pvt) Ltd.
ADVANS Micro Finance Bank
Adys Sourcing
AEG Travel Services
Afroze Textiles
Agility Logistics
Agro Processors & Atmospheric Gases
AIESEC
Airmen Golf Course & Recreational Park
Aisha Steel Mills
AKD Investments
AKD Securities
AKD Trade
Al Baraka Bank (Pakistan) Ltd.
Al Karam Textiles Limited
Al Meezan Investment Management Ltd.
Al Zeb Industries
Al Zohaib Textile Mills
Alfa Engineering
Algorithm
Ali Gohar Pharmaceuticals
Allied Bank Pakistan Limited
Allied Engineering & Services
Alpen Solutions
Amerli Steels Ltd.
Analytical Measuring Systems Pvt. Ltd.
Anjum Asim Shahid Associates Ltd.
Anzo Chemicals
Apna TV
Arena
Arif Habib Investments Limited
Arif Habib Securities Limited
Arif Habib Commodities
Aroha Labs
Artistic Milliners
ARY Digital Network
ASCO International Pvt.
Asia Petroleum Ltd.
Asiatic Public Relations Network
Askari Commercial Bank Limited
Atlas Group of Companies
Atlas Honda Limited
Atlas Lease Limited
Aurora
Automobile Corporation of Pakistan
Avanza Solutions
Axact
Aziz Products
Bank Al Habib Ltd.
Bank Alfalah Limited
Bank Islami Limited
Bank of Punjab
Barclays Bank Limited
BASF Pakistan Pvt. Limited
Bayer Pakistan Pvt. Limited
BBCL Pvt. Ltd
Berger Paints Pakistan Limited
Banbore Ceramic Industries
Blitz Advertising Pvt. Limited
BMA Capital Pvt. Limited
BOC Pakistan Limited
BP Pakistan Exploration & Production
BR&W Pvt. Limited
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Bullseye 360
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Burque Corporation Pvt. Ltd
Byco Petroleum Pakistan Ltd.
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City School
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Continental Biscuits Limited
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Creativedge Communications
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Cummins Sales & Service
Cupola Pakistan Limited
Cybernet
Cynamid Pakistan Limited
Dalda Foods Pvt. Limited
DAMCO
Dawlance Pvt. Limited
Dawn Group of Newspapers
Dawn News TV
Dawood Hercules Corporation
Deal Club
Deflog Pvt Ltd.
Delta Shipping
Deutsche Bank A.G.
Dewan Mushtaq Group
Dewan Cement
DHL Global Forwarding
DHL Pakistan Limited
Diamond Impex Corporation
Dr. Sulaiman Al Habib Medical Group
Dubai Islamic Bank
Dupont Far East Inc.
EDP Services Pvt. Limited
Efro Tech Services
Efroze Chemical Industries Pvt. Ltd.
EFU Insurance
Eli Lilly Pakistan (Pvt.) Limited
Elixir Securities
Emaculate Solutions
Emirates Global Islamic Bank Ltd.
Emirates Investment & Development, Dubai
Empact
English Biscuits Manufacturers Ltd.
Engro Asahi Polymer & Chemicals Ltd.
Engro Chemicals Pakistan Ltd.
Engro Corp.
Engro Foods
Engro Powergen
Engro Vopak Terminal Ltd.
ENI Pakistan Limited
Eton Financial
Etihad Airways
Event Architects Pvt. Ltd.
Express News
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Fauji Foundation Securities
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Faysal Bank Limited
Fecto Cement Ltd.
First Women Bank Ltd.
Five by Five Communications
Float Securities Pvt. Ltd.
FM 107 Pvt. Limited
FM Radio 91
Fontanalia
Genesis Direct
Geo TV
Gerry’s Information Technology
Gestetner Pvt. Limited
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GM Fashion
Godil Cold Chain Pvt. Ltd.
Gravity Communications
Green Star Social Marketing
H&S Pvt. Ltd.
Habib Bank AG Zurich
Habib Bank Limited
Habib Metropolitan Bank Limited
Hanif Packages
Harvest Topworth International
Hawk Advertising
Helium Pvt. Ltd.
Higher Education Commission, Pakistan
Hilal Confectionary Ltd.
Hilton Pharmaceutical Pvt. Ltd.
Hinopak Motors Limited
Home Express
HRS Global
HRSI
HRSG Recruiting
HSBC Bank Middle East Ltd.
Hubcrete Pvt. Ltd.
Hum TV
Hyeworth Renault Petersen Pak Pvt. Ltd.
I.O. Knitwear
IAL Saatchi & Saatchi
IBM – Pakistan
ICI Pakistan Limited
IEC Pvt. Ltd.
IGI Financials
IGI Insurance
Indus Motor Company Ltd.
Intel Pakistan Corporation
Interflow Communications Pvt. Ltd.
Inter Graphics C&A Pvt. Ltd.
International Advertising Pvt. Limited
International Asset Management Co. Ltd.
International Brands Limited
Invest & Finance Securities Limited
Invest Capital Pvt. Ltd.
Ismail Hamed & Sons
Ismail Industries Limited
ISMAR
ITOCHU Corporation
Izhar Concrete
J & P Coats Pakistan Pvt. Ltd.
J. Walter Thompson Asiatic Pvt. Ltd.
Jaffer Brothers Limited
Jaffer Business Systems (Pvt.) Ltd.
Jahangir Siddiqui & Co. Ltd.
Jang Group
Javed Engineering Enterprise
JCR-VIS Credit Rating Company
Jofa International
Johnson & Johnson Pakistan
JS Bank Limited
JS Global
JS Investments Limited
JWT Pakistan
Kalsoft Pvt. Limited
Karachi Electric Supply Corporation
Karachi International Container Terminal Ltd.
Karachi Stock Exchange Limited
KARSAZ Pvt. Ltd.
KASB Bank Limited
KASB Securities Limited
Khadiim Ali Shah Bukhari & Co.
Knoll Pharmaceuticals Limited
Kolson Pakistan
KPMG Taseer Hadi & Co.
Lakson Business Solutions Ltd.
Lakson Group of Companies
Lane 12
Li Fung (Singapore) Pte. Limited
Liberty Books
Lisco Pakistan
Lowe & Rauf Pvt. Limited
L’oreal Pakistan
Lucky Cement Ltd.
Maaz Pharmaceutical
Macter Pharma
Maersk Pakistan Pvt. Ltd.
MAISON Consulting & Solutions
Mamora International
Manhattan Leo Burnett
Marina Industries
Marriott Hotel
Marksman Advertising
Marriott Hotel
Martin Dow Pharmaceuticals (Pak) Ltd.
MCR Pty. Limited – Pizza Hut
Meeco Asia Pacific
Meelman Bank Ltd.
Meher Associates Pvt. Limited
Merck Pharmaceutical
Merck Sharp & Dohme of Pakistan Limited
Merit Packaging Ltd
Metlife Alico
Midas Safet
Millennium Software Pvt. Ltd.
Mindshare Pakistan Pvt. Ltd.
MM Group of Companies
Mobil Askari Lubricants
Mobilink
MPS Securities
Muller & Phipps Pakistan Ltd.
Multinet Pakistan Ltd.
Mustaqim Dyeing & Printing Industries
Nab Products Industries
Nabil Qasim Industries
Nanosoft Technologies
Narejo Human Resources
National Bank of Pakistan
National Foods Limited
National Industrial Parks Ltd.
National Marketing Services
National Refinery Ltd.
Naveena Exports Pvt. Ltd.
Nestle’ Milkpak Limited
NIB Bank Limited
National Institutional Facilitation Technologies (Pvt.) Limited
Nippon Paint
Novartis Pharma Pakistan Ltd.
Novo Norsk Pharma
Ocean Express Agencies
Octara Pvt Ltd.
Ogilvy & Mather
Oman International Bank
Opal Laboratories Pvt. Ltd
Oratech Systems
Orient Communications
Orient Energy Systems
Orix Investment Bank
Orix Leasing Pakistan Limited
OTSUKA
Oxygene
P&O Nedlloyd
Pak Brunei Investment Company
Pak Grefaf
Pak Gulf Leasing Company Ltd.
Pak MediaCom Pvt. Limited
Pak Mercantile
Pak Oman International Bank Ltd.
Pak Oman Asset Management Company
Pak Suzuki Motors Co. Ltd.
Pakistan Beverage Ltd.
Pakistan Credit Rating Agency
Pakistan Currency Exchange
Pakistan International Airlines
Pakistan International Container Terminal Ltd.
Pakistan Petroleum Limited
Pakistan Refinery Limited
Pakistan State Oil Co. Limited
Internship Sponsors

Pakistan Steel Mills
Pakistan Tobacco Company Limited
Pak-Kuwait Investment Co. Ltd.
Pak Oman Microfinance Bank Limited
PARCO
Park Towers – Prime Management Services
Parke Davis & Co. Limited
PEL
Pepsi Cola International Limited
Pfizer Laboratories Limited
Pharmatec
Philip Morris International
Philips Electrical Industries Limited
Pkstudent.com
Popular Fabrics
Port Qasim Authorities
Prestige Communications Pvt. Ltd.
Procter & Gamble Pakistan Limited
Qasim International. Container Terminal Ltd.
Qatar Airways
Qubee
Rajby Industries
Reckitt Benckiser Pakistan Limited
Red Cut
Regent Plaza Hotel
Relacom Pakistan
Reuters Limited
Rhone Poulenc Rorer Pakistan
Roche Pakistan Limited
Rocket Internet (Daraz.pk)
Ryan Agencies
Sandrill
Sanofi-Aventis Pakistan Ltd.
Sapphire Textile Mills Limited
Sattar & Sattar Co.
Schneider Electric
Shadman Cotton Mills Limited
Shamrock Communications
Sharp-Filter Pvt. Ltd.
Shell Pakistan Limited
SHELL Tameer
Sheraton Hotel
Shield Pakistan
Sidat Hyder
Siemens Pakistan Limited
Silchem
Silk Bank Ltd.
Sindh Bank Ltd.
Skyline
SMS Pakistan
Soneri Bank Ltd.
Spectrum Communications
Standard Chartered Bank Limited
Standard Capital Securities
State Bank of Pakistan
Sindh Technical Education and Vocational Training Authority
Sui Southern Gas Company Limited
Summit Bank Ltd.
Symmetry
Synergy Advertising Pvt. Limited
Syngenta
Tapal Tea Pvt. Limited
Target Resourcing
Tariq Abdul Ghani & Co. Ltd.
Taurus Securities Limited
TCS Pakistan Ltd.
TDAP
Teach For Pakistan
Telenor Pakistan Pvt. Limited
Tery World Textiles
Tetra Pak Pakistan
Texpo Pakistan
Tharparker Sugar Mills
The Financial Daily
The Aga Khan University Hospital
The Citizens Foundation
The First Micro Finance Bank Ltd.
The Nielsen Company Pakistan
THK Associates Pvt. Ltd.
Topline Securities
Torque
Tradekey Pvt., Ltd.
Total Lubricants
Tri-Emmm Textile Products
Ufone
Unicon International
Unilever Pakistan Limited
Unisys Pakistan Pvt. Limited
United Bank Limited
United Electrical Engineers Pvt. Ltd.
Universal Express
USAID
Vision Direct Marketing
W W Woodwards Pakistan Ltd.
Warid Telecom Pvt. Limited
Westminster & Eastern Financial Services
World Wide Cargo Service
WorldCall
Wyeth Pakistan Limited
Xcess Logistics
Xenith Public Relations (Pvt.) Limited
Zafra Pharmaceutical Laboratories Ltd.
Zeppelin Communications
ZIL Limited
Zong
360 Training
3M Pakistan Pvt. Limited
<table>
<thead>
<tr>
<th>Major Field</th>
<th>Name</th>
<th>Major</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising &amp; Media Management</td>
<td>Junaid Ansari</td>
<td>Bi Major in Supply Chain &amp; Logistics Management</td>
</tr>
<tr>
<td></td>
<td>Adnan Waqar</td>
<td>Bi Major in Human Resource Management</td>
</tr>
<tr>
<td></td>
<td>Afshan Afzal</td>
<td>Bi Major in Supply Chain &amp; Logistics Management</td>
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<td>Ali Waqas</td>
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<td>Ali Shahid</td>
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<td>Muhammad Ovais Iqbal</td>
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<td>Muhammad Zarlish Zahid Shamsi</td>
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<td>Syeda Humaira Akhtar</td>
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<td>Syeda Sara Tazeen Jaffer</td>
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<td>Zehra Alam</td>
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<td>Finance</td>
<td>Taha Shamim Siddiqui</td>
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<td>Finance &amp; Risk Management</td>
<td>Ayesha Farhat</td>
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<tr>
<td>Health and Hospital Management</td>
<td>Zairah Muqaddas Ansari</td>
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# List of Graduates

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<thead>
<tr>
<th>Major Field</th>
<th>Name</th>
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<tbody>
<tr>
<td>Human Resource Management</td>
<td>Aasia Siraj&lt;br&gt;Adeela Akhlaq&lt;br&gt;Afreen Badaruddin Fakhri&lt;br&gt;Ambreen Shams Somani&lt;br&gt;Ammara Ather&lt;br&gt;Anam Masroor&lt;br&gt;Farah Arfi&lt;br&gt;Farah Fayyaz&lt;br&gt;Fatima Zaidi&lt;br&gt;Kiran Asif&lt;br&gt;Maham Faiyaz Siddiqui&lt;br&gt;Nida Khan&lt;br&gt;Saniya Sohail&lt;br&gt;Sara Shahab Lodhi&lt;br&gt;Samana Ghazanfar&lt;br&gt;Sameea Pervez Ali&lt;br&gt;Shireen Owais Khan&lt;br&gt;Sumaiya Muhammad Aslam&lt;br&gt;Talha Akhtar&lt;br&gt;Tasneem Sami&lt;br&gt;Tuba Iqbal&lt;br&gt;Yumna Hameed&lt;br&gt;Zahabiya Essajee&lt;br&gt;Wafa Zehra Naqvi</td>
</tr>
<tr>
<td>Industrial Management</td>
<td>Mubeen Ahmed Siddiqui&lt;br&gt;Muhammad Ahad Ahmed Khan&lt;br&gt;Muhammad Ahsan Irshad</td>
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<tr>
<td>Marketing</td>
<td>Agha Ali&lt;br&gt;Ahmed Ali&lt;br&gt;Ambrin Noorali Jiwani&lt;br&gt;Ayaz Noor Mohammad&lt;br&gt;Farhan Fayyaz&lt;br&gt;Hajra Asad&lt;br&gt;Hannah Hameed&lt;br&gt;Jahangez Malik&lt;br&gt;Jawwad Akhtar&lt;br&gt;Kaleem Ahmed Mughal&lt;br&gt;Kiran Mahmood&lt;br&gt;Komal Zubair&lt;br&gt;Leena Khan&lt;br&gt;Madeha Malik&lt;br&gt;Maida Haqqi&lt;br&gt;Marium Sultan&lt;br&gt;Mirabel Bridget D’souza&lt;br&gt;Muhammad Abubakar Qadri&lt;br&gt;Muhammad Danish Mujtaba&lt;br&gt;Muhammad Shehzad Dayala</td>
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# List of Graduates

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<tr>
<th>Major Field</th>
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<tbody>
<tr>
<td>Marketing</td>
<td>Muhammad Tanzeel Ilyas</td>
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<td>Muhammad Yasir Azeem</td>
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<td>Nida Khan</td>
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<td>Qazi Umair Ul Haq</td>
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<td>Rabail Gul</td>
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<td>Rabia Alavi</td>
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<td>Saad Badar</td>
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<td>Sahir Shoaib</td>
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<td>Saima Fatima Merchant</td>
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<td>Saira Akhtar</td>
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<td>Sajjad Haider</td>
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<td>Samrah Anis</td>
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<td>Samran Ali Malik</td>
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<td>Sana Taqi Allawala</td>
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<td>Shahzad Mukhtar Deshmukh</td>
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<td>Syed Farhan Ali</td>
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<td>Syed Muhammad Saiful Arfin</td>
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<td>Syeda Amrah Ghazanfar</td>
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<td>Umm-E-Ammara</td>
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<td>Wajeeh Ali Syed</td>
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<td>Yasir Jahangir</td>
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<td>Zain Ali</td>
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<td>Supply Chain &amp; Logistics Management</td>
<td>Agha Ali Khan</td>
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<td>Junaid Jawed</td>
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<td>Muhammad Azam</td>
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<td>Prince Kumar</td>
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<td>Shaikh Muhammad Omer</td>
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<td>Syed Talha Khalid</td>
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<tr>
<td>Telecommunication Management</td>
<td>Fareeha Zulqarnain</td>
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</table>
The Institute of Business Management will be one of the leading institutes nationally and internationally for imparting knowledge, skills, confidence, and values to its students thereby enabling them to become successful professionals globally.

The mission of the Institute of Business Management is to foster a learning environment where students are motivated to make learning an on-going life-long process. We see ourselves as a multi-dimensional educational institution. Our aim is to:

- Use the best teaching and training methodologies
- Prepare students to excel academically as well as in management skills to function ethically and take effective rational decisions in all endeavors of life
- Pursue leading-edge research
- Engage in the development of innovative ideas and analytical, interpersonal and leadership skills
- Allow freedom of thought and expression
JUNAID ANSARI
junaidansari_pak@live.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Advertising & Media Management
Cumulative GPA: 3.16

Electives:
- International Advertising & Promotions
- Creative Planning & Development
- Advertising Management & Strategy
- Integrated Marketing Communication

NED University of Engineering & Technology, Karachi
Bachelor of Computer Science & Information Technology, 2009
1st Division, (76%)

DJ Government Science College, Karachi
Higher Secondary Certificate, 2004
A Grade, (80%)

Habib Public School, Karachi
A-1 Grade, (82 %)

Honours / Achievements:
- Awarded Financial Assistance at IoBM
- Awarded Certificate of Appreciation at Asia Pacific ICT Awards, Melbourne 2009
- Awarded PASHA ICT Award 2009

Skills:
- Good Programming/Problem Solving Skills
- Team Player
- Good Communication Skills
- Systems Knowledge

Major Term Papers / Research Work / Projects:
- International Advertising & Promotions: Consumer Insights of Hong Kong
- Advertising Management & Strategy: Ad Strategy to launch a New Brand of Deo
- Creative Planning & Development: Disney
- Integrated Marketing Communication: IMC used by Surf Excel
- Brand Management: Report on Global Brands VS Local Brands
- PR & Event Management: Organized an event entitled, Household & Business Solutions for a Common Man

Internship / Work Experience:
- CATCOS PVT LTD, In-charge Software Division from February 2, 2010 to date
  - Managing teams and developing different kind of software including CRM.
- Telenor, O&S, interned from July to August, 2008

Extracurricular Activities / Hobbies:
- Participating in IT Competitions
- Social Media
ADNAN WAQAR
adnan_wa@hotmail.com
Graduation: 2012

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.04

Electives:

- Treasury and Fund Management
- Risk Management
- Portfolio Management
- Financial Management

Sir Syed University Of Engineering and Technology, Karachi
BS Electronics, 2010
Cumulative GPA: 2.71

White House Grammar School, Karachi
A-1 Grade, (81.5%)

Skills:

- Good Analytical Skill
- Strong Interpersonal and Presentation skills

Major Term Papers / Research Work / Projects:

- Portfolio Management: The Influence of Accounting Numbers on Share Prices
- Financial Management: Analysis of Financial Statements of Sugar Mills
- Macroeconomics: Role of International Monetary Fund
- Statistical Inference: Application of Servqual Dimensions on Multinational Banks of Pakistan
- Organizational Behavior: Leadership and Motivation Related Issues at Shan Foods
- Human Resource Management: Training and Development at Orix Leasing Pakistan

Internship / Work Experience:

- Faculty (lecturer) at Dawood University of Engineering and Technology from September 2012 to date
- Courses related to Economics and Management
- Soneri Bank Limited, Risk Management Division, interned from July to August, 2012
- State Bank of Pakistan, Exchange Policy Department, interned from July to August, 2011

Extracurricular Activities / Hobbies:

- Blogging, reading and playing football
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Bi-Major in Finance & Supply Chain & Logistics Management
Cumulative GPA: 3.0

Electives:
- Islamic Banking & Finance
- Financial Derivatives
- Analysis of Financial Statement
- Investment Analysis

Government College of Commerce & Economics, Karachi
Bachelor of Commerce, 2008
2nd Division, (59.9%)

Karachi Public School, Karachi
Secondary School Certificate, 2004
A-1 Grade, (83.17%)

Skills:
- Strong financial analysis and evaluation techniques.
- Capable of working in diverse work force.
- Presentation Skills Training Course from ICAP
- Proven ability to manage and develop a financial team

Major Term Papers / Research Work / Projects:
- Total Quality Management: Compared service quality, customer services of Mobilink
- Corporate Finance: Comparing ratios of all companies (KESC, PEPCO, HUBCO, KAPCO, JPGL)
- Analysis of Financial Statements: Complete analysis of 10 years (Ghandhara Nissan, Atlas Honda)
- Corporate Social Responsibility: Company CSR Activities (Siemens Pakistan)
- Principles of Marketing: All P’s Rivalry of Pepsi and CocaCola Pakistan
- Consumer Behavior: Identify behavior of people pattern (TCS)

Internship / Work Experience:
- IFFCO Pakistan Private Limited, Karachi, Finance Trainee from July 2012 to date
- Finance Credit Control & Compliance, Payables, Treasury, Updating legal cases status, Trademarks.

Extracurricular Activities / Hobbies:
- Worked as CSR volunteer.
- Participated in various inter-college sports events
- Gym
- Cricket
AFSHAN AFZAL
afshan_afzal90@yahoo.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.2

Electives:
- Treasury and Fund Management
- Risk Management
- Portfolio Management
- Financial Management

College of Management and Sciences CAMS, Karachi
B.Com 2009
1st Division (66.45%)

Happy Home High School, Karachi
Secondary School Certificate, 2004
A-1 Grade, (84.47%)

Skills:
- Good Analytical Skill
- Strong Interpersonal and Presentation skills

Major Term Papers / Research Work / Projects:
- Portfolio Management: Financial Model on Attock Cement
- Financial Management: Analysis of Financial Statements
- Statistical Inference: Application of Dimensions on Multinational Banks of Pakistan
- Organizational Behavior: Leadership and Motivation Related Issues at Shan Foods
- Human Recourse Management: Training and Development at Shell

Internship / Work Experience:
- Avari Hotel, Finance Department, interned from August 12 to September 25, 2013
- Telenor, Customer Service Department, interned from June 3 to July 30, 2011

Extracurricular Activities / Hobbies:
- Attending workshops relating Finance department development in corporations
- Event management for Management Society of IoBM
ALI WAQAS
waaqas.ali@gmail.com
Graduation: 2013

**Education:**

**Institute of Business Management (IoBM), Karachi**
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.34

**Electives:**
- Portfolio Management
- Financial Derivatives
- Corporate Finance
- International Finance

**Institute of Business Management (IoBM), Karachi**
Bachelor of Business Administration BBA (H), 2012
Cumulative GPA: 3.11

**D.A Public School, Karachi**
O – Levels, 2005
1A, 6Bs, 2Cs

**D.A Public School, Karachi**
A – Levels, 2007
2Cs, 1D

**Skills:**
- Sound Presentation Skills
- Proficient in the use of applications - MS Word, Excel and Power Point

**Major Term Papers / Research Work / Projects:**
- Money & Capital Markets: An overview of Risk Management
- Strategic Financial Management: A comparative ratio analysis of Indus Motor Company & Honda Atlas
- Financial Management: A 6-week trading report on Karachi Stock Exchange
- Strategic Management: A strategic analysis of Sanofi-Aventis
- Total Quality Management: Exploring the possibility of application of Six Sigma at Indus Motor Company
- Strategic Marketing & Planning: Value creation by English Biscuit Manufacturers

**Internship / Work Experience:**
- Pakistan State Oil, Credit, Control & Billing Department, interned from June 13 to July 22, 2011
- ICI Pakistan Limited, Corporate Finance Department, interned from August 1 to August 26, 2011
- Barclays Bank PLC, Corporate Banking, interned from July 2 to July 31, 2012
- Barclays Bank PLC, Corporate Affairs, interned from September 10 to November 28, 2012

**Extracurricular Activities / Hobbies:**
- Member of the organizing team for the event World Islamic Finance Summit (September 21-22, 2011)
- Volunteered for Unique Pakistan-Photo Exhibition (September 24, 2011)
- Reading
- Playing various sports and listening to music

**Skills:**
- Risk Management
- Investment Analysis
- Treasury & Fund Management
- Money And Capital Markets
Education:
Institute of Business Management (IoBM), Karachi
Masters in Business Administration (MBA), Major in Finance
Cumulative GPA: 3.10

Electives:
- Foreign Trade and Banking
- Risk Management
- Financial Derivatives
- Investment Analysis

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (BBA), 2011
Cumulative GPA: 3.12

Beaconhouse School System, Karachi
O - Levels, 2003
3 As, 5 Bs, 1 Cs & 1D

Honours / Achievements:
- Semi-finalist for On Campus Management Trainee Program by Telenor Pakistan
- Finalist for Business Idea Competition at Yles’11

Skills:
- Proficient in use of MS Office, SPSS, Peach Tree Accounting.
- Effective Communication, Team Management and Delegation Skills

Major Term Papers / Research Work / Projects:
- Corporate Finance: In depth analysis and review of Paper and Forestry Sector of KSE Pakistan
- Portfolio Management: Mock Trading in KSE, Detail Review of Bond Market and Capital Market in Pakistan
- Treasury and Fund Management: Risk Management of a Commercial Bank
- Investment Management and Security Analysis: In depth Analysis of Underwriting of Wateen Telecom Ltd. and Nishat Chunian Power Ltd.

Internship / Work Experience:
- Habib Metropolitan Bank Limited, Corporate Banking Group as Relationship Associate from May 2012 to date
- United Bank Limited, Finance Division - Statutory Department, interned from May to July, 2011
- JCR-VIS Credit Company Limited, Credit Rating Department, interned from June to July, 2010
- DHA Cogen Limited, Finance and Account Department, Trainee Financial Analyst from April to June, 2008
- Pak Oman Investment Company Limited, Investment Banking Division, interned from June to July, 2006

Extracurricular Activities / Hobbies:
- Member of Literary and Public Speaking Society (LPSS) of IoBM organizing various events including CBMUN ’11 and First Intervarsity Parliamentary Debate ’11, Conducted a one day career counseling workshop for a school ‘Korangi Academy’ run by an NGO INFAQ Foundation’, Participated in CIMA Global Business Challenge 2011, Yles 2011 and OCMT Program by Telenor, Community Service at National Institute of Cardiovascular Diseases, Karachi
AYENA MAQBOOL  
std_9098@iobm.edu.pk

**Graduation:** 2013

**Education:**

**Institute of Business Management (IoBM), Karachi**  
Master of Business Administration (MBA), Major in Finance & Human Resource Management  
Cumulative GPA: 3.62

**Electives:**
- Risk Management
- Project Appraisal
- Salary & Compensation
- Industrial Relations & Labour Laws
- Portfolio Management
- Corporate Finance
- Treasury & Fund Management
- Asset Liability Management
- Employee Training & Development
- Public Relations & Corporate Communications
- Financial Derivatives
- International Finance

**Institute of Business Management (IoBM), Karachi**  
Bachelor of Business Administration (Hons.) Graduation: 2012  
Cumulative GPA: 3.68

**St. Joseph’s Convent School, Karachi**  
Secondary School Certificate (SSC), 2006  
A-1 Grade, (84.94%)

**St. Joseph’s College for Women, Karachi**  
Higher Secondary Certificate (HSC), 2008  
A-1 Grade, (83.73%)

**Honours / Achievements:**
- Merit Certificate – For attaining 3rd position in BBA (H)
- Awarded merit scholarship in all semesters of BBA and MBA
- Secured 2nd position in country final of CFA Research Challenge 2013
- Represented Pakistan in Global Final of CIMA Global Business Challenge 2012 held in Sri Lanka

**Skills:**
- Proficient at MS Office
- Presentation and communication skills
- Report writing & analytical skills
- Strong leadership and team building skills

**Major Term Papers / Research Work / Projects:**
- Thesis: “Relationship between budget deficit, money supply and inflation in case of Pakistan”
- Portfolio Management: Stock Valuation and Financial Modeling of Attock Cement
- Corporate Finance: Factors influencing the capital structure of personal goods sector companies in Pakistan’
- CFA GIRC 2013: Stock research report & financial modeling for Fatima Fertilizers Pvt. Ltd.

**Internship / Work Experience:**
- Lucky Cement Ltd, Treasury Department USAID Management Trainee, working from July 2013 to date
- Lucky Cement Ltd, Treasury & HR Department, interned from July to August, 2012
- Barclays Bank, Risk Management Department, interned from July to August, 2011

**Extracurricular Activities / Hobbies:**
- Active participation in business competitions
BILAL KAMRAN
bilal.kamran89@gmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.54

Electives:
- Corporate Finance
- Project Appraisal
- Treasury and Funds Management
- Financial Derivatives
- International Finance
- Risk Management
- Asset and Liability Management
- Portfolio Management

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.20

Beaconhouse School System, Karachi
O Levels, 2006
6 As, 3 Bs

Honours / Achievements:
- Awarded financial assistance at IoBM from January 2009 to September 2013
- Awarded merit scholarship in Beaconhouse School System during O/A levels
- Participated in Mock Trading Competition organized by ACM Gold Pakistan (2011)
- Organizer member in the Seminar ‘From human beings to being humans’ by Saeed Anwar in IoBM (2010).
- Attended various finance related seminars in IoBM, including seminars by PMEX, SBP and other FIs.

Skills:
- Strong understanding of MS Office (2003 & 2007)
- Good presentation and communication skills
- Reasonable knowledge of Adobe Photoshop
- Strong research and reporting capabilities

Major Term Papers / Research Work / Projects:
- Risk Management: Analysis of “Adamjee Insurance” management, competition, working capital cycle
- Corporate Finance: Effects of Operating and Financial Leverage on Expected Stock Returns and Firm Size
- Asset and Liability Management: Duration Gap report and Stress Testing on Silk Bank.
- Project Appraisal: Appraisal of a new surgical suture factory in Karachi
- Financial Derivatives: Report on ‘Commodity trading methods and analyses’
- Treasury & Funds Management: Report on “Impact of Sovereign Risk on the Profitability of Pakistani Banks”

Internship / Work Experience:
- Pakistan International Airlines Corporation (PIAC), Funds Management, interned from June 4 to July 13, 2012

Extracurricular Activities / Hobbies:
- Following Italian Football
- Use of social media
- Reading action/thriller novels
- Network gaming
FAHAD AHMED
itsfahad_me@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Bi-Major in Finance and Supply Chain & Logistics Management
Cumulative GPA: 3.22

Electives:
• Investment Analysis
• Risk Management
• Analysis Of Financial Statements
• Project Appraisal

Govt. College of Commerce & Economics, Karachi
Bachelor of Commerce (B.Com), 2009
1st Division, (66%)

Cantab Grammar Secondary School, Karachi
Secondary School Certificate, 2005
A-1 Grade, (80%)

Skills:
• Proficient in Microsoft Office (Word, Excel and PowerPoint)
• Adapting expertise with the changing environment
• Possess leadership skills & ability to manage critical deadlines in collaboration with team members
• Diligent, target centric and result oriented

Major Term Papers / Research Work / Projects:
• Human Resource Management: Employee Recognition Program of 3M Pakistan
• Risk Management: Identified the key risks of Soneri Bank Ltd.
• Total Quality Management: ISO 14000 Implementation at Yunus Textile Mills Ltd.
• Analysis of Financial Statements: Analyzed 10 years financials of GlaxoSmithKline Pakistan
• Project Appraisal: Expansion project of Gul Ahmed Textile Mills Ltd.
• Consumer Behavior: Location consideration while starting a new business

Internship / Work Experience:
• 3M Pakistan, Finance Department, interned from July 16 to August 27, 2012
  - Data Entry, Reconciliation, preparing financial statements and vouchers

Extracurricular Activities / Hobbies:
• Playing table tennis
• Swimming
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.05

Electives:
- Islamic Banking & Finance
- Money & Capital Markets
- Risk Management
- Takaful & Risk Management in Islamic Product

Institute of Business Management (IoBM), Karachi
Bachelor of Science (Joint Hons.), 2010
Cumulative GPA: 2.49

Mama Baby Care School, Karachi
B Grade, (66 %)

Skills:
- Proficient in Microsoft Office, SPSS & Peachtree
- Teamwork, interpersonal, time management & good analytical skills

Major Term Papers / Research Work / Projects:
- Financial Management: Mock trading in the Karachi Stock Exchange for 8 weeks
- Financial Institutions: Car Financing – comparison of four different banks
- Project Appraisal: Feasibility study of LPG Marketing & Distribution
- Methods in Business Research: Research on increasing trends of Sunday Bazaar
- Electronic Commerce: Developed a website for a project
- Entrepreneurship & Small Business: Business plan for an event management company

Internship / Work Experience:
- Bank Alfalah Limited, Consumer Banking Department, interned from September 27 to November 10, 2010
  - Gained knowledge about various departments including Account Opening, Credit, Trade Finance, Foreign & Local Remittance and Accounts

Extracurricular Activities / Hobbies:
- Cricket, snooker, music, movies, traveling, exercise & reading
Faraz Ali
farazali_metlo2007@yahoo.com
Graduation: 2012

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration- (MBA), Major in Finance
Cumulative GPA: 3.18

Electives:
- Risk Management
- Treasury and Fund Management
- Project Appraisal
- Investment Analysis

Institute of Business Management, Karachi
Bachelor of Business Administration (Hons.), 2011
Cumulative GPA: 3.2

Govt Degree College, Larkana
Higher Secondary Certificate, 2007
Grade A, (74%)

Govt DM High School, Larkana
Secondary School Certificate, 2005
Grade A, (75%)

Honours / Achievements:
- Sindh Endowment fund financed 100% tuition fee for all four years of BBA(H) and full duration of MBA(R) on merit and need basis
- Wrote research article on “Indo-Pak Economic Comparison” for Finance Society at IoBM, which was later published and awarded for a certificate.

Skills:
- Good Interpersonal and problem solving skills, successful team player
- Keen in learning new things, Proficient in MS-Office, reading books and articles

Major Term Papers / Research Work / Projects:
- Internship: Market Liquidity Management by State Bank of Pakistan, done at SBP
- Investment Banking and Security Analysis: Comparative Analysis of Two Initial Public Offerings (IPO’s)
- Financial Management: 6 weeks project on KSE 100 index

Internship / Work Experience:
- State Bank of Pakistan, Domestic Markets and Monetary Management Department, interned from May to June, 2010

Extracurricular Activities / Hobbies:
- Membership of Youth National Assembly of Pakistan
- Active membership in Finance Society of IoBM and participated in various events organized at campus
- Participated as GRO in the 6th Expo Pakistan 2011 (20-23 October, 2011) organized by TDAP
- Reading newspaper. playing cricket, gathering with friends and watching talk shows
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Bi-Major in Supply Chain & Logistics Management and Finance
Cumulative GPA: 3.0

Electives:
- Supply Chain Management
- Transportation Techniques and Management
- Portfolio Management
- Treasury & Fund Management

University of Karachi, Karachi
Masters of Arts (Economics), 2007
2nd Division, (54%)

Public School, Hyderabad
C Grade, (59%)

Honours / Achievements:
- Successfully launched long life Day Fresh Milk in Karachi, an Australian cow milk offered by Dairy Land Pvt Ltd
- Achieved the highest ever monthly revenue of Toyo Nasic Glassware in Karachi reaching 20.3 million
- Selected for Teach For Pakistan 2013 Fellowship Cohort
- Prepared a business plan for poultry farm using CGNC product
- Participated in Rahbar Program offered by The Citizens Foundation (TCF)
- Selected as Guest Relationship Officer for EXPO Pakistan, 2011, organized by TDAP
- Member of a winning team in Inter College Football Championship

Skills:
- Proficient at preparing business plans, distribution proposals and feasibility reports
- Flexible team player who can effectively prioritize and manage multiple projects
- Proficient with Microsoft Excel, Word and PowerPoint and excellent interpersonal and problem solving skills

Major Term Papers / Research Work / Projects:
- Supply Chain Management: Supply Chain practices in Distribution companies
- ERP Systems Design and Implementation: Analysis on ERP practices of Herbion Pakistan Pvt. Ltd.
- Treasury and Fund Management: An analytical report on Investment strategies of GalxoSmithKline Pakistan Ltd
- Portfolio Management: Stock research report on Sitara Chemical Industries Ltd.

Internship / Work Experience:
- Premier Distributors, Business Executive from December 26, 2011 to date
- Institute of Business Management, Research Assistant from September 21 to Nov 30, 2011

Extracurricular Activities / Hobbies:
- Keen to participate in learning sessions and social events
- Playing cricket
**HAFSA ZAHID**  
hafszahidd@gmail.com  
*Graduation: 2013*

**Education:**

**Institute of Business Management (IoBM), Karachi**  
Master of Business Administration (MBA), Major in Finance  
Cumulative GPA: 3.48

**Electives:**
- Risk Management
- Islamic Banking and Finance
- International Finance

**Institute of Business Management (IoBM), Karachi**  
Bachelor of Business Administration (Hons.), 2012  
Cumulative GPA: 3.38

**The City School, Karachi**  
O Levels, 2006  
1 A, 4 Bs, 3 Cs & 1D

**Foundation Public School, Karachi**  
A Levels, 2008  
1 A and 2 Bs

**Honors / Achievements:**
- Awarded financial assistance during graduation years at IoBM
- Student Brand Ambassador of ACCA Global at IoBM
- Awarded First Position in French Language Quiz Competition

**Skills:**
- Active participation in ACM (commodity trading)
- Strong understanding of MS Office 2007
- Ratio Analysis and Risk Management tools

**Major Term Papers / Research Work / Projects:**
- Corporate Finance: Capital Structure Analysis of Lucky Cement and Nishat Power
- Qualitative and Quantitative: Analysis on Pakistan State Oil
- Treasury and Fund Management: Determinants of Financial Stability in Pakistan

**Internship / Work Experience:**
- EFU Life Assurance Limited, Client Services Department, Senior Officer from December 2011 to date  
  Preparing unit allocation statements for unit linked policies, establishing communication with clients through emails, dealing with clients on a variety of issues facing them
- Byco Oil Pakistan Limited, Treasury Department, interned from January 30 to March 11, 2012
- Pakistan Today, Marketing and Sales, interned from July 12 to August 20, 2011

**Extracurricular Activities / Hobbies:**
- Participated in sports; particularly swimming and net ball
HINA RAHMAN
hina.rahman90@yahoo.com
Graduation: 2013

Education:
- **Institute of Business Management (IoBM), Karachi**
  - Master of Business Administration (MBA), Major in Finance
  - Cumulative GPA: 3.58

  **Electives:**
  - Asset Liability Management
  - Treasury and Fund Management
  - Project Appraisal
  - Risk Management

- **Institute of Business Management (IoBM), Karachi**
  - Bachelor of Business Administration, 2012
  - Cumulative GPA: 3.69

- **The City School, Karachi**
  - A – Levels, 2008
  - 2 As & 1C

- **The City School, Karachi**
  - O – Levels, 2006
  - 5 As & 3 Bs

Honours / Achievements:
- Runner up in country final of CFA Global Investment Research Challenge 2013
- Awarded ‘Gold Medal’ in BBA(H)
- Represented Pakistan in Global Final of CIMA Global Business Challenge 2012 held in Sri Lanka
- 2nd runner up in country final of CIMA Global Business challenge 2011
- 3rd runner up in country final of CIMA Global Business challenge 2010
- Semi finalist in Telenor OCMT Competition 2010

Skills:
- Strong communication skills
- Good research, writing and computer skills

Major Term Papers / Research Work / Projects:
- Financial Management: KSE 100 Index Mock Trading Project
- Portfolio Management: Stock Valuation and Financial Modeling of Fauji Cement Company Ltd
- Corporate Finance: Investigation of factors Influencing the Capital Structure of Personal Goods Sector Companies in Pakistan
- Methods in Business Research: Research on Feasibility of Mobile Phone Insurance in Karachi
- Strategic Management: Researching Firm Level Strategy and Competitiveness for Getz Pharma Pakistan
- Strategic Marketing and Planning: Strategic Analysis of Fruitily by National Foods

Internship / Work Experience:
- Damco Pakistan (Pvt) Ltd., Senior Officer, Capital Management from July 2013 to date.
- Geo Television Network, Financial Analysis Division, interned from July to August, 2012.

Extracurricular Activities / Hobbies:
- Active participation in various business contests
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.0

Electives:
- Financial Derivatives
- Treasury and Fund Management
- Investment Analysis
- Risk Management

Govt. College of Commerce and Economics, Karachi
Bachelor of Commerce (B. Com), 2006
1st Division, (60%)

Hasan’s Central Public School, Karachi
Secondary School Certificate, 2002
A Grade, (79%)

Govt. Degree Boys & Girls College, Stadium Road, Karachi
Higher Secondary Certificate, 2004
C Grade, (59%)

Honours / Achievements:
- Proposed name selected by Advans Pakistan for its Current Account Product
- Awarded financial assistance during 1st year of graduation at IoBM

Skills:
- Command over ORBIT (Banking System Software)
- MS Office Suit, SPSS, Quick Books, Peachtree, & SAP (A/c Payable, A/c Receivable)

Major Term Papers / Research Work / Projects:
- Risk Management: Report on Analysis of Financial Statements of Packages Limited
- Financial Derivatives: Comparison of Derivative Markets of India and Pakistan
- Conducted a research in Interior Sindh regarding - National Corruption Perception Index 2010, for Transparency International, June 2010 – July 2010
- Thesis on Impact of Islamic Financing on Alleviation of Poverty

Internship / Work Experience:
- Advans Pakistan Microfinance Bank Ltd., Internal Audit Officer from December 2012 to date
- Advans Pakistan Microfinance Bank Ltd., Management Trainee Operations from September to November 2012
- Advans Pakistan Microfinance Bank Ltd., Research Department, Interned from May to June 2012
- Arif Habib Limited., Research Department, Interned as Financial Analyst from August to September 2011
- Pak-Qatar Family Takaful Ltd., Finance and Accounts Department, Interned from June to July 2011

Extracurricular Activities / Hobbies:
- Provide tuitions to graduates, undergraduates, A & O-Levels students
MAHEEN ZUBAIR
std_11449@iobm.edu.pk

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.15

Electives:
• Islamic Banking and Finance
• Portfolio Management

Karachi University, Karachi
Bachelors in Commerce, 2009
1st Division, (68%)

St. Josephs Convent High School, Karachi
Secondary School Certificate, 2005
A+ Grade, (86%)

Honours / Achievements:
• Best Vice Chair Award at Cbmun (Model United Nations) held at IoBM

Skills:
• Proficient in Microsoft Office (Word, Excel and PowerPoint)
• Strong interpersonal communication skills.
• Possess leadership skills & ability to manage critical deadlines in collaboration with team members

Major Term Papers / Research Work / Projects:
• Islamic Banking and Finance: Worked on Shariah Compliant instruments of Meezan Bank
• Portfolio Management: Worked on the Portfolio Model of DG Khan Cement
• Risk Management: Risk assessment of Pioneer Cement
• Advance Financial Management: Analysis of Capital Budgeting process in DG Khan Cement

Internship / Work Experience:
• EFU Life Assurance Limited, Junior Life Underwriter from July 2013 to date
• EFU Life Assurance Limited, interned from May 10 to July 10, 2013

Extracurricular Activities / Hobbies:
• Took part in Inter-Modular English Declamation Contests in 2010 at Institute of Business Management, and was awarded 3rd prize
• Captain and Organizer of Annual Throw-ball Tournament 2009 and 2010 at IBE
• Throw-ball team Captain 2010
• Leading member of Backstage Management at Institute of Business Management
• Active member of Literary and Public Speaking Society at IoBM. Usher in the inter varsity debate competition organized by TSA held at ICAP
• Represented Institute of Business Education in Model United Nations MUN 2010 at IoBM as a delegate of Iran. Vice Chair of the committee IMF 2011 at IoBM
• Love to read books, play outdoor games, cook, hang-out with friends and watch movies
MOHAMMAD HASSAN
mohammadhassan89@live.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance, Graduation: 2013
Cumulative GPA: 3.3

Electives:
- Treasury and Fund Management
- Analysis of Financial Statements
- Risk Management
- Corporate Finance
- Portfolio Management
- Investment Analysis
- Islamic Banking
- Investment Banking and Security Analysis

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2011
Cumulative GPA: 3.13

Ladybird Grammar School, Karachi
Secondary School Certificate, 2005
A Grade, (76.9%)

Skills:
- Flexibility and interpersonal skills
- Skills of doing instant cost-benefit analysis in every decision making
- Ability to work under stress

Major Term Papers / Research Work / Projects:
- Seminar in Economic Policy: Thesis on reasons for high banking spread in Pakistan
- Analysis of Financial Statements: Analyzed the financial statements of Crescent Sugar
- Corporate Finance: Analyzed the impacts of working capital management on profitability of oil and gas sector companies
- Financial Institutions: Analyzed the lending policies of HBL
- Financial Management: Traded virtually on Karachi Stock Exchange
- Introduction to Business Finance: Ratio Analysis of Whyth Pharmaceuticals
- Investment banking and security analysis: Research on the investment opportunities in Pakistan and foreign bonds, stocks and real estate markets’ past performances
- Portfolio Management: Analyzed the performance of one local and one foreign mutual fund
- Risk Management: Risk analysis of KESC
- Treasury and Fund Management: Studying the risk management practices of HBL

Internship / Work Experience:
- MCB Bank Limited, General Banking Officer, looking after general banking operations
- MCB Bank Limited, Trainee Business officer, worked from May 2012 to Dec 2012, being trained on the job and in classrooms covering all the major areas of banking
- Partnership in a writing company worked from February 2011 to May 2012 employing around 20-30 writers from Karachi and selling their written articles abroad. Taking orders from foreign customers and assigning employees depending on their capacity and dealing with all company issues and constraints
- Habib Bank Limited Intern at Treasury Operations from June to August 201
- Working as a freelance writer in a foreign company from 2009 to 2012
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 2.99

Electives:
- Risk Management and Takaful in Islamic Products
- Financial Risk Management
- Project Appraisal
- Islamic Banking and Finance

Balochistan University of Information Technology, Engineering & Management Sciences, Quetta
BBA (Hons.), 2009
Cumulative GPA: 3.54

FG Degree College, Quetta
Higher Secondary Certificate, 2005
B Grade, (60.8%)

FG Public School, Quetta
B Grade, (65%)

Honours / Achievements:
- Awarded financial assistance during graduation years at BUITEMS
- Won numerous awards in extracurricular activities

Skills:
- Financial Analysis
- MS Office (Word, Excel, PowerPoint)
- Negotiation and Communication
- Peachtree and Tally

Major Term Papers / Research Work / Projects:
- Financial Management: Analysis of Financial Statements of Lucky cement and DG cement
- Risk Management and Takaful: Identification of Risks and Risk Mitigation in UBL Ameen Bank
- Financial Risk Management: Complete Risk Analysis of Orix Leasing Company
- Islamic Banking and Finance: Detailed Analysis on Murabaha Financing in Islamic Banks
- Methods of Business Research: Effects of Classified Websites in Online Purchasing in Pakistan
- Statistical Inference: Application of Servqual dimensions on Multinational Banks of Pakistan

Internship / Work Experience:
- PC Hotel Karachi, Credit department, interned from February 24 to April 6, 2009

Extracurricular Activities / Hobbies:
- Reading articles and books
- Sports
MUDDASSIR ALI KASUMBI
std_8018@iobm.edu.pk

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.15

Electives:
- Corporate Finance
- International Finance

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2011
Cumulative GPA: 3.16

The Karachi Academy, Karachi
Secondary School Certificate, 2005
A-1 Grade, (80%)

Honours / Achievements:
- Awarded financial assistance from the Sind Endowment Board, Fall 2008

Skills:
- SAP
- Peer Networking
- Microsoft Office
- Team work

Major Term Papers / Research Work / Projects:
- Risk Management: Risk review of Engro Foods Limited
- International Finance: China – A Curious Case (Research Article)
- Strategic Marketing & Planning: Strategic Marketing Analysis of Shell Helix
- Seminar In Economic Policy: Buoyancy of taxes in Pakistan (Research Paper)
- Electronic Commerce: E-Commerce Entrepreneurship – Bookshelf.edu.pk

Internship / Work Experience:
- National Foods Limited, Costing & Budgeting Analyst from February 18, 2013 to date
- Responsible for making annual company budgets, monthly performance review & revision of forecasts.
- Worked as Junior Analyst, Dairy & ERP Analyst – SAP (FICO) assisting in smooth functioning of business

Extracurricular Activities / Hobbies:
- Avid Sports Follower
- Technology Enthusiast
MUHAMMAD ATIF
atifaltaf_786@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.21

Electives:
- Financial Derivatives
- Portfolio Management
- Risk Management
- Treasury and Fund Management

University of Karachi, Karachi
Bachelor of Commerce, 2009
2nd Division, (59%)

Meritorious Science College, Karachi
Higher Secondary Certificate, 2007
A Grade, (77%)

Karachi High School, Karachi
Secondary School Certificate, 2005
A Grade, (75%)

Honours / Achievements:
- Certificate in CA-Foundation

Skills:
- Good handwriting, presentation and research skills

Major Term Papers / Research Work / Projects:
- Financial Management: Term Report on Ratio Analysis on OGDC and PPL
- Advance Financial Management: Term Report on Samba Bank Analysis
- Total Quality Management: Project on tools implementing service quality at Meezan Investment Funds
- Treasury and Fund Management: Report on Money and Capital Market of Pakistan
- Risk Management: Risk Identification in National Refinery and BYCO.

Internship / Work Experience:
- Samba Bank Limited, Finance Department, Interned from July 1 to August 19, 2013
- KPMG Taseer Hadi & Co. Chartered Accountants, interned from June 6 to September 4, 2011

Extracurricular Activities / Hobbies:
- Playing Cricket, watching movies, chatting with friends and video making
MUHAMMAD HARIS WAQAR
hariswaqars@gmail.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.01

Electives:
• Treasury and Fund Management
• International Finance

Sir Syed University of Engineering and Technology, Karachi
B.S Electronics Engineering, 2007
Cumulative GPA: 2.85

St. Jude’s High School, Karachi
Secondary School Certificate, 2000
A Grade, (76.11%)

Skills:
• Proficient in MS Office
• Interpersonal Skills
• Good Convincing Skills

Major Term Papers / Research Work / Projects:
• Financial Management: Prepared a report on Analysis of Financial Statement on National Bank of Pakistan
• Business Research: Prepared a research report on Consumer Behavior Towards Internet Advertisement
• Security Valuation: Prepared a Report on Stock Valuation of General Tires
• Business Communication: Made a documentary and report on “Pakistani scavengers’ and sweepers’ life” in the course of Business Communication

Internship / Work Experience:
• PTCL in different departments, interned from July 1 to August 12, 2006
• Ericsson Pvt Ltd, RF Department, Field Engineer from November 20, 2007 to January 5, 2009
• Worked as a field engineer in Ericsson for Zong and Warid projects in South (Sindh and Balochistan)
• LCC Pvt Ltd, RF Department, RF Engineer from May 10 to July 31, 2010
• Worked as an RF engineer in LCC on Huawei – Ufone project
• Internship at Indus Motor Company in Internal Audit Department, from 01-07-2013 to 15-08-2013

Extracurricular Activities / Hobbies:
• Participated as a volunteer at PAF museum for earth quake and flood victims
• Reading novels, swimming, watching movies and playing cricket
MUHAMMAD OVAIS IQBAL
ovais_libra537@hotmail.com

Graduation: 2012

Education:

Institute of Business Management (IoBM), Karachi
Masters of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.03

Electives:
- Investment Analysis
- Treasury & Fund Management
- Salary and Compensation
- Leadership Studies

Institute of Business Management (IoBM), Karachi
Bachelors of Business Administration (BBA), 2011
Cumulative GPA: 2.99

Dehli Government College, Karachi
Higher Secondary Certificate, 2006
A Grade, (71.27%)

Honours / Achievements:
- Awarded Certificate of Colloquium held at IoBM
- Awarded Certificate of Green Day Event at IoBM
- Won Mock Stock Trading Competition in 2009

Skills:
- Efficient in teamwork
- Sharp memory

- Hardworking and love to socialize with people and colleagues
- User level IT (Ms Office) knowledge

Major Term Papers / Research Work / Projects:
- Analysis of Pakistani Industries: Fertilizers industry of Pakistan
- Pakistan Economic Policy: Does Contractionary Monetary Policy Reduces Inflation Or Not
- Financial Management: Stock trading at Karachi Stock Exchange
- Pakistan Studies: Impact of Dowry on Lower Class
- Methods in Business Research: Identifying the Degree of Variability in the Preference And Consumption Pattern of Tea among Gender, Age and Profession
- Introduction to Business Finance: Financial Analysis of Oil Industries

Internship / Work Experience:
- State Bank Of Pakistan, Finance, interned from May 17 to June 23, 2010
- Habib Bank Limited, Retail and Consumer Banking, interned from June 22 to August 3, 2011

Extracurricular Activities / Hobbies:
- Internet surfing
- Spending time with friends and family
MUHAMMAD ZARLISH ZAHID SHAMSI
zarlishzahid@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.01

Electives:
• Corporate Finance
• Risk Management

• Strategic Financial Management
• Investment Analysis

Govt. College of Commerce & Economics, Karachi
Bachelor of Commerce (B. Com), 2008
1st Division, (65%)

Adamjee Science College, Karachi
Higher Secondary Certificate, 2006
A Grade, (75%)

Ideal Federal Secondary School, Karachi
Secondary School Certificate, 2004
A – 1 Grade, (85%)

Skills:
• Strong work ethics, team player, and ability to work with people from diverse backgrounds
• Proficiency in MS Office

Major Term Papers / Research Work / Projects:
• Corporate Finance: Research on Capital Structure of Industrial Engineering Sector
• Investment Analysis: Research on Derivative Market
• Risk Management: Risk Minimizing Strategies of Nishat Mills
• Financial Management: Forecasting of Financial Statement for Attock Cement
• Marketing Management: Case study on Brand strategies of Surf Excel
• Seminar in Economic Policy: Impact of Advertising on Sales of Telecom Sector

Internship / Work Experience:
• Terry World Textiles, Finance Department, Interned from April 15 to May 27, 2013

Extracurricular Activities / Hobbies:
• Have attended different personal development Programs like ‘RYLA 2010’ and ‘Karachi Youth Conference 2011
• Founder and Manager, CBM Management Society 2010-2012
• Represented school, college and university in a range of football, tennis, table tennis and cricket tournaments
Education:

Institute of Business Management (IoBM), Karachi  
Master of Business Administration (MBA), Major in Finance  
Cumulative GPA: 3.23

Electives:

• Investment Analysis
• Treasury & Fund Management
• Financial Derivatives
• Islamic Banking & Finance

Govt Premier College, Karachi  
Bachelor of Commerce (B.Com), 2009  
1st Division, (62%)

Govt. Dehli College, Karachi  
Higher Secondary Certificate, 2007  
B Grade, (64.9%)

Happy Home Secondary School, Karachi  
Secondary School Certificate, 2005  
A-1, (81%)

Honours / Achievements:

• Head of Publication and Advertisement Team for Student’s Project Exhibition and Competition, SPEC 2009
• Elected Treasurer of Executive Committee IEEE, IEEE Communications Society & IEEE - Women in Engineering, Student Branch at N.E.D. UET and member representative at PNEC NUS.
• Highest percentage holder at BAMM PECHS College for Women in Higher Secondary Certificate (Pre-Engineering), 2004-2005

Skills:

• MS Office
• Motivated & hard working
• Presentation Skills (Presentation and communication Skills Course of ICAP)

Major Term Papers / Research Work / Projects:

• Financial Management: Ratio Analysis for Dynea Pak Limited
• Advance Financial Management: Stock Valuation For OGDCL
• Investment Analysis: Analysis of an article on Brazil’s economy
• Financial Derivatives: Analysed the risk involvement in derivatives
• Treasury and Fund Management: LIBOR scandal
• Islamic Banking and Finance: Recommend a highly leverage firm to become an Islamic firm

Internship / Work Experience:

• Bank Alfalah Limited, Branch Operations, Interned from May 20 to June 18, 2011
• Synergy Advertising, Promotions Department, Blah Ambassador from October 1 to December 31, 2011

Extracurricular Activities / Hobbies:

• Worked for IoBM Finance Society
• Participated in Unilever’s Lipton Talent Hunt
• Participated in Intra Varsity Debate Competition
• Participated in Mock Trading Competition conducted by ACM Gold Pakistan
RAFIA ABDUL SATTAR
rafi.a.sattar@gmail.com

Graduation: 2012

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.32

Electives:
- Monetary Theory and Policy
- Topics in Macroeconomics
- Financial Economics
- Treasury and Fund Management

Institute of Business Management (IoBM), Karachi
Bachelor of Science, Economics & Finance, 2011
Cumulative GPA: 3.42

Institute of Business Management (IoBM), Karachi
Bachelor of Science, Economics & Finance, 2011
Cumulative GPA: 3.42

D.H.A College for Women, Karachi
Higher Secondary Certificate, 2006
A-1 Grade, (75.27)

Honours / Achievements:
- Represented IoBM and won second position at Global Investment Research Challenge (GIRC), 2010, organized by the CFA Association
- Awarded merit scholarship thrice during my BS (JH)

Skills:
- Successful team player

Major Term Papers / Research Work / Projects:
- GIRC: Constructed a financial model on Hub Power Company. A comprehensive stock research report was prepared using Dividend Discount Model as an appropriate valuation technique,PBR 2011
- Project Appraisal: Developed a financial model and feasibility report for the spice industry of Pakistan, 2009
- Methods in Business Research: Detailed research and analysis on “Consumer Preference for Nestle Milkpak over other brands in Pakistan” covering a sample size of 200, 2009
- Financial Institutions: Developed an investment portfolio and allocation of stated budget, covering a wide variety of investment opportunities for the general investors of Pakistan, 2008

Internship / Work Experience:
- GlaxoSmithKline Ltd. Head Office, Sales Force Activity, Project Trainee from October 2011 to date
  - Worked on Incentive policy implementation for 6 different teams. Was also responsible for meticulous incentive calculation. Prepared target allocation for 2012

Extracurricular Activities / Hobbies:
- Throw ball champion at school and college
- Watching tennis
SAFFA ABID
saffa.abid@gmail.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.41

Electives:
- Treasury & Fund Management
- International Finance
- Corporate Finance
- Financial Derivatives
- Islamic Banking & Finance
- Risk Management

Institute of Business Management (IoBM), Karachi
Bachelors in Business Administration (BBA Hons.-Finance), 2012
Cumulative GPA: 3.39

Karachi High School, Karachi
G.C.E. O’ Level, 2006
1 A, 2 Bs, 5 Cs, 1 D

Honours / Achievements:
- Merit based scholarship at Institute of Business Management
- Hafiz-e-Quran

Skills:
- Highly motivated and ready to take up new challenges and responsibilities
- Good research and computer skills (MS Office)

Major Term Papers / Research Work / Projects:
- Portfolio Management: Financial Modeling & Stock Valuation of Attock Cement
- Corporate Finance: Investigation of Factors influencing the Capital Structure of Construction & Material Companies in Pakistan
- Financial Derivatives: A comprehensive report on Mock Trading Activity conducted by ACM Gold
- Islamic Banking & Finance: Identification of Prohibitions according to Shariah from Financial statements of Berger Paints and Suggestion of Alternate Shariah Compliant Products
- Risk Management: Identification of Key Risks of Muslim Commercial Bank and suggestion of ways to manage those risks and techniques for measurement of those risks
- Project Appraisal: Term Report on Feasibility of Day Care Centre in Karachi

Internship / Work Experience:
- HBL, Financial Control, interned from June to July 2013

Extracurricular Activities / Hobbies:
- Participation in the CIMA Global Business Challenge
- Participation in Mock Trading Competition conducted by ACM Gold Pakistan
- Participation in CBMUN 2011, representing China in the UN Commission
SHAHID HUSSAIN
shahidsoomro1990@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.31

Electives:
• Treasury & Fund Management
• Financial Derivatives

Shah Abdul Latif University, Khairpur
Bachelors of Commerce (B.Com), 2009
1st Division, (65%)

Pilot Higher Secondary School, Larkana
Secondary School Certificate, 2005
B Grade, (69%)

Honours / Achievements:
• Certificate of Information Technology
• Participation certificates in various competitions and seminars at IoBM
• Active member of IoBM Finance Society

Skills:
• Proficient at MS Word, Excel and PowerPoint
• Typing Speed of 50 words per minute
• Effective written & oral English
• Expert at Adobe Photoshop

Major Term Papers / Research Work / Projects:
• Portfolio Management: Stock research report (Financial Model) of D.G Khan Cement Limited
• Treasury & Fund Management: Detailed Report on Pakistan’s Capital and Money Market
• Islamic Banking & Finance: Recommended Sharia Compliant Sources of Finance to Maple Leaf Cement Company
• Advanced Financial Management: Stock Valuation of OGDCL
• Seminar in Economic Policy: Thesis on effect of macroeconomic variables on the size of KSE100 Index

Extracurricular Activities / Hobbies:
• Reading
• Sports-Playing and watching cricket
Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.14

Electives:
- Corporate Finance
- Risk Management
- Islamic Banking and Finance

University of Karachi, Karachi
Bachelor of Commerce, 2009
Second Division (58.90%)

College of Accounting & Management Sciences, Karachi
ACCA UK, 2013 * - In progress

St. Peters High School, Karachi
O Level, 2004
3As, 5Bs 1C & 1D

British Council, Karachi
A Level, 2005
1B & 2Cs

Honours / Achievements:
- President of The Management Society of IoBM (2012-2013)

Skills:
- Action planning, commercial awareness and numeracy

Major Term Papers / Research Work / Projects:
- Studied the Risk Assessment Procedures of Soneri Bank
- Prepared a report on Performance of Mutual Funds in Pakistan
- Conducted a research on Human Resource Management Challenges of Pharmaceutical Industry
- Studied the impact of liquidity on the profitability of the paper & forestry sector in Pakistan

Internship / Work Experience:
- The Overseas Investors Chamber of Commerce & Industry (OICCI), PR & Publications, Communications Officer from April 2013 to date
- Abbott Laboratories, Finance Department, interned from February to March, 2013
- TCS Pakistan – Octara, Finance and Planning Department, interned from July to September, 2012

Extracurricular Activities / Hobbies:
- Member Literary & Public Speaking Society, IoBM, 2010 – 2011
- Operations Manager Conference on Corporate Governance, 2010
- Hobbies include computing, socializing with friends, watching movies and occasional reading
SYEDA HUMAIRA AKHTAR
huak_91@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.69

Electives:
- Treasury and Fund Management
- Risk Management
- Portfolio Management
- International Finance
- Corporate Finance
- Financial Derivatives

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.70- GOLD MEDALIST

Government Degree Science College Malir Cantt, Karachi
Higher Secondary Certificate, 2008
A-1 Grade, (83%)

SOS Hermann Gmeiner School, Karachi
Secondary School Certificate, 2006
A-1 Grade, (88%)

Honours / Achievements:
- Awarded Gold Medal at IoBM Convocation 2012
- Awarded Merit Scholarship during graduation years at IoBM from September 2009 to September 2013
- Secured 10th position in Karachi Board in Intermediate (commerce)
- One of the 32 students selected from Pakistan to attend Novartis Local Biotechnology Leadership Camp 2011
- Selected in top 15 teams from Pakistan to compete for CIMA global business challenge 2011

Skills:
- Highly motivated, hardworking, diligent
- Team player
- Good command over softwares like MS office, Bloomberg Professional, Reuters Eikon, SPSS

Major Term Papers / Research Work / Projects:
- Portfolio Management: Research paper on effect of profitability, book value, sales and cash flow on share price of firms in the food industry of Pakistan
- Financial Derivatives: Research paper on validity of future pricing model of single stock futures in Pakistan
- Treasury and Fund Management: Report on Pakistan foreign exchange market
- Risk Management: Detailed analysis of risk exposures and mitigation techniques for Adamjee insurance
- Corporate Finance: Analysis of Sanofi-Aventis and Lucky cement’s Dividend Policy
- International Finance: Report on the outlook of Fed and emerging market economies

Internship / Work Experience:
- Alternate Research (Private) Limited, Equity Research Analyst from February 1, 2013 to date
- Standard Chartered Bank, Client Due Diligence Officer, worked from June 25, 2012 to January 29, 2013
- Habib Bank Limited, Retail and consumer banking, interned from June 22 to August 3, 2011

Extracurricular Activities / Hobbies:
- Painting and sketching, reading books and travelling and experiencing new cultures
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 2.99

Electives:
• International Finance
• Project Appraisal
• Portfolio Management
• Risk Management

St. Joseph College for Women, Karachi
Higher Secondary Certificate, 2006
C Grade, (59%)%

Honours / Achievements:
• Awarded Best Head Volunteer at The Citizen’s Foundation Summer Camp Program 2008

Skills:
• Team Building
• Leadership
• Communication skills
• Decision-making

Major Term Papers / Research Work / Projects:
• Project Appraisal: Feasibility study for launching Shaky’s Pizza Chain in Pakistan
• Strategic Marketing and Planning: Case Study on Growth, Decline & Revival of JS Investments Ltd.
• E-Commerce: Research paper on Consumer Online Search and Purchase Behavior & the Utility of Recommendation Agents in Pakistan
• Strategic Financial Management: Financial Forecasting of Attock Cement Pakistan Limited

Internship / Work Experience:
• Standard Chartered Bank, Associate, Employee Banking from October 15, 2012 to date
• Responsible for acquiring, maintaining and developing the Employee Banking business through immaculate Customer Service
• JS Investments Ltd., Associate, Product Development and Channel Management, worked from April 25, 2011 to October 12, 2012

Extracurricular Activities / Hobbies:
• President, Literary and Public Speaking Society
• EM Head, Entertainment and Publications Society
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 2.99

Electives:
- Investment Banking and Security Analysis
- Islamic Banking and Finance

Government Premier College, Karachi
Bachelor of Commerce, 2008
1st division, (62%)

St Pauls English High School, Karachi
Secondary School Certificate 2004
A Grade, (71%)

Honours / Achievements:
- Participated in various debate competitions
- Member of IoBM finance society

Skills:
- Member of treasury department of Finance Society of IoBM 2011
- Participated in Speech and Debate competitions at various platforms
- Fluency in English
- Proficient with MS-Office

Major Term Papers / Research Work / Projects:
- Portfolio Management: Study on the relationship between stock and real estate price
- Investment Banking and Security Analysis: Studied IPO launch of International Steels Limited
- Islamic Banking and Finance: introduced Islamic financing modes to Byco.

Internship / Work Experience:
- Bank Alfalah Limited, Finance Department, interned from May 12 to June 22, 2013
- Institute of Business Management, Supply Chain Management Department, interned from May 20 to July 03, 2013
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.01

Electives:
- Financial Derivatives
- Risk Management
- Corporate Finance
- Analysis of Financial Statements
- Foreign Trade and Banking
- Islamic Banking & Finance
- International Finance
- Investment Analysis

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2011
Cumulative GPA: 2.88

DA College for Men, Karachi
Higher Secondary Certificate, 2007
B Grade, (69%)

The Karachi Academy, Karachi
Secondary School Certificate, 2005
A Grade, (73%)

Skills:
- Proficient in Microsoft Office and a quick learner of new systems
- Strong communication, presentation & report writing skills

Major Term Papers / Research Work / Projects:
- Research Paper: Impact of Monetary Policy on small and medium size commercial banks
- Comprehensive evaluation of Wateen Telecom’s financial statements & identifying the key risk involved
- Islamic Banking: Analysis of Islamic Capital Markets

Internship / Work Experience:
- Dubai Islamic Bank Ltd., Wealth Management Department, Assistant Product Manager from June 2013 to date
- Icon Securities (Pvt.) Ltd., Treasury Group, Forex Dealer from February 2, 2011 to May 31, 2013
  - Facilitating banks for inter-bank foreign exchange transactions
  - Analysis of market trends and their impacts on foreign exchange market
- Crosby Securities Pvt. Ltd., Interned as Research Associate from June 2 to August 2, 2010
  - Assisted in creating financial models of blue chip companies listed on KSE

Extracurricular Activities / Hobbies:
- Member of Youth Enhancement Society (YES) at IoBM
- Prominent part of a cricket club that competes at the domestic/zone level
- Organized a fund raising exhibition of Institute of Behavioral Psychology (IBP) in 2010
UROOJ AMANULLAH
uro_am@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration - (MBA), Major in Finance
Cumulative GPA: 3.71

Electives:
• Treasury & Fund Management
• International Finance
• Project Appraisal
• Risk Management

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2012
Cumulative GPA: 3.56

Karachi Public School, Karachi
Secondary School Certificate, 2006
A-1 Grade, 81%

Honours / Achievements:
• Awarded merit certificate for BBA (Hons.)
• Awarded merit scholarship during BBA (Hons.) and MBA
• Third Position in Higher Secondary Certificate (General Science Group)

Skills:
• Good writing skills
• Hard working and dedicated
• Ability to handle pressure

Major Term Papers / Research Work / Projects:
• Portfolio Management: Term report on Bond Market and Mock Trading in Stock Exchange
• Financial Derivatives: Term report on Trading in Pakistan Mercantile Exchange
• Treasury and Funds Management: Term report on Money and Capital Market
• Risk Management: Term report on Risk Management at MCB Bank

Internship / Work Experience:
• Citibank Pakistan (Head Office), Fixed Income Currency and Commodities (FICC), Interned from June 4 to July 13, 2012
  - Analysis of balance sheets of 30 banks and record management.

Extracurricular Activities / Hobbies:
• Reading Books
• Net surfing
• Listening to music
YOUSUF JAMIL SIDDIQUI
std_8888@iobm.edu.pk

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master in Business Administration (MBA), Major in Finance
Cumulative CGPA: 3.6

Electives:
- Risk Management
- Project Appraisal

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.66

Ladybird Grammar School, Karachi
Secondary School Certificate, 2006
A-1 Grade, (87%)

Honours / Achievements:
- Awarded merit scholarship during graduation years at IoBM
- Awarded merit certificate for graduating with the highest honors at IoBM Convocation 2012
- Global Finalist at CIMA Global Business Challenge 2012 held in Sri Lanka
- 2nd position in the country final of CFA Global Investment Research Challenge 2013

Skills:
- Excellent communication & team building
- Leadership & mentoring skills
- Good analytical skills
- Proficient at MS Office/SPSS

Major Term Papers / Research Work / Projects:
- Seminar in Economic Policy (thesis): Demand for fertilizers in Pakistan, determinants & future outlook
- Corporate Finance: Factors influencing capital structure of personal goods sector companies in Pakistan
- Strategic Marketing & Planning: Marketing strategy development for Shangrila Food’s Fruiti-O brand
- Financial Derivatives: Impact of financial derivatives on corporate risk & firm value
- CFA GIRC 2013: Stock research report & financial modeling for Fatima Fertilizers Pvt. Ltd.

Internship / Work Experience:
- EFU Life Assurance Pvt. Ltd., New Business Department, Senior Officer, working from May 6, 2013 to date
  Performing duties as Junior Life Underwriter in the division of Individual Life Assurance
- State Bank of Pakistan, Banking Services Corporation, interned from July 2 to August 10, 2012

Extracurricular Activities / Hobbies:
- Active participation in dialogue/ debates
- Active participation in various business contests
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.05

Electives:
- Analysis of Financial Statements
- Investment Analysis

Government Degree College, Gulshan e Iqbal, Karachi
Bachelor of Commerce, 2009
1st Division, (67%)

Pak Rays Academy Secondary School, Karachi
Secondary School Certificate (Matric.), 2005
A Grade, (74%)

Honours / Achievements:
- Certification of Simulation Topsim Startup at IoBM

Skills:
- Accounting Softwares (Peachtree, Quick-Book, Tally & Currency)
- MS Office

Major Term Papers / Research Work / Projects:
- Consumer Behavior: Report on the analysis of which factors consumers consider to choose a bank
- Methods of Business Research: Research on should IoBM have the hostel facility or not
- Total Quality Management: Project: Six Sigma & Quality Enhancement at Balouchistan Wheels Ltd.
- Advanced Financial Management: Project on Stock Valuation of OGDC

Internship / Work Experience:
- Prime HR Pvt. Ltd, Finance Department, interned from May 27 to July 9, 2013

Extracurricular Activities / Hobbies:
- Taekwondo (Pakistan Taekwondo Federation)
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance
Cumulative GPA: 3.4

Electives:
- International Finance
- Risk Management
- Portfolio Management
- Corporate Finance

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2012
Cumulative GPA: 3.37

St. Joseph’s College, Karachi
Higher Secondary Certificate, 2008
A Grade, (79.45%)

Honours / Achievements:
- Winner of French quiz competition at IoBM
- Awarded merit based scholarship at IoBM for two semesters.

Skills:
- Good time keeping skills
- Always willing to learn
- Good cognitive and analytical skills
- Knowledge of basic French language
- Proficient in MS Office applications
- Good with number crunching

Major Term Papers / Research Work / Projects:
- Analysis of Financial Statement: 10 years analysis of Ahmed Hassan Textiles
- Treasury & Fund Management: Impact of ALM on profitability of banking industry of Pakistan
- Portfolio Management: Investigated the explanatory power of accounting variables in determining share price of a company
- Risk Management: Management of key risks of MCB
- Financial Derivatives: Test the formula for future pricing using single stock futures

Internship / Work Experience:
- Syngenta Pakistan Ltd., Finance Department, interned from June 18 to July 29, 2012

Extracurricular Activities / Hobbies:
- Sports (Badminton, Basket Ball, Soccer & Throw Ball)
- Music & Movies
- Learning other languages
- Reading science and fiction.
TAHA SHAMIM SIDDIQUI

taha_shamim@yahoo.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance & Risk Management
Cumulative GPA: 3.06

Electives:

• Corporate Treasury and Risk Management

University of Karachi, Karachi
Master in Economics and Finance, 2010
1st Division, (66%)

Government Delhi College, Karachi
Higher Secondary Certificate, 2005
B Grade, (64%)

University of Karachi, Karachi
Bachelors of Commerce (B. Com), 2007
2nd Division

Chiniot Islamia Public School
Secondary School Certificate (Matric.), 2003
A-1 Grade, (84%)

Skills:

• Financial Accounting, Auditing, Economics, Taxation, Corporate Law, Leadership and Development

Major Term Papers / Research Work / Projects:

• Corporate Treasury and Risk Management: Virtual Treasury - detailed study on Engro’s Capital Structure
• Analysis of Financial Statements: Analysis of Hewlett Packard’s financial statements
• Risk Financing Techniques: Analysis of stock prices, volume and ratio analysis of 3 pharmaceutical companies of Pakistan

Internship / Work Experience:

• Meezan Bank Limited, Corporate Banking Department, Associate Relationship Manager, August 2013 to date
• Meezan Bank Limited, Corporate Banking Department, Senior Officer Operations from April 2011 to July 2013
• National Bank of Pakistan, interned from June 24 to August 10, 2010

Extracurricular Activities / Hobbies:

• Cricket
• Movies
• Online Series
Ayesha Farhat
Ayesha.farhat@hotmail.com
Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance & Risk Management
Cumulative GPA: 3.58

Electives:
- Takaful & Risk in Islamic Products
- Corporate Treasury & Risk Management

Institute of Business Management, Karachi
BS-Joint Honors. (Accounting & Finance), 2012
Cumulative GPA: 2.86

The Metropolitan Academy, Karachi
Secondary School Certificate, 2005
A+ Grade, (84%)

Honours / Achievements:
- Certificate of excellence during my internship at PSO (2011)

Skills:
- MS Word, Excel, Powerpoint, Outlook
- Analytical tools: Peach Tree, SPSS

Major Term Papers / Research Work / Projects:
- Advance FRM: Seminar on Enterprise Risk Management conducted at ICAP
- Credit Risk Management: Introduction to Basel II and Credit Risk under Basel II
- Takaful & Risk in Islamic Products: Risk Modeling in Standard Chartered Saadiq
- Corporate Treasury & Risk Management: Virtual Treasury- Portfolio Management

Internship / Work Experience:
- PSO, Internee-Accounts Payable from June to July, 2011
- SBP, Banking Services Corporation, interned from July to August, 2012
- Li & Fung Pakistan Trading, Management Trainee, Finance & Accounts from September to December, 2012

Extracurricular Activities / Hobbies:
- Sports: Swimming, Tennis
- Movies, Music, Reading in general
IMRAN HAIDER
Irman.haider22@live.com

Graduation: 2012

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance & Risk Management
Cumulative GPA: 3.0

Electives:
• Corporate Treasury
• Financial Regulations and Supervision

National University of Computer & Emerging Sciences (FAST), Karachi
Bachelor of Science Telecommunication Engineering, 2008
Cumulative GPA: 2.3

St Judes High School, Karachi
Secondary School Certificate, 2002
B Grade, (67.7%)

Skills:
• Strong analytical skills gained through internships and term projects
• Communication skills gained through presentation and course works

Major Term Papers / Research Work / Projects:
• Financial Regulations & Supervision: Application of Basel II accord on a hypothetical Bank balance sheet
• Corporate Treasury: Management of FX, liquidity and IR risk on a given hypothetical portfolio of a corporate treasury

Internship / Work Experience:
• Pak Brunei Investment Company Ltd, Middle Office and Operational Risk, from June 2012 till date
  - To monitor, assess and calculate market and operational risk. Weekly, monthly and quarterly Risk Reporting

Extracurricular Activities / Hobbies:
• Worked as a member of Sports Society
• Cricket
MOHAMMAD ASIM ABBASI  
std_6966@iobm.edu.pk  

Graduation: 2012

Education:

Institute of Business Management (IoBM), Karachi  
Master of Business Administration (MBA), Major in Finance & Risk Management  
Cumulative GPA: 3.21

Electives:

• Computational Methods of Risk  
• Project Risk Management

Institute of Business Management (IoBM), Karachi  
The City School, Karachi
Bachelor of Science (Joint Hons.), 2010  
A Levels, 2006
Cumulative GPA: 3.29  
1 A, 1 B & 1 D

The City School, Karachi
O Levels, 2004
2 As, 4 Bs, 2 Cs, 1 D & 1 E

Honours / Achievements:

• Silver and Bronze Standard of the International Award for the Young People by The Duke of Edinburg  
• Head Publications of Dialogue Society at IoBM  
• Attended workshop on ‘Framework for Analysis of Financial Institution’s Performance  
• Had the honor of doing three Certificate Courses on Accounting and Auditing at IoBM

Skills:

• Successful Team Player  
• Excellent Presentation Skills  
• Free Lance Report Writing/Creative Writing  
• Proficient in MS-Office, SPSS & E-views

Major Term Papers / Research Work / Projects:

• Five year Analysis of Financial Statements of Parke-Davis, A Subsidiary of Pfizer Pharmaceutical Company  
• Coal Power Plant Project Appraisal Report  
• Indus Motor Company: Risk Analysis & Management  
• Role of The New York Times in the Financial Instability  
• Impact of Working Capital Management and Capital Structure on the Profitability of the Firms in the Automobile Sector of Pakistan

Internship / Work Experience:

• HBL, Risk Management, interned from October 10 to November 7, 2011  
• Roche Pakistan Limited, Treasury Department, interned from May 25 to July 5, 2010  
• GlaxoSmithKline (Pakistan) Limited, Global Accounting Department, interned from May 22 to June 13, 2008  
• AA & Associates, Legal Department, interned from June 19 to July 16, 2006
MUHAMMAD MATEEN
mateen.yaseen7@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Finance & Risk Management
Cumulative GPA 3.00

Electives:

- Project Risk Management
- Investment Analysis

Institute of Business Management (IoBM), Karachi
Bachelor of Science (Joint Honors), 2011
CGPA 2.63

Jennings Secondary School, Karachi
Secondary School Certificate, 2004
B Grade, (62%)

Honours / Achievements:

- Letter of appreciation from Shell Pakistan
- Best intern summer 2010 at Icon Securities

Skills:

- Financial, Market and Feasibility Analysis
- Risk Management
- MS Office
- SAP

Major Term Papers / Research Work / Projects:

- Investment Analysis: Financial Analysis of Cement Sector, Automobile Sector, Food Sector
- Risk Financing Techniques: Use of Purchased and Stored Liquidity in Commercial Banks

Internship / Work Experience:

- Shell Pakistan Limited, Credit Department, interned from June to August, 2012
- D-Zee Textiles LLC, Feasibility Analyst, Finance Department, worked from January to May, 2011
- Icon Securities (Pvt.) Limited, Treasury Department, interned from June to September, 2010

Extracurricular Activities / Hobbies:

- Playing cricket and chess, watching movies, reading and socializing
RAJESH PUNJWANI
rpunjwani@gmail.com; rpunjwani@ufone.blackberry.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance & Risk Management
Cumulative GPA: 3.02

Electives:
- Corporate Treasury & Risk Management
- Project Risk Management

Institute of Business Management, Karachi
Bachelor of Science (Joint Honors), 2011
Cumulative GPA: 3.0

Bahria College NORE I, Karachi
Higher Secondary Certificate, 2006
B Grade, (62 %)

Jennings Secondary School, Karachi
Secondary School Certificate, 2004
A Grade, (77%)

Honours / Achievements:
- Awarded financial assistance during graduation years at IoBM
- Participated in P&G Business Challenge

Skills:
- Flexible team player who can effectively prioritize and manage multiple projects
- Flexible and adaptive to Changes and excellent interpersonal and problem solving skills
- Good in Microsoft Office

Major Term Papers / Research Work / Projects:
- Investment Analysis: Evaluation of certain stocks value
- Portfolio Management: Equity and fixed portfolio management
- Risk Financing Technique: Identifying the risk mitigation techniques in an organization

Internship / Work Experience:
- MCB Bank Ltd., Trainee Business Officer from September 2011 to date
  - Trade Operation and Banking Operations
- MCB Bank Ltd., Quality Service Department, interned from August to September 2010

Extracurricular Activities / Hobbies:
- Member of event management team of ‘Egalitarians’ Economics Society of IoBM
- Participate in social, economic and political discussions
SYED HARIS MAZHAR
harismazhar108@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance & Risk Management
Cumulative GPA: 3.0

Electives:
• Corporate Treasury and Risk Management

CA (Foundation and Intermediate)
CA Foundation, Passed
1st Division, (67%)

University Of Karachi, Karachi
Bachelors of Commerce, 2007
2nd Division

Chiniot Islamia Public School
A-1 Grade, (86%)

Skills:
• Financial Accounting
• Auditing
• Economics

Major Term Papers / Research Work / Projects:
• Corporate Treasury and Risk Management:: Virtual Treasury
• Analysis of Financial Statements: Analysis of Attock Cement statements
• Risk Financing Techniques: Analysis of Pharmaceutical Companies Stock Prices and Volume

Internship / Work Experience:
• Bank Al-Habib from June 2013-to date
  - Working as General Banking Officer
• Jubilee Life Insurance from January 2013 to May 2013
  - MTO
• A.R.Suriya & Co. from March 2011 to July 2011
  - Audit Trainee

Extracurricular Activities / Hobbies:
• Cricket
• Movies
UMAIR AHMED ZOBERI
umairzoberi@hotmail.com

Graduation: 2012

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Finance and Risk Management
Cumulative GPA: 3.24

Electives:
- Corporate Treasury and Risk Management
- Project Risk Management

Foundation University Institute of Engineering and Management Sciences (FUIEMS), Rawalpindi
Bachelor of Business Administration (Hons.), 2008
Cumulative GPA: 3.51

Fauji Foundation College for Boys, Rawalpindi
Higher Secondary Certificate, 2004
B Grade, (66.72 %)

Honors / Achievements:
- Certification in computer based tests related to banking in deposits and AML module
- Member of Vision and Literacy International Pakistan Branch

Skills:
- Firm grasp of Account Opening, KYC / AML, Prudential Regulations.
- Deep understanding of different types of risks and mitigation of these risks using various risk management techniques
- Strong communication, analytical and interpersonal skills
- Microsoft Word, Excel and PowerPoint

Major Term Papers / Research Work / Projects:
- Analysis of Financial Statements: In depth analysis of financial statements for Quetta Textile
- Treasury Management: Virtual trading of different equities, commodities, etc and maintaining their portfolio
- Final Project (BBA): Influence of product quality and after sales services on customer satisfaction.

Internship / Work Experience:
- Bank Al Habib, Centralized Account Opening Department, working from March 2009 to date
  - Working as team leader in centralized account opening department

Extracurricular Activities / Hobbies:
- Volunteer work as receptionist in a software company
- Tutoring
- Internet and sports
ZAIRAH MUQADDAS ANSARI
zairah.ansari@yahoo.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Health and Hospital Management
Cumulative GPA: 3.33

Electives:
• Hospital Administration
• Concept of Primary Health Care

• Introduction to Epidemiology
• Pharmaceutical Administration

Liaquat National School of Physical Therapy and Rehabilitation, Karachi
Bachelor of Physiotherapy, 2010
1st Division, (83%)

B.I.E.K
Higher Secondary Certificate, 2005
A Grade, (71%)

Gulshan-e-Iqbal Secondary School, Karachi
Secondary School Certificate, 2002
A Grade, (75%)

Honours / Achievements:
• Achieved 2nd position in final year of Bachelors in Physiotherapy
• Achieved 1st position in third year of Bachelors in Physiotherapy
• Achieved 3rd position in second year of Bachelors in Physiotherapy

Skills:
• Conceptual and analytical thinking, fostering teamwork, creativity
• Good interpersonal communication

• Knowledge of Microsoft Office, SPSS, and EpiData software.
• Knowledge of conducting research

Major Term Papers / Research Work / Projects:
• Research and Survey Methodology: To Determine the Factors Affecting Occupational Health Status of Emergency Department Doctors
• Hospital Administration: To design Virtual Clinical Diagnostic Department of a Hospital
• Epidemiology: Research Proposal for Cohort Research Study
• Concept of Primary Healthcare: Health Psychology Booklet: Medicine & Health Psychology Linkage
• Research Thesis Project: Occupational Stress among Emergency Healthcare Providers

Internship / Work Experience:
• Private Clinic, Physiotherapist from April 1, 2011 to March 31, 2013
  - Worked as a musculoskeletal physiotherapist in outpatient setup
• Freelance, Research Assistant / Coordinator from January 6, 2012 to January 8, 2013
  - Worked as Assistant Researcher / Coordinator doing literature review, data entry/analysis, document formatting and conducting internet research

Extracurricular Activities / Hobbies:
• Member of CBM Society of Health Managers as Publication Manager
• Freelance assistance of medical writing and designing reading materials
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource
Cumulative GPA: 3.38

Electives:
- Recruitment & Selection
- Performance Appraisal & Management
- Salary & Compensation
- Leadership Studies

Govt. College of Commerce and Economics, Karachi
Bachelor of Commerce, 2009
1st Division, (71 %)

Govt. College of Commerce and Economics, Karachi
Higher Secondary Certificate, 2007
A Grade, (76 %)

Mount View Secondary School, Karachi
Secondary School Certificate, 2005
A-1 Grade, (85 %)

Honors / Achievements:
- Participated in Topsim “Startup” game held for the students of Entrepreneurship course at IoBM
- Participated in Marketing Conference held at IoBM

Skills:
- Communication Skills
- Proficiency in MS-Office

Major Term Papers / Research Work / Projects:
- Performance Appraisal & Management: Term Paper on PA system of Pharm Evo (Pvt) Ltd
- Recruitment & Selection: Presentation on Orientation, Training & Career planning
- Salary & Compensation: Prepared a detailed report on salary structure of Baluchistan Wheels Limited
- Human Resource Management: Term Paper on Organizational Culture Of Pakistan State Oil
- Corporate Social Responsibility: Prepared a report on CSR activities of GlaxoSmithKline (GSK)
- Financial Management: Conducted ratio analysis of financial statement of Baluchistan Wheels Limited

Internship / Work Experience:
- Meezan Bank Limited, Relationship Manager, working from March 4, 2013 to date
- Performing hiring and transfer related activities of Central Region (inclusive of 140+ branches)
- Habib Metro Bank, Human Resource Department, interned from January 4 to March 1, 2013

Extracurricular Activities / Hobbies:
- Reading
- Cooking
ADEELA AKHLAQ
adeela_akhlaque@yahoo.com

Graduation: 2012

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.01

Electives:
- Employee Training & Development
- Recruitment & Selection
- Public Relations/Corporate Communications
- Industrial Relations & Labour Laws
- Organizational Change & Development
- Leadership Studies

Institute of Business Management (IoBM), Karachi
Bachelor of Science (Joint Hons.), 2010
Cumulative GPA: 2.71

College of Accounting & Management Sciences, (CAMS), Karachi
Higher Secondary School Certificate, 2004
A Grade, (72.81%)

Beacon House School System, Karachi
Secondary School Certificate, 2002
A Grade, (75%)

Skills:
- Computer literate; Ms Office Proficient
- Socially interactive & persuasive, work in a team or to lead it
- Fluent in English language; competent inter-personal communication & leadership skills

Major Term Papers / Research Work / Projects:
- Recruitment & Selection: A meeting with the HR Head of Johnson & Johnson
- Leadership Studies: Types & styles of leadership & various national & global leaders
- Employee Training & Development: Cupola’s Training & Development activities; Lead the group of six
- Public Relations, Event Management & Corporate Communication: Organized an event on Corporate Social Responsibility (CSR) and its ongoing challenges at IOBM
- Marketing Management: Interviewed the General Manager of Bar.BQ Tonight on work dynamics & quality management.

Internship / Work Experience:
- Beacon-House School System, Business Coordinator O - Levels from October 18, 2011 to date
- Dubai Islamic Bank, Avari Tower Branch, interned from October 25 to December 5, 2009
- Citibank, Human Resource Branch, interned from June 25 to August 3, 2007

Extracurricular Activities / Hobbies:
- Participated in a one day work-shop on the goes-about & essentials of “Merchandizing” held at IoBM
- Mentored a Bake Sale at Beacon-House (Defense Campus) of approximately 1200 students for charity
- Socializing & meeting new people
- Writing, reading, listening to music and shopping
Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.19

Electives:
- Employee Training & Development
- Public Relations & Event Management
- Industrial Relations & Labour Laws
- Leadership Studies
- Recruitment & Selection
- Strategic Human Resource Management
- Organizational Change & Development
- Performance Appraisal & Management

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2011
Cumulative GPA: 2.99

The Lyceum School, Karachi
A Levels, 2007
1A, 1C & 1D

Aureole High School, Karachi
O Levels, 2005
2As, 2Bs & 2Cs

Honours / Achievements:
- Attended Zenith Leadership & Development Program, 2011, at IoBM

Skills:
- Interpersonal skills
- Team player
- Result oriented
- Time Management
- Delivering under pressure
- Multi-tasking

Major Term Papers / Research Work / Projects:
- Seminar on Economic Policy: Repercussions of Devaluation of Pak Rupee
- Strategic Financial Management: Financial & non-financial analysis of KESC’s AZM TFCs
- Employee Training & Development: Training & development procedures of Engro Foods
- Information Systems Management: Role of social media in developing Small-Medium Enterprises in Pakistan
- Strategic Marketing & Planning: Strategic marketing analysis of Habib Recipe Masala
- Total Quality Management: Quality measures, controls and processes undertaken in Habib Oil Mills

Internship / Work Experience:
- AbuDawood Pakistan Limited, Human Resource Department, Interned from September 19 to December 19, 2012
- Linde Pakistan (formerly BOC), Human Resource Department, Interned from June 4 to July 21, 2012
- Dubai Islamic Bank Pakistan Limited, Human Resource Department, Interned from July 1 to August 20, 2011

Extracurricular Activities / Hobbies:
- Reading non-fiction books, traveling, playing table tennis, listening to music and baking
AMBREEN SHAMS SOMANI
ambreen.somani@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.26

Electives:
- Industrial Relation and Labour Laws
- Performance Appraisal & Management
- Salary & Compensation
- Employee Training & Development

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2012
Cumulative GPA: 3.19

Bahria Foundation College, Karachi
Higher Secondary Certificate, 2008
A Grade, (76.45%)

Honours / Achievements:
- Awarded financial assistance during graduation years at IoBM
- Awarded scholarship from AKESP for Bachelor’s Degree.

Skills:
- Proficient in Microsoft Office (Word, Excel and Power Point)
- Efficient in data entry work and keeping records

Major Term Papers / Research Work / Projects:
- Performance Appraisal: Report on how PSO conducted its performance appraisal
- Salary & Compensation: Report on analysis of salary slips of two different nurses
- Training & Development: Conducted training
- Recruitment & Selection: Presentation on interview process
- Organizational Change & Development: Small case study on Sheraton/Manual on what we learn from games/Presentation on “The Fifth Discipline”
- Leadership Studies: Report on the corporate leader

Internship / Work Experience:
- Abbott Laboratories Pakistan, Human Resource Department, interned from January 27 to March 6, 2012
  - Field Force Analysis/Recruitment Drive 2012/ Personal Employee Filing

Extracurricular Activities / Hobbies:
- Interested in voluntary service, music, sports, cooking and reading short stories
- Former Member of The Aga Khan Girls Guides Association
AMMARA AHER
ammara.ather@gmail.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Masters in Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.4

Electives:
- Recruitment & Selection
- Performance Appraisal & Management
- Salary & Compensation
- Employee Training & Development
- Brand Management
- Integrated Marketing Communication
- Advertising
- International Marketing

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.26

The City School, Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.4

O Levels, 2006
3 Bs, 2 Cs, 2 Ds

Honours / Achievements:
- Awarded Merit Scholarship during graduation years at IoBM

Skills:
- Orientation towards quality work
- Proficient in Microsoft Office, Internet Research
- Good presentation skills
- Ability to grasp new concepts
- Good at meeting deadlines and working as a team
- Highly motivated and ready to take up new challenges and responsibilities
- Hard working and devoted

Major Term Papers / Research Work / Projects:
- Salary & Compensation: Developed a case study on “Compensation Management Issue at Shan Foods (Pvt.) Ltd.”
- Employee Training & Development: Organized an Entrepreneurship Training Session on “Being Your Own Boss”
- Brand Management: Prepared a Term Project on “Global Branding Versus Local Branding”
- Integrated Marketing Communications: Prepared a Term Paper on “Advertising Design of Garnier Skin Naturals”
- Advertising: Prepared a TVC, Radio Ad & a Print Ad for Sting (Energy Drink).
- International Marketing: Developed a Case Study on “Bisconni Chocolate Chip Cookies”

Internship / Work Experience:
- Agility Logistics (Pvt.) Ltd., Human Resources, interned from July 11 to August 22, 2012

Extracurricular Activities / Hobbies:
- Reading and Glass Painting
ANAM MASROOR
anammasroor@yahoo.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Masters of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.49

Electives:
- Organizational Change & Development
- Performance Appraisal & Management
- Strategic Human Resource Management
- Employee Training & Development

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.36

The Mama Parsi Girls’ Secondary School, Karachi
Secondary School Certificate, 2006
A-1 Grade, (88.8%)

Honours / Achievements:
- Awarded financial assistance during graduation years at IoBM

Skills:
- Proficient in Microsoft Word, PowerPoint and Excel
- Good communication and presentation skills

Major Term Papers / Research Work / Projects:
- Marketing Management: Presentation on Colgate and Safeguard
- Consumer Behavior: Why PTV is not an urban phenomenon
- Pakistan Economic Policy: Industrialization in Pakistan
- Methods in Business Research: Why People prefer to watch other channels and not PTV
- Performance Appraisal: Performance Management System at Pak Brunei Investment Company
- Strategic Human Resource Management: Employee Separation at ICI Pakistan Limited

Internship / Work Experience:
- Elixir Securities, interned from October 15 to November 30, 2012

Extracurricular Activities / Hobbies:
- Member of Egalitarians Society at IoBM (Promotional work)
- Participated in the Declamation Contest at Karachi Club
- Interested in reading novels and books
Education:

Institute of Business Management (IoBM), Karachi
Master in Business Administration (MBA) Major in Human Resource Management
Cumulative GPA: 3.4

Electives:
- Recruitment and Selection
- Employee Training and Development
- Performance Appraisal & Management
- Organizational Change & Development

Institute of Business Management (IoBM), Karachi
Bachelor in Business Administration, 2012
Cumulative GPA: 3.29

The Karachi Academy, Karachi
Secondary School Certificate, 2006
A+ Grade, (89.5%)

St. Joseph College for Women, Karachi
Higher Secondary Certificate, 2008
A+ Grade, (80%)

Skills:
- Highly motivated and ready to take up new challenges and responsibilities
- Hard working and dedicated
- Good in meeting deadlines and motivating others

Major Term Papers / Research Work / Projects:
- Human Resource Management: Term report on HR practices at Faysal Bank
- Recruitment and Selection: Term report on Talent Acquisition
- Employee Training and Development: Term report on comparing training practices at HBL, Standard Chartered and Alfalah
- Performance Appraisal: Term report on Performance Appraisal system of MCB
- Salary and Compensation: Term report on salary structure of The Citizen Foundation
- Leadership Studies: Term report on Mohandas Karamchand Gandhi

Internship / Work Experience:
- 360 training.com, interned from March 6 to May 17, 2013
- Faysal Bank, interned from June 7 to August 17, 2012
- Emirates Global Islamic Bank, Islamic Banking, interned from May 19 to June 30, 2009

Extracurricular Activities / Hobbies:
- Enjoy solving crossword puzzles
- Net surfing
- Drawing
- Listening to music
FARAH FAYYAZ
farahfayyaz@live.com
Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource
Cumulative GPA: 3.43

Electives:
- Recruitment and Selection
- Performance Appraisal and Management
- Salary and Compensation
- Training and Development

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2012
Cumulative GPA: 3.28

Shaheen Public School, Karachi
Secondary School Certificate, 2006
A Grade, (79.17%)

Honours / Achievements:
- Received Merit Scholarship in IoBM

Skills:
- Proficient in MS-Office
- Good interpersonal skills

Major Term Papers / Research Work / Projects:
- Recruitment and Selection: Future HR focus on Best Practices, KPI and E-HR
- Strategic Human Resource Management: Human resource in JnJ
- Performance Appraisal: Performance Appraisal at SSGC

Internship / Work Experience:
- Siemens Engineering Pakistan, HR, interned from May 17 to June 28, 2012
- Agha Khan University Hospital, HR, interned from June 16 to July 29, 2011
- Ismail Industries Limited, HR, interned from May 16 to June 15, 2011

Extracurricular Activities / Hobbies:
- Participated in a conference “How Companies Play to Win” held at IoBM
- Appreciation as a class representative in CIBES (2006-2007).
- Participated in GTI and completed a course on MS Office twice in (2004 & 2005)
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.01

Electives:

- Recruitment & Selection
- Salary & Compensation
- Public Relations/Corporate Communications
- Leadership Studies
- Employee Training & Development
- Industrial Relations & Labour Laws
- Advertising
- Brand Management

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2010
Cumulative GPA: 2.82

Khatoon-e-Pakistan Govt, Deg. College Karachi
Higher Secondary Certificate, 2005
C Grade, (57%)

The Mama Parsi Girls’ Secondary School, Karachi
A-1 Grade, (83%)

Skills:

- Microsoft Office
- HRIS

Major Term Papers / Research Work / Projects:

- Salary & Compensation: Comparative salary survey of Indus Motors and Atlas Honda Limited
- Training & Development: Developed a complete training plan for Shapes Club

Internship / Work Experience:

- Greenstar Social Marketing Pakistan, Assistant Manager HR, worked from December 4, 2012 to date
  - Single handedly over saw training and development function, conducted and organized in house and outsource training programs
  - Initiated the 360 degree performance appraisal system and developed a guidebook for performance management
  - Managed employee engagement activities and HR Publications
- Atlas Honda Limited, Executive HR, worked from May 23, 2011 to November 30, 2012
- TenPearls LLC, Executive HR, worked from March 1, 2010 to May 6, 2011

Extracurricular Activities / Hobbies:

- Reading
- Train the Trainer by Wali Zahid
- Middle Management Development Program
- ISO 9001: Quality Management System
- Volunteer at TCF
KIRAN ASIF
kiranasif19@hotmail.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.33

Electives:
• Leadership Studies
• Recruitment & Selection

University of Karachi, Karachi
Bachelor of Commerce (B. Com), 2009
1st Division (66%)

PECHS Girls School, Karachi
A-1 Grade, (85%)

Skills:
• Competent in Microsoft Office applications
• Presentation Skills

Major Term Papers / Research Work / Projects:
• Strategic HRM: Report on Human Resource Department of Jang Group of Companies;
• Recruitment and Selection: Presentation on emotional intelligence and psychometric testing
• Performance Appraisal: Performance appraisal analysis of Shan Foods
• Salary and Compensation: Salary and benefits structure of BWL
• Leadership Studies: Report on complete life of great leader Quaid-e-Azam
• Seminar in Economic Policy Thesis on HR role in units performance-

Internship / Work Experience:
• AF Ferguson, HR Department, interned from July to August 2012
  - Organized data and files for executives
  - Assisted executives in recruitment functions
  - Screening of CVs and correspondence with candidates

Extracurricular Activities / Hobbies:
• Arranging events
• Dress designing
• Yoga and fitness activities
MAHAM FAIYAZ SIDDIQUI  
maham_faiyaz@hotmail.com  
Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi  
Master of Business Administration (MBA), Major in Human Resource Management  
Cumulative GPA: 3.05

Electives:  
- Negotiation Skills and Collective Bargaining  
- Organizational Change and Development

Institute of Business Management, Karachi  
Bachelor of Business Administration, 2011  
Cumulative GPA: 3.06

The Mama Parsi Girls Secondary School, Karachi  
Secondary School Certificate, 2004  
A-1 Grade, (81%)

Honours / Achievements:  
- The editor (English section) of the college magazine Payam-e-Cibe  
- Awarded the 4 year HEC – Japanese scholarship for Bachelor

Skills:  
- Excellent Communication skills both written and verbal  
- Proficient use of MS - Office

Major Term Papers / Research Work / Projects:  
- Recruitment and Selection: Report on the recruitment policies and procedures of Clairant Pakistan Ltd.  
- Performance Appraisal: Designed an alternative called “Pharos Model” to replace the traditional appraisal system as part of the performance appraisal course.  
- Employee Training and Development: Report on the training and development practices of Toyota Motors  
- Leadership Studies: Organized the event “Summer Food Fiesta” as part of leadership project

Internship / Work Experience:  
- Shell Pakistan Limited, Recruitment Officer from April 2012 to date  
- Assisting in all recruitment processes: coordination of interviews, recruitment related communication, reference CVs and updation of the recruitment database.  
- Narejo Human Resources, interned from February to April 2012

Extracurricular Activities / Hobbies:  
- Reading literature, non-fiction, biographies etc
**NIDA KHAN**
std_7525@iobm.edu.pk

Graduation: 2013

**Education:**

**Institute of Business Management (IoBM), Karachi**
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.0

**Electives:**
- Salary & Compensation
- Public Relations/Corporate Communications
- Performance Appraisal & Management
- Industrial Relations & Labour Laws
- Recruitment & Selection
- Organizational Change & Development
- Strategic Human Resource Management
- Leadership Studies

**Institute of Business Management (IoBM), Karachi**
Bachelor of Business Administration (Hons.), 2011
Cumulative GPA: 2.95

**Foundation Public School, Karachi**
A – Levels, 2007
2 Cs & 1D

**The City School, Karachi**
O – Levels, 2005
3 As & 6 Bs

**Skills:**
- Good analytical, presentation and creative writing skills
- Excellent communication skills; fluent in English & elementary proficiency in French
- Proficient user of Microsoft Office
- Good team player

**Major Term Papers / Research Work / Projects:**
- Industrial Relations & Labour Laws: Workers Participation in Management
- Organizational Change and Development: OD process for Chase Store
- Leadership Studies: Business Leader Research on Tata Empire
- Recruitment & Selection: Interviewing Techniques
- Salary & Compensation: Comparison of Salary Structures in Citibank and HBL
- Performance Appraisal & Management: Performance Management System of Al Baraka Bank

**Internship / Work Experience:**
- Hasnain Tanweer Associates, Recruitment Department, Interned from October 2012 to January 2013
- TCS Pvt. Ltd., Human Resources & OD Department, Interned from November 2011 to January 2012
- Hum Network Ltd., Human Resource Department, Interned from June to August 2011

**Extracurricular Activities / Hobbies:**
- Worked at old age people home for social work
- Passion for nature photography
- Attended seminars at Zenith-Leadership and Development Conference 2009 and 2010
SANIYASOHAIL
saniyasohail_12@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.13

Electives:
- Salary and Compensation Management
- Performance Appraisal and Management
- Organizational Change and Development
- Negotiation Skills and Collective Bargaining

Institute of Business Management, Karachi
Bachelor of Business Administration, 2011
Cumulative GPA: 2.8

D.A. Degree College for Women, Phase VIII, Karachi
Higher Secondary Certificate, 2006
A Grade, (77%)

D.A. Degree College for Women, Phase VIII, Karachi
Secondary School Certificate, 2004
A Grade, (77%)

Honours / Achievements:
- Writer of two published articles on branding and promotions in ‘Dimensions’ - Marketing Magazine, IoBM
- Offered a job after internship at Lakson group of companies
- Awarded Certificate of Excellence at PSO
- Nominated as a Coordinator for ‘the Rahbar program’ organized by TCF

Skills:
- Skilled Communication
- Goal Orientation

Major Term Papers / Research Work / Projects:
- Recruitment and Selection: Carried out the job analysis and the entire recruitment process for a job position
- Performance Management: Analyzed Shell’s performance management system and devised an appraisal form
- Strategic Marketing and Planning: Analyzed Shangrila Foods corporate strategy and suggested an alternate strategy
- Production Management: Made a feasibility report on opening of Starbucks in Pakistan
- Financial Management: Performed real-time trading of shares on the Karachi Stock Exchange
- Brand Management: Wrote a brand launch plan for Engro Foods Ltd

Internship / Work Experience:
- Shell Pakistan Ltd, Learning Advisor from April 15, 2013 to date
- Arrange External/Internal Trainings, Manage Promotion/Resignation/Confirmation, UBL card, SAP, HRSD
- Pakistan State Oil, Training and Organizational Development, Duration of Internship from June 15 to July 22, 2013

Extracurricular Activities / Hobbies:
- Worked with Marketing Society, Strategic Human Resource Society and Entertainment Society of IoBM.
- Volunteered for 10 days at flood relief camp in 2010, Collected donations - Child Cancer Campaign for NICH
SARA SHAHAB LODHI
sara_0617@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.3

Electives:
- Performance Appraisal & Management
- Employee Training & Development
- Recruitment and Selection
- Salary and Compensation

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.06

Pakistan International School, Riyadh
A Levels, 2008
1 A, 2 Bs

Pakistan International School, Jeddah
O Levels, 2006
3 As, 5 Bs, 1 C

Honours / Achievements:
- Runner Up of AKU Inter-University Throw ball Tournament, 2009
- Member of the organization committee to conduct a session on “From Human Beings to be Human”, 2009

Skills:
- Proficiency in MS Office 2007
- Linguistic Skills: English, Urdu
- Photography
- Good Interpersonal Skills

Major Term Papers / Research Work / Projects:
- Executive Pay System at Lucky Cement, August 2013
- Organized a Training Session on “Being Your Own Boss”, April 2013
- The Performance Appraisal System at Engro Foods, December 2012
- Research Paper on Dealing with Employee Issues in Pakistan, December 2012
- Designed an Advertising campaign for Sting with a different Positioning Strategy, April 2012
- Analysis of Nestlé’s 8 Glass Rozana Campaign, December 2011

Internship / Work Experience:
- Event Architects Pvt Ltd, Marketing department, interned from June 2012 to July 2012
- Standard Chartered Bank, interned from May to June, 2010

Extracurricular Activities / Hobbies:
- Playing throw ball & badminton
SAMANA GHAZANFAR
samanaghanfar@hotmail.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.28

Electives:
• Leadership Studies
• Organizational Change & Development

Institute of Business Management, Karachi
Bachelor of Business Administration BBA(H), 2012
Cumulative GPA: 3.06

Army Public School Saddar, Karachi
O - Levels, 2006
3 As, 4 Bs & 1C

Honours / Achievements:
• Organized a seminar at IoBM named “Ambassadors of Goodwill”
• Participated in a video making contest at IoBM named ‘VideoRama’ and video got selected for top 5
• President, Urdu and English debate society in school (Shaheen School System, Islamabad)
• Won numerous prizes in Badminton Inter-school championships

Skills:
• Ability to work as a team or individually
• Ability to Multi-Task and Strong presentation skills
• Excellent Urdu & English Communication Skills
• Proficient in MS Word, Excel, PowerPoint

Major Term Papers / Research Work / Projects:
• Methods in Business Research: Researched ‘Effect of Smell branding on Consumer Purchase Decision’
• Recruitment & Selection: Report on ‘Recruitment & Selection Process at Aga Khan’
• Salary & Compensation: Researched the Salary & Compensation packages offered by two Islamic Banks

Internship / Work Experience:
• TCS Express & Logistics, Customer Service Department, interned from July 5 to August 16, 2012
• JS Investments (JSIL), Human Resource & Marketing, interned from June 6 to July 10, 2011
• USAID-EDlinks English Excel Camp, Resource Person from May 18 to 23, 2009
  - Designed & executed a one week training program, specifically designed for interior Sindh School students, in order to expose them to different ways of learning the English language.

Extracurricular Activities / Hobbies:
• Reading Novels
• Badminton
• Volunteering
• Watching Movies
SAMEEA PERVEZ ALI
sameea.pervez@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.01

Electives:
- Employee Training & Development
- Performance Appraisal & Management
- Recruitment & Selection
- Leadership Studies

Institute of Business Management, Karachi
Bachelor in Business Administration, 2012
CGPA: 3.48

St. Joseph’s Convent High School
Secondary School Certificate, 2006
A-1 Grade, (88%)

Honours / Achievements:
- Awarded merit scholarship during BBA (3rd to 6th semester)

Skills:
- Leadership and team building skills
- Research and analytical skills
- Good writing skills

Major Term Papers / Research Work / Projects:
- Methods in Business Research: Effect of cause related marketing on consumer purchase decision
- Strategic Human Resource Management: Addressing the turnover problem at Novartis.
- Recruitment and Selection: Importance of Labor Relations
- Leadership Studies: Exceptional Leadership Qualities Of Nelson Mandela
- Strategic Management: Researching Firm Level Strategy And Competitiveness For Sanofi Aventis
- Negotiation Skills And Collective Bargaining: A comparison on the labor relations in three textile companies
- Salary and Compensation: Executive Compensation Structure in Lucky Cement
- Strategic Financial Management: Debt Structure of the Cement Industry in Pakistan

Internship / Work Experience:
- Dawood Hercules Corporation (DH Corp), Human Resource Department, interned from May 30 to July 11, 2012
- Aga Khan University, Archiving Department, interned from July 2 to August 7, 2007

Extracurricular Activities / Hobbies:
- Reading fictional books
- Listening to music
- Surfing the internet for research purposes and to enhance my learning
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.37

Electives:
- Recruitment and Selection
- Employee Training & Development
- Performance Appraisal & Management
- Strategic Human Resource Management
- Industrial Relations & Labor Laws
- Salary & Compensation

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Honors), 2011
Cumulative GPA: 3.38

D.A. College for Women, Phase VIII, Karachi
Higher Secondary School Certificate, 2006
A Grade, (70.09%)

Army Public School, Malir Cantt, Karachi
Secondary School Certificate 2004
A Grade, (80.5%)

Honours / Achievements:
- Awarded financial assistance during graduation years at IoBM
- Received the Best Human Resource Intern at Pakistan State Oil (PSO)
- Awarded with an Extra Mile Award at Franklin Covey Pakistan

Skills:
- Sound presentation skills
- Good interpersonal skills
- Proficient in MS Office

Major Term Papers / Research Work / Projects:
- Employee Training & Development: Analysis of training conducted at Bank Al-Falah
- Industrial Relations & Labor Laws: Case study on Trade Union on Pakistan International Airlines
- Performance Appraisal: Detailed Analysis of Performance Appraisal at Pakistan Petroleum Ltd.
- Strategic Human Resource Management: Detailed Analysis of SHRM practices at PharmEvo, Stiefel and Pfizer

Internship / Work Experience:
- Franklin Covey Pakistan, Business Development from September to December 2011
- Responsible for preparing and executing business development strategies
- Pakistan State Oil (PSO), Training and Organization Development, interned from June to July 2010
- Developed proposals for Marketing the Training Function at Pakistan State Oil

Extracurricular Activities / Hobbies:
- Member of school Dramatics Society
- Captain of school baseball team
- Event management
- Arts and crafts
SUMAIYA MUHAMMAD ASLAM
sumaiyamaslam@yahoo.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration- (MBA), Major in Human Resource Management
Cumulative GPA: 3.0

Electives:
- Recruitment & Selection
- Performance Appraisal & Management
- Employee Training & Development

DA College for Women Phase VIII, Karachi
B.Com, 2008
2nd Division, (58%)

Progressive Model Secondary School
Matriculation, 2004
A – Grade, (72%)

DA Higher Secondary School, Phase IV, Karachi
I.Com, 2006
B – Grade, (67%)

Skills:
- Good Communication Skills
- Presentation Skills
- Analytical Skills
- Good Written Communication Skills

- Public Relations & Event Management
- Salary & Compensation

- Team Work Skills
- Problem Solving Skills
- Leadership Skills
- Ability to Work Under Pressure

Major Term Papers / Research Work / Projects:
- Salary and Compensation: Report on comparison of salary structure of UBL Fund Managers and Faysal Asset Management Ltd.
- Recruitment and Selection: Research on Recruitment Process
- Recruitment and Selection: Report on Orientation and Placement
- Performance Appraisal and Management: Report on Summit Bank
- Conducted Training Session on Ergonomics at IoBM

Internship / Work Experience:
- Wavetec Pvt. Ltd., Human Resource Department, Human Resource Executive, September 2013 to date
- Synergy Advertising Pvt. Ltd., Human Resource Department, HR Executive from November 2012 to August 2013
- Synergy Advertising Pvt. Ltd., Human Resource Department, Interned from September 18 to October 31, 2012
- Barclays Bank Ltd., Remittance & Accounts Maintenance Department, Interned from June 20 to July 28, 2011

Extracurricular Activities / Hobbies:
- Giving tuitions at home
- Active part in different events held at IoBM
- Member of Marketing Association of Pakistan (MAP)

- Playing Badminton
- Reading Harvard Business Review
- Social Media
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.01

Electives:
- Recruitment & Selection
- Training and Development
- Salary and Compensation
- Leadership Studies

University of Karachi, Karachi
Bachelor of Commerce, 2009
1st Division, (62%)

Govt. Delhi College, Karachi
Higher Secondary Certificate, 2006
B Grade, (67%)

Hamdard Public School, Karachi
Secondary School Certificate, 2004
A-1 Grade, (80%)

Honours / Achievements:
- Participated in Topsim “Startup” game held for the students of Entrepreneurship course at IoBM
- Presentation Skills Training Certificate Course as prescribed by the ICAP at Al-Hamd Academy, Karachi

Skills:
- Communication Skills
- Proficiency in MS Office

Major Term Papers / Research Work / Projects:
- Seminar in Economic Policy: Prepared thesis on “Stress: Key factors and Effects on Employees”
- Salary and Compensation: Prepared a detailed report on Salary Structure of Baluchistan Wheels Limited
- Training and Development: Prepared a report on Training Need Analysis (TNA) of State Bank of Pakistan
- Marketing Management: Authored a case study on the failure of Pepsi Twist
- Corporate Social Responsibility: Prepared a report on CSR activities by the GlaxoSmithKline (GSK)
- Financial Management: Conducted Ratio Analysis of Financial Statements of Clariant Pakistan Limited

Internship / Work Experience:
  - Worked in the Training and Development Department and assisted their staff in conducting Training Need Analysis for the employees working in different departments of the State Bank of Pakistan.

Extracurricular Activities / Hobbies:
- Reading
- Writing
- Flight Simulation
TASNEEM SAMI
tasneem_sami2005@yahoo.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.18

Electives:
- Strategic Human Resource Management
- Employee Training and Development
- Performance Appraisal & Management
- Recruitment & Selection

University of Karachi, Karachi
Bachelor of Studies, 2010
1st Division, (77%)

St. Joseph’s Government College for Women, Karachi
Higher Secondary Certificate, 2006
A Grade, (74%)

The Crescent Academy Karachi
Secondary School Certificate, 2004
A-1 Grade, (90%)

Skills:
- MS Word, MS PowerPoint, MS Excel, strong relevant computer skills
- Effective communication and presentation skills

Major Term Papers / Research Work / Projects:
- Employee Training and Development: Training need analysis issues and making recommendations
- Strategic Human Resource Management: Employee engagement issues at SAMI Pharmaceuticals
- Strategic Management: Strategic management practices in Telecom industry (four organizations)
- Human Resource Management: Analyzing the SHRM practices at Mobilink and AKUH
- Organizational Behavior: Analyzing the employee motivation strategies in place at Jubilee Insurance
- Principles of Management: Evaluating organizational structure of HBL & making recommendations

Internship / Work Experience:
- Pakistan International Airlines, Human Resource department, interned from June 17 to July 26, 2013

Extracurricular Activities / Hobbies:
- Reading books, internet browsing, sketching and painting, playing indoor games.
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.36

Electives:
- Recruitment & Selection
- Performance Appraisal & Management
- Employee Training & Development
- Salary & Compensation
- Strategic Human Resource Management
- Organizational Change & Development
- Risk Management
- Investment Analysis

Institute of Business Management, Karachi
Bachelor of Business Administration (Hons.), 2012
Cumulative GPA: 3.54

F.J. Grammar School, Karachi
Secondary School Certificate, 2006
A-1 Grade, (87.4%)

Honours / Achievements:
- Awarded Merit Certificate in BBA (Hons.) at IoBM
- Awarded financial assistance during graduation years at IoBM
- Awarded scholarship by KESC. for intermediate education on merit basis
- Awarded scholarship by school for a year on merit basis

Skills:
- Proficient in Microsoft Word, PowerPoint and Excel
- Know how of French Language

Major Term Papers / Research Work / Projects:
- Performance Appraisal and Management: Project on Performance Appraisal System of Warid Telecom
- Recruitment and Selection: Research work on Incorporating Gender and Personality to Jobs
- Employee Training and Development: Project on training the audience on any topic of your interest
- Salary and Compensation: Term report on comparison of salary and compensation of two organizations within the same sector
- Risk Management: Project on Risk Analysis of KESC

Internship / Work Experience:
- STEVTA, Internal Audit Dept., interned from June 10 to August 10, 2012
  - Pre-audit work related to visiting faculty bills, works and services dept bills and miscellaneous items’ bills
  - Prepared the draft of internal audit final report for the fiscal year 2011-2012
- International Industries Limited, Finance Department, interned from June 6 to July 6, 2011
  - Prepared bank reconciliation statements, PO, PR and GRN

Extracurricular Activities / Hobbies:
- Associated with the Egalitarians Society of IoBM as Research Member
- Listening to music, reading articles and socializing with friends and family
YUMNA HAMEED
hameedyumna@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master in Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.27

Electives:
- Employee Training & Development
- Strategic Human Resource Management
- Organizational Change & Development
- Salary & Compensation

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.49

The City School, Karachi
A Levels, 2008
1 A, 1 B, 2 C

Honours / Achievements:
- Awarded Merit Scholarship during graduation years at IoBM
- Awarded Merit Certificate in BBA for highest achievement

Skills:
- Highly motivated and ready to take up new challenges
- Good in meeting deadlines and working as a team
- Hard working and dedicated

Major Term Papers / Research Work / Projects:
- Salary & Compensation: Worked on Shan Foods Ltd’s compensation strategy
- Recruitment and Selection: Term Report On Contemporary Techniques and Channels of Recruitment
- Organizational Change & development: PSO’s change management strategy
- Performance appraisal: Term Report on Performance Appraisal system of GEO TV
- Brand Management: Term Report on Brand Sense
- Consumer Behavior: Term Report on Mortein Naturgard

Internship / Work Experience:
- United Bank Limited, Head Office, HR interned from May 28 to July 8, 2012
- Everest Grammar School, Office Administration, interned from June 1 to July 31, 2004
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
CGPA: 3.3

Electives:
- Recruitment and Selection
- Employee Training and Development
- Performance Appraisal and Management
- Salary and Compensation

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Honors), 2011
CGPA: 3.01

Govt. College of Commerce and Economics for Women, Karachi
Higher Secondary Certificate, 2007
A Grade, (77.09%)

St. Joseph's Convent High School, Karachi
Secondary School Certificate, 2005
A+ Grade, (62%)

Honours / Achievements:
- Volunteered under the consideration of Ecommerce Gateway Pakistan Pvt. Ltd in:
  - ITCN Asia, 2006
  - Health Asia, 2006
- Participated in school plays and annual events held during the school year.

Skills:
- Sound Presentation Skills
- Proficient in the use of applications - MS Word, Excel and Power Point

Major Term Papers / Research Work / Projects:
- Recruitment and Selection: Recruitment and Selection, Psychometric Test and its Effectiveness.
- Employee Training and Development: Banking Sector of Pakistan – a study of Employee Training and Development.
- Salary and Compensation: Salary and Compensation at Shell Pakistan Limited – an overview.

Internship / Work Experience:
- EFU General Insurance Limited, Human Resource, interned from June 6 to July 18, 2011
- Dadex Eternit Limited, Human Resource, interned from May 10 to June 18, 2010

Extracurricular Activities / Hobbies:
- Baking
- Reading books, novels etc.
WAFA ZEHRA NAQVI
wafa.zehra.naqvi@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Human Resource Management
Cumulative GPA: 3.28

Electives:
• Salary & Compensation
• Employee Training & Development
• Performance Appraisal & Management
• Recruitment & Selection

Government Commerce College for Commerce & Economics, Karachi
Bachelors in Commerce (B. Com), 2008
2nd Division, (57%)

Aga Khan Higher Secondary School, Karachi
Higher Secondary Certificate, 2006
A Grade, (77%)

Al – Murtaza School, Karachi
Secondary School Certificate, 2004
A - 1 Grade, (87%)

Honours / Achievements:
• Participated in “Peer Education Training” by Health Education & Learning Program of AKESP
• Participated in Simulation Topsim “Startup” game for Entrepreneurship Class of Fall 2012
• Participated in a 3-day workshop “FLOW’s Future Leaders’ Program” by Wali Zahid
• Participated in “Women of Talent Festival – Exhibition” by Elan Women’s Social Club

Skills:
• Proficient in MS Word, Excel & PowerPoint
• Communication, leadership and presentation skills

Major Term Papers / Research Work / Projects:
• Corporate Social Responsibility: Report on CSR activities at Shell Pakistan and its impacts
• Consumer Behavior: Term report on “Effect of Music on the Consumers’ Behavior in Restaurants”
• Human Resource Management: Comparison of HRM Practices between a Local Company & an MNC
• Salary & Compensation: Report on the Structure and Policies of Comp. & Ben at a Local Company
• Employee Training & Development: Training Department and its issues in a pharmaceutical company
• Performance Appraisal & Management: Thesis on Performance Management as a System at Dawlance

Internship / Work Experience:
• Abudawood Pakistan, Human Resource Department, Management Trainee from July 5, 2013 to date
• Prime Human Resource Services Pvt. Ltd., Executive Recruitment, Interned from May to June 2013
• Habib Bank Limited, interned from June to July 2005

Extracurricular Activities / Hobbies:
• Content Writing
• Hosting & Comparing
• Painting & craftwork
• Debates & Speeches
• Drama Writing
• Reading
MUBEEN AHMED SIDIQUI
mubeenahmed19@yahoo.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Industrial Management
Cumulative GPA: 3.38

Electives:
- Strategic Supply Chain Management
- Transportation Techniques & Management
- ERP Systems Design & Implementation

NED University of Engineering & Technology, Karachi
Bachelor of Engineering (Mechanical), 2008
Cumulative GPA: 3.0

Adamjee Govt. Science College, Karachi
Higher Secondary Certificate, 2004
A-1 Grade, (80.63%)

Eden Public High School, Karachi
Secondary School Certificate, 2002
A-1 Grade, (86.94%)

Honours / Achievements:
- Awarded financial assistance during graduation years at NED University

Skills:
- Capable to work under deadlines or pressure
- Capable to communicate effectively

Major Term Papers / Research Work / Projects:
- Strategic Supply Chain Management: Discussed supply chain management strategies at PK Meat & Food Company and presented recommendations
- Principles of Marketing: Prepared comprehensive report on principles of marketing associated with VASELINE by Unilever
- Marketing Management: Critically discussed branding strategy of RONAQ by National Foods Pvt Limited
- Supply Chain Management: Discussed major supply chain management issues at MAPAK Qasim Bulkers Pvt Limited and suggested alternatives

Internship / Work Experience:
- Pakistan Refinery Limited, Engineering & Construction Department, interned from June 4 to 29, 2007

Extracurricular Activities / Hobbies:
- Designed and fabricated “Hydraulic Shearing Machine” for Science Fair at NED University
- Reading engineering magazines, Web surfing
MUHAMMAD AHAD AHMED KHAN
ahad.mechengineer@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Industrial Management
Cumulative GPA: 3.04

Electives:
- Maintenance Management
- Logistics and Inventory Control
- Storage & Warehouse Techniques

NED University of Engineering & Technology, Karachi
Bachelor of Engineering (B.E) Mechanical, 2010
1st Division, (71.17 %)

D.J Science College for Men, Karachi
Higher Secondary Certificate, 2006
A-1 Grade, (80.18 %)

Beacon House School System, Karachi
Secondary School Certificate, 2004
A-1 Grade, (82 %)

Honours / Achievements:
- Engineering Software Certification/Courses (ANSYS, Pro-E, AUTOCAD, Plant Maintenance)

Skills:
- Fluent in spoken and written English
- Expertise in MS Office, Excel, Project and Internet
- Ability to handle Tough Assignments
- Effective Communication Skills and Team Coordination

Major Term Papers / Research Work / Projects:
- Storage & Warehouse Techniques: SAP implementation under current process of Warehouse at AEL
- Maintenance Management: Improvement in Maintenance Systems at AEL
- Supply Chain Management: Research on RFID /Bar Code & its Application
- Marketing Management: Research on Promotional Campaigns of Pak Business Express
- Facility Planning: Current Layout of Engine Assembly Dept-(Army Workshop) & Improvements
- Final Year Project (Mechanical Engg.): To design a system that runs a chiller by means of bulls & buffaloes

Internship / Work Experience:
- Atlas Engineering LTD, Assistant Manager, Plant Maintenance from March 14, 2011 to date
  - Working as Maintenance Co-coordinator, managing & resolving all Mechanical (as in charge), Electrical, Auxiliary (water, air, piping & AC) Maintenance related issues, efficiently through planning & scheduling
- Pakistan Steel Mill, Thermal Power Plant & other depts., interned from June 01 to June 26, 2009

Extracurricular Activities / Hobbies:
- Reading Technical Material / Newsletters
MUHAMMAD AHSAN IRSHAD
ahscen@gmail.com
Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Industrial Management
Cumulative GPA: 3.48

Electives:
- Logistics and Inventory Control
- ERP System Design and Implementation
- Storage and Warehousing Techniques

NED University of Engineering and Technology, Karachi
B.E. in Mechanical Engineering, 2008
Percentage: 63%

Karachi Public High School
Secondary School Certificate, 2002
A-1 Grade, (80%)

Honours / Achievements:
- Earned Excellence Award in SUPARCO for the performance in Year 2009-10 and 2010-11
- Publication: BE Design Project Thesis by Lambert Academic Publishing, Germany
- Participated in Seminar on “Innovation in Global Supply Chain” at Institute of Business Management, Karachi

Skills:
- Good oral/written communication skills and public speaking aptitude
- Can easily work in a team as well as lead one, with proven interpersonal skills
- Good problem-solving and time-management skills with the ability to learn challenging concepts quickly

Major Term Papers / Research Work / Projects:
- Hands on experience of working on ERP software “DBA Manufacturing” and execution of complete supply chain cycle
- Analysis of logistic operations of “Dream Beauty Company” and few more case studies
- Layout Design of Cold Storage for Pre-Impregnated Fiber Reinforced Composites
- Panning & Execution of “Design, Development & Testing of 250 kW Wind Turbines” in Primavera P6.0

Internship / Work Experience:
- Pakistan Space & Upper Atmosphere Research Commission, Assistant Manager at Project Management Office from April 2009 to date

Extracurricular Activities / Hobbies:
- Watching and playing cricket and football
- Reading newspaper
AGHA ALI
agha-ali@live.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master in Business Administration (MBA), Major in Marketing
Cumulative GPA: 3

Electives:
- Brand Management
- Distribution and Channel Management
- Consumer Behavior
- Print Media
- Media Planning
- Industrial Marketing
- Event Management
- International Marketing

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (BBA), 2011
Cumulative GPA: 2.94

Fazaia Degree College, Faisal, Karachi
Higher Secondary Certificate, 2006
B Grade, (63%)

Beacon House School System, Karachi
Ordinary Levels, 2004
1 A, 3 Bs & 5 Cs

Honours / Achievements:
- Best Executive Council Member CBMUN 2012 Literary and Public Speaking Society (Event Management)
- Best Organizing Committee Member CBMUN 2010 and 2011 LPSS

Skills:
- Microsoft Office (Word, Power Point & Excel), Leadership and negotiation skills

Major Term Papers / Research Work / Projects:
- Consumer Behavior: Research on effectiveness of facebook as a marketing tool in Pakistan
- Methods in Business Research: Feasibility study of setting up Coke vending machines in Pakistan
- Strategic Marketing and Planning: Report on Continental Biscuits Limited
- Strategic Management: Report on the Strategy Analysis of Gillette Pakistan
- Distribution and Channel Management: Case Study on Distribution & Sales Monitoring of Pfizer Pakistan

Internship / Work Experience:
- Novartis Pakistan Ltd, Sales and Marketing department, interned from December 13, 2012 to February 20, 2013
- Trade Development Authority Pakistan, Team Leader, Guest Relationship Officer, Expo Pakistan in October 4-7, 2012
- Linde Pakistan(Pvt.) Ltd, Sales & Marketing department, interned from June 1 to August 10, 2012
- Evernew Solutions(Pvt.) Ltd, Marketing Department, interned from March 5 to May 14, 2012
- DawnNews TV, Marketing (Brand Management and Operations), interned from August 24 to October 17, 2011
- Helium Activation Agency, Brand Ambassador Marlboro, worked from June 1 to August 30, 2010

Extracurricular Activities / Hobbies:
- Director Logistics (Marketing Operations) and Finance for LPSS (2011-2012)
- Participated in Zong Marketing Competition (June 2012)
- Underwent Train the Trainer program with Katalyst Organizational Development (July 2011)
- Reading, teaching and swimming
**AHMED ALI**
alisalim87@yahoo.com

Graduation: 2013

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**Education:**

**Institute of Business Management (IoBM), Karachi**
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.02

**Electives:**
- Industrial Marketing
- Marketing Analytics
- Brand Management
- Advertising

**Institute of Business Management (IoBM), Karachi**
Bachelor of Business Administration (Hons.), January, 2011
Cumulative GPA: 2.7

**St. Patrick’s College, Karachi**
Higher Secondary Certificate, 2006
A Grade, (71.09%)

**St. Paul’s English High School, Karachi**
A Grade, (79.88%)

**Honours / Achievements:**
- Top 50 in National Software Competition throughout Pakistan
- Certified IT Professional by NCR

**Skills:**
- Proficient in Microsoft Office, Adobe Photoshop
- Good Interpersonal Skills

**Major Term Papers / Research Work / Projects:**
- Distribution & Channel Management: Case study on Reckitt and Benckiser channels
- Marketing Analytics: Marketing Data analysis of Getz Pharma
- Brand Management: Mock launch of Engro Foods’ Brand

**Internship / Work Experience:**
- Nayab Agencies, Client Services, interned from July 26, 2010 to September 3, 2010
- TNT Express Pakistan, Marketing Research from May 24, 2010 to June 30, 2010

**Extracurricular Activities / Hobbies:**
- Volunteer at JPSD, SYF
- Member Marketing Association of Pakistan
- Book reading
- Cricket

- New Product Development
- International Marketing
- Consumer Behavior
- Distribution & Channel Management
AMBRIN NOORALI JIWANI
ambrin.jiwani@gmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.55

Electives:
• Brand Management
• Sales Management

University of Karachi, Karachi
Bachelors in Commerce, 2009
1st Division, (64%)

New Day Secondary School, Karachi
Secondary School Certificate, 2005
A-1 Grade, (80%)

Honours / Achievements:
• Organized CBMUN 2012 and CBMUN 2013 at IoBM
• Stood first in Sir Adamjee National Level Debate Competition

Skills:
• Effective Team Leadership, Public speaking and Event Management

Major Term Papers / Research Work / Projects:
• Principles of Marketing: Report on HBL Credit Cards
• Marketing Management: Case Study on HBL Credit Cards
• Consumer Behavior: Essay on “Retail Head Start- Choosing the right location”
• Strategic Marketing and Planning: Report on Habib Oil
• Brand Management: Report on Olala flavored Milk
• Integrated Marketing Communication: Report on Olala flavored Milk

Internship / Work Experience:
• AC Nielsen Pakistan, Marketing Research, Qualitative Department, working from May 13, 2013 to date
• Habib Bank Limited, Marketing Department, interned from June 22 to August 10, 2011

Extracurricular Activities / Hobbies:
• Cooking, socializing, traveling, listening to Music, sports, poetry and teaching
AYAZ NOOR MOHAMMAD
ayaznoor@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.04

Electives:

• Consumer Behavior
• Sales Management

• Services Marketing
• Brand Management

Iqra University, Karachi
Bachelor of Business Administration (Hons.), 2010
Cumulative GPA: 3.38

NCR College of Emerging Technologies, Karachi
Higher Secondary Certificate, 2006
B Grade, (60%)

Little Folks’ School, Karachi
Secondary School Certificate, 2004
B Grade, (69%)

Skills:

• Strong research and presentation skills
• Good in communications and managing interpersonal relations

Major Term Papers / Research Work / Projects:

• Brand Management: Presentation on Brand Extension of National Foods to Pasta Range
• Sales Management: Studied sales activities at Nestle Pakistan
• Consumer Behavior: Studied tools and impact of product placements in different media
• Services Marketing: Wrote case study on TCS Connect (online marketplace)
• Marketing Management: Wrote case study on Unilever’s comfort brand
• Principles of Marketing: Studied Unilever’s comfort marketing strategies
• Methods in Business Research: Conducted experimental research on the impact of humor in advertisements

Internship / Work Experience:

• Pakistan State Oil Company Ltd., Lubricants Department, interned from December 20, 2010 to January 27, 2011
• HeadLion Group, Client Services Department, interned from July to July 30, 2010

Extracurricular Activities / Hobbies:

• Reading, web designing, graphic designing and photography
Farhan Fayyaz
Farhan_fayyaz2001@yahoo.com

Graduation: 2012

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Majors in Marketing & Supply Chain & Logistics Management
Cumulative GPA: 3.07

Electives:
- Strategic Supply Chain Management
- Procurement & inventory Management
- Transportation & Management Technique
- Storage and Warehouse Technique

College of Commerce and Economics, Karachi
Bachelor of Commerce (B.Com.), 2007
2nd Division, (56%)

Karachi Gems School, Karachi
A Grade, (74%)

Skills:
- Proficiency in Microsoft Office 2007, Advance Excel 2007 and ERP system
- Good Communication and problem solving skills required in difficult business scenarios

Major Term Papers / Research Work / Projects:
- Marketing Management: Change the positioning of Tapal ice tea and suggest recommendations for the company to reposition its product
- Strategic Marketing Planning: Determine promotional strategies for Shan foods Ltd.
- Strategic Management: Industry Analysis of Tapal
- Media Planning: Analysis of media for TV channel Geo Super
- Procurement and inventory management: procurement and inventory management strategies applied at Engro Foods
- Transportation and Management Technique: Transportation techniques applied at EPCL for its products such as Caustic Soda, PVC etc.

Internship / Work Experience:
- Sui Southern Gas Company Limited, Distribution, Assistant Manager from March, 2013 to date
- Managing Customer care and billing, material requisition and planning, utilization.
- Soorty Enterprises Pvt Ltd, Marketing, Merchandiser from June to February, 2013
- Marketing and Merchandising of Esprit brand
- Engro Polymer and Chemical Pvt Ltd, Supply Chain, interned from February to March, 2012
- Ismail Industry Pvt Ltd, Marketing interned from May to June, 2011

Extracurricular Activities / Hobbies:
- Aptech certified course for Microsoft office 2007 with Advance Excel 2007
- Participated in various sports activities held at IoBM
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.0

Electives:
- Brand Management
- Advertising
- Integrated Marketing and Communication
- Media Planning
- Sales Management

Government College of Science & Commerce, Karachi
Bachelor of Commerce (B. Com), 2009
2nd Division, 54%

Foundation Public School, Karachi
A - Levels, 2006
1A, 1C and 1D

Generation’s School, Karachi
O-levels, 2004
2As, 2Bs and 5Cs

Honours / Achievements:
- Awarded various academic certificates in debate, other competitions and exhibitions
- Volunteered at events like IoBM Health Expo 2012, Ignite 2012 and HEC conference at IoBM etc.
- Organized events like Food & Cultural Feast with ‘A Plus Plus’, Max - Live Your Life with Umair Jalianwala, 2011, annual dinners, farewells etc.

Skills:
- Knowledge about MS PowerPoint, Excel, Word, internet browsing
- Good at math, accounting and research
- Communication, analytical and decision making skills
- A team player
- Able to handle any situation and work under pressure

Major Term Papers / Research Work / Projects:
- Brand Management: Product Extension for Baygon
- Integrated Marketing Communication: IMC promotion plan for Fruitily
- Strategic Marketing and Planning: Strategic issues with Habib spices
- Consumer Behavior: Changes in consumer behavior and implications of marketer
- Sales Management: Sales Training & Development at ICI Pakistan

Internship / Work Experience:
- Global Sea Food Marketing, Marketing Department, Interned from June 17 to July 28, 2013
  - Analyzed the key sea food markets of Taiwan and Korea
- ICI Pakistan (Akzonobel), Life Sciences Division, Marketing Department, interned from July 4 to August 16, 2012
  - Conducted sales analysis for recently launched product and worked on development of a new product

Extracurricular Activities / Hobbies:
- Attending events, listening to music, watching movies, shopping, reading books, socializing, photography and content writing
HANNAH HAMEED
hannah.hameed@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.01

Electives:
- Industrial Marketing
- Consumer Behavior
- Event Management
- Public Relations/Corporate Communications

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2012
Cumulative GPA: 2.73

The Karachi Academy, Karachi
Secondary School Certificate, 2006
A Grade, (78%)

Skills:
- Strong understanding of MS Office
- Excellent oral and written communication skills

Major Term Papers / Research Work / Projects:
- Advertising: Developed an advertising plan for K&N's Deli Line
- Consumer Behavior: Consumer study for Sting
- Public Relations: Organized an event “CSR Passion or Fashion”

Internship / Work Experience:
- Burj Bank Limited, Human Resource department, interned from February 01 to April 01, 2012
- Pakistan Today, Marketing and Sales department, interned from July 12 to August 20, 2011

Extracurricular Activities / Hobbies:
- Participated in sports
- Designing Handbags and clutches
JAHANZEB MALIK
Jahanzeb.m@gmail.com
Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.2

Electives:
• Brand Management
• Sales Management

Isra University, Hyderabad
Bachelor of Business Administration (Hons.), 2007
Cumulative GPA: 3.31

Foundation Public School, Hyderabad
C Grade, (58%)

Honours / Achievements:
• Certificate of 1st position in Entrepreneurship Business Game, IoBM

Skills:
• Strong analytical skills, creative, team player, and ability to work under pressure
• Excellent listening, communication and interpersonal skills

Major Term Papers / Research Work / Projects:
• Brand Management: Report on brand extension of Tapal Tea to a new category
• Sales Management: Report on analyzing sales structure of Philip Morris (Pakistan) Limited
• Integrating Marketing Communication: Report on IMC plan for Comelle condensed milk of Millac Foods
• Strategic Marketing & Planning: Research and analysis on strategic issues faced by National’s Fruityl
• Methods in Business Research: Report on Impact of cause-related marketing on consumer purchase
• Consumer Behavior: Research on influence of advertisement music on consumers

Internship / Work Experience:
• Barclays Bank Pakistan, Business Development Executive, worked from Sept 2008 to June 2009
• Pakistan State Oil, Retail Marketing Department, interned from June 18 to July 31, 2013
• Bank Alfalah, Operation Department, interned from June 2 to June 30, 2008
• Citibank N.A. Hyderabad, Branch Banking, interned from June 18 to July 28, 2007

Extracurricular Activities / Hobbies:
• Member of Entertainment Plus Society, IoBM
JAWWAD AKHTAR
jawwad-akhtar@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.04

Electives:
- Media Planning
- Brand Management
- International Marketing
- Industrial Marketing

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2011
Cumulative GPA: 3.07

Hamdard Public School, Karachi
Secondary School Certificate, 2005
A - 1 Grade, (87%)

Honours / Achievements:
- Awarded financial assistance during graduation years at IoBM
- Awarded as best Intern in Banking Inspection Department at State bank of Pakistan, Summer 2010.
- Awarded as best player of the batch for cricket at AKHSS, 2006

Skills:
- Proficiency at MS Office especially Excel
- Excellent analytical skills
- Ability to manage teams

- Corporate Finance
- Portfolio Management
- Risk Management
- Analysis of Financial Statements

Major Term Papers / Research Work / Projects:
- Media Planning: A comprehensive media plan to launch a new detergent in Karachi, Lahore & Islamabad
- Brand Management: Report on rejuvenating the brand - Paktel (Zong)
- International Marketing: Research report on Internet Users’ Attitude towards Online Advertising in Pakistan
- SBP Internship: Report on Corporate Governance in banks of Pakistan; regional comparison & recommendation

Internship / Work Experience:
- Pakistan State Oil Company Ltd., Finance (Tax) Department interned from June 10 to July 23, 2011
- State Bank of Pakistan, Banking Inspection Department, interned from May 18 to June 26, 2010
- Avari Towers Karachi, Banquet and Sales Department, interned from June to July 2006

Extracurricular Activities / Hobbies:
- Management Associate, Entrepreneurship Society, IoBM (2010-11)
- Member, Organizing Committee, Entertainment & Publication Society, IoBM (2007-08)
- Captain, AKHSS cricket team and badminton team player
- Attended ZENITH Leadership Conference in 2009
KALEEM AHMED MUGHAL
kmughal01@gmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.02

Electives:
- Brand Management
- Industrial Marketing

- Social Marketing
- Personal Selling

Institute of Business Management (IoBM), Karachi
Bachelor of Science (Joint Hons.), 2010
Cumulative GPA: 3.03

DA Degree College for Men, Karachi
Higher Secondary Certificate, 2005
A Grade, (73%)

Institute of Business Management (IoBM), Karachi
Higher Secondary Certificate, 2003
A Grade, (78%)

Skills:
- Can speak three languages (Urdu, Sindhi & English)
- Sound presentation & communication skills
- Proficient in MS-Office, Adobe Photoshop, Image Ready, SPSS & Video Editing (Vegas Movie Studio)

Major Term Papers / Research Work / Projects:
- Brand Management: Term paper on 'Brand Failures', Why brands fail?
- Social Marketing: Social marketing plan for reducing violence against women, an innovative approach
- Comparative Management: Comparative study of Aman Foundation & Sahara Welfare Trust
- Marketing Management: Prepared marketing plan for OCS to improve its domestic services
- Project Appraisal: Feasibility Report on Gemstone Lapidary Unit.
- Seminar in Economic Policy: Role of tourism in economic development of Pakistan

Internship / Work Experience:
- KASB Bank Ltd., External Sales - Retail Financial Consultant from November 29, 2012 to date
  - Building relationships with customers, managing their portfolios & fetching new clientele to the bank and providing them investment & saving solutions.
- Pakistan State Oil Company Ltd., Training & Organizational Development Department, Interned from June 25 to August 3, 2012
  - Conducted CSR activity, customer care day & marketed the training function to change training perception.
- Pfizer Pakistan, Marketing Department, Interned from July 29 to August 2, 2010
  - Price survey of products, communicating with vendors for redesigning of marketing material & prepared trend analysis.
- Crosby Asset Management Ltd., Finance & Marketing Department, Interned from January 25 to March 5, 2010
  - Learned trading of mutual funds and how reporting is done to the regulators
  - Prepared a marketing plan.

Extracurricular Activities / Hobbies:
- Keen interest in activities such as swimming, photography, cycling, bowling & table tennis
KIRAN MAHMOOD
kiranmahmood01@gmail.com
Graduation: 2012

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.13

Electives:
- Advertising
- Brand Management

Institute of Business Management (IoBM), Karachi
BS Joint Honors (Economics & Finance), 2011
Cumulative GPA: 3.24

Happy Palace School, Karachi
Matriculation, 2004
A+ Grade, (82%)

Honours / Achievements:
- Awarded Certificate of Appreciation for organizing GREEN DAY at IoBM
- Awarded Sports Certificate for Band Leader at HPS Annual Sports

Skills:
- Excellent written and verbal skills with ability to manage time
- Sound presentation skills with ability to work in a team
- Proficient with computer literature including Microsoft Office

Major Term Papers / Research Work / Projects:
- Direct & Digital Marketing: THE REEL DEAL: new business marketing directly and digitally
- Media Planning: Media Planning for GEO NEWS
- Brand Management: Brand Management of Continental Biscuit Limited’s Bakery Biscuits

Internship / Work Experience:
- Wardrobe Secrets, Owner from September 1, 2012 to September 30, 2013
- Axact, Karachi, PK Executive, Content Development from May 9, 2011 to August 4, 2012
- Meezan Bank, Consumer Banking, interned from May 31 to July 9, 2010

Extracurricular Activities / Hobbies:
- Leader at HPS for 2003-2004
- Tutoring
- Traveling
- Volunteering for Charity work
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.08

Electives:
- Advertising
- Brand Management
- Consumer Behavior
- Media Planning

Institute of Business Management, Karachi
Bachelor of Business Administration (Hons.), 2011
Cumulative GPA: 2.96

Foundation Public School, Karachi
O Levels, 2005
7 As, 2 Bs, 1C

Honours / Achievements:
- Certification in Economics (FPS, O-Levels)
- Member of the Literary Society (FPS, A-Levels)
- EPS Society 2007-2011

Skills:
- Excellent leadership skills, with the ability to take necessary actions in tasks when required
- Admirable work ethics
- Team player with good communication skills
- Reliable, flexible and hard working

Major Term Papers / Research Work / Projects:
- Principles of Management: Shell Pakistan: How Principles of Management Apply to Shell
- Consumer Behavior: Research Project on LUX soap(customer insight)
- Methods in Business Research: Research report on coffee culture in Pakistan
- Advertising: Developing a new ad campaign for Pakola Ice-Cream Soda
- Brand Management: BP Foods - Launch of new brand product

Internship / Work Experience:
- AJM Pharma (ICS Group), Marketing Executive from February 2013 to date
- Hyeworth (brand activation and event management), Executive Strategy and Client services, May 2012 to February 2013
- Interflow Communications, Client Services and Strategy department from August 1 to September 12, 2011
- HSBC Bank, Karachi, Marketing Department, interned from August 9 to September 6, 2010
- Manhattan International Advertising Company, Creative Department, interned from July 20 to August 17, 2009

Extracurricular Activities / Hobbies:
- Active in sports like swimming and badminton
- Social work (Daar ul Sukoon)

- Active member of societies at college and university level and helped organize events
- Travelling, creative work, socializing
LEENA KHAN
leenakhan1@live.com

Graduation: 2012

**Education:**

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.4

**Electives:**
- Integrated Marketing Communication
- Advertising
- Media Planning
- Consumer Behavior

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2011
Cumulative GPA: 3.26

Foundation Public School, Karachi
O - Levels, 2006
6 As, 2 Bs and 1C

**Skills:**
- Strong interpersonal and communications skills
- Multitasking

**Major Term Papers / Research Work / Projects:**
- Research based report on Work Life balance in Recruitment and Selection
- Research based report on GSK’s Performance Appraisal system
- Designed a TVC concept and IMC plan for Rooh Afza in Advertising
- Designed an extensive IMC plan for “limo pani” in Integrated Marketing Communication
- Brand sense report in Brand Management relating to sensory branding
- Write up on how music tempo affects consumer behavior for the course Consumer Behavior

**Internship / Work Experience:**
- CITY FM89, marketing department, interned from June 2 to July 15, 2011
- EMPACT Brand Activation Services, Strategy & Planning Department, interned from May to June, 2010

**Extracurricular Activities / Hobbies:**
- Performed as a task officer in ITCN Asia and Build Asia, 2007, organized by Ecommerce Gateway Pakistan
MADEHA MALIK
madeha_malik2000@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3

Electives:
• Brand Management
• Strategic Marketing and Planning

Federal Urdu University of Arts, Sciences and Technology, Karachi
Master in Science (MSC), 2007
1st Division

B.I.E.K
Higher Secondary Certificate, 2002
B Grade, (61%)

Skills:
• Computer proficiency, Microsoft Office, SPSS
• Internet Management
• Professional Writing Skills, new National Foods Ad Campaign; Art or Advertising : Blog on Brandsynario and Synergyzer Magazine

Major Term Papers / Research Work / Projects:
• Brand Management: Launch of Mitchells recipie Masla
• Seminar in Economic Policy: Impact of Promotional SMS on Buying Behavior of an Individual
• Sales Management: Sales Training and Development in Banking sector (Bank Alfalah Ltd.)
• Advertising: New Ad Campaign of Telenor Dejuice
• Strategic Management: Strategic Management report on National Foods Private Ltd.
• Strategic Marketing and Planning: Failure of Tapal Instea and Future Strategy
• Methods In Business Research : Consumer Preference towards Omore

Internship / Work Experience:
• Arif Habib Commodities Pvt Ltd, Marketing Department, interned from March 11 to April 30, 2013
• Wyeth Pakistan Ltd, Quality Assurance Department, Microbiologist from June 20 to October 2008
• S.J. and G.Fazul Ellahie Pharmaceuticals, Quality Assurance department, Microbiologist from March to June, 2008

Extracurricular Activities / Hobbies:
• Reading, sketching, painting and listening to music
MAIDA HAQQI
maida_haqqi@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.18

Electives:
• International Marketing
• Direct and Digital Marketing
• Service Marketing
• Integrated Marketing Communication

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2010
Cumulative GPA: 3.0

Mama Parsi Girls’ Secondary School, Karachi
Secondary School Certificate, 2004
A-1 Grade, 79.64%

Honours / Achievements:
• Awarded Sindh Government scholarship for three consecutive years
• Teacher Assistant 2011, International Marketing class at IoBM
• Teacher Assistant 2013, Strategic Financial Management
• Certificate of participation in IoBM Marketing Conference 2011

Skills:
• Excellent presentation and interpersonal skills
• Proficient in Microsoft Office Suite

Major Term Papers / Research Work / Projects:
• Consumer Behavior: Report on marketing implication of Freud Theory
• Brand Management: Analyzing brand positioning of Magnum
• Marketing Management: Launch of a new product i.e. Dosa Mix in the market

Internship / Work Experience:
• Shan Foods Pvt. Ltd., Marketing Department, Brand Executive from September 2013 till present
• Spectrum Y&R, Client Services Department, Client Service Executive from July to Nov 2012
• Prestige/Grey, Client Services Department, Client Service Executive from November 2011 to June 2012
• Mindshare, Planning Department, Interned from June to July 2010
• The Citizens Foundation, Marketing Department, Interned from July to August 2009
• Sanofi Aventis, Marketing Department, Interned from May to July 2009

Extracurricular Activities / Hobbies:
• Sub editor of college magazine ‘Sahil’, 2006
• Member of the Events Committee and Red Crescent Society, 2004
MARIUM SULTAN
marium.sultan@gmail.com
Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master In Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.54

Electives:
• Industrial Marketing
• Integrated Marketing Communication

Distribution and Channel Management
• Direct and Digital Marketing

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2012
Cumulative GPA: 3.46

The City School, PAF Chapter, Karachi
A Levels, 2008
1 A, 1 B and 2 Cs

The City School, PAF Chapter, Karachi
O Levels, 2006
2As, 4Bs and 2Cs

Honours / Achievements:
• Was awarded with merit scholarship in 2nd semester till 5th semester of BBA (H).

Skills:
• Time Management
• Team Coordination

• Effective Communication
• Planning and Organizing

Major Term Papers / Research Work / Projects:
• Distribution and Channel Management: Prepared a case study on Engro Foods
• Strategic Marketing and Planning: Identified one past marketing issue and gave an alternative solution to the problem
• Integrated Marketing Communication: Designed an IMC plan of Pakola drink
• Brand Management: Brand Extension and its launch plan of Olper’s Yogurt
• Media Planning: Prepared a media plan for Tarang 2012

Internship / Work Experience:
• Engro Fertilizer Ltd, Six Sigma Department, interned from June 11 to July 20, 2012
• Mondelez Pakistan Ltd (Formerly Kraft Foods), Marketing Department, interned from June 6 to July 18, 2011
• Engro Foods Ltd, Marketing Department, Interned from July 19 to August 30, 2010

Extracurricular Activities / Hobbies:
• Served as General Secretary of Literary and Public Speaking Society of IoBM from Sep 2011 to March 2012 and hosted CBMUN 2012 and Intra-Varsity Parliamentary debate 2011
• Certificate of participation and appreciation for organizing CBMUN 2010 and CBMUN 2011
• Visited Manzil Educational Organization and conducted different activities with students
• Participated in Zenith – Leadership and Development program 2011
MIRABEL BRIDGET D’SOUZA
myrabel@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.0

Electives:

• Brand Management
• Sales Management

DA. Degree College for Women, Karachi
Bachelor of Commerce (B. Com) 2007
1st Division, (64%)

St. Joseph’s Convent High School, Karachi
A-1 Grade, (81%)

DA. Degree College for Women, Karachi
Higher Secondary Certificate, 2005
B Grade, (69%)

Skills:

• Strong communication, interpersonal and presentation skills
• Proficient in Microsoft Office
• Fluency in both English and Urdu Languages
• Responsible and adaptable to changes
• Creative and Imaginative

Major Term Papers / Research Work / Projects:

• Brand Management: Project for the launch plan of Medicam’s extension into a new category
• Integrated Marketing Communication: Prepared a plan to promote Pakola Flavored Milk
• Business Research Methods: Increasing trends in cosmetic surgery and its impact on one’s self image
• Strategic Marketing and Planning: Project on the strategic solution plan for a distribution issue faced by Hico Ice Cream
• Advertising: Prepared a report on K & N’s Deli Line
• Principles of Marketing: Prepared a report on the introduction of a new slimming tea

Internship / Work Experience:

• ABN AMRO Bank, Customer Services Department, interned from April 15 to May 30, 2008
• Sui Southern Gas Company (SSGC), Corporate Communications Department, interned from July 10 to August 17, 2012

Extracurricular Activities / Hobbies:

• Networking, reading and music
MUHAMMAD ABUBAKAR QADRI
abubakarqadri@yahoo.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.01

Electives:
- Brand Management
- Strategic Marketing and Planning
- Media Planning
- Sales Management

Karachi University Business School, Karachi
Bachelor of Business Administration, 2010
Cumulative GPA: 3.41

Adamjee Government Science College, Karachi
Higher Secondary Certificate, 2006
A Grade, (73%)

Karachi Public School, Karachi
Secondary School Certificate, 2004
A-1 Grade, (93%)

Honours / Achievements:
- Received Meritorious Performance Awards from Chief Minister and Education Minister Sindh in 2004

Skills:
- Hard Working
- Number Crunching/Analytical Skills
- Team Management Skills
- Leadership Skills

Major Term Papers / Research Work / Projects:
- Strategic Brand Management: Brand launching campaign of Good Milk Cheddar Cheese
- Strategic Marketing and Planning: Strategic marketing issues and recommendations in National Tiles
- Sales Management: Territory Management practices in Merck & Co. pharmaceuticals
- Media Planning: Media Plan of launching Swish (carbonated drink)
- Marketing Management: Case study writing for Tapal Ice Tea
- Principles of Marketing: Marketing plan for Black Betty surface cleaner

Internship / Work Experience:
- Arif Habib Commodities, Marketing and Research department, interned from May 31 to July 14, 2013; was responsible for carrying out the firm’s sales and marketing activities and secondary research work
- Pakistan Petroleum Limited (PPL), Finance Department, interned from May 7 to July 30, 2010; worked under the supervision of various section heads of Finance Department and with co-workers

Extracurricular Activities / Hobbies:
- Teaching at private tuitions
- Dining out with friends
MUHAMMAD DANISH MUJTABA
danishsays@gmaill.com

Graduation: 2012

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing & Supply Chain & Logistics Management
Cumulative GPA: 3.4

Electives:

- Brand Management
- Marketing Analytics
- Sales Management
- Advertising

- Procurement and Inventory Management
- Transportation Techniques and Management
- Strategic Supply Chain Management

University of Sindh, Jamshoro
BBA (Hons.), 2008
Cumulative GPA: 3.71

Public School, Hyderabad
Higher Secondary Certificate, 2005
A Grade, (76.4%)
MUHAMMAD SHEHZAD DAYALA
shehzad_cbm@yahoo.com
Graduation: 2012

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.05

Electives:
• Advertising
• Brand Management

D.A. Degree Boys College, Karachi
Bachelor of Commerce, 2009
1st Division (63.7%)

Beaconhouse School System, Karachi
Secondary School Certificate, 2004
A Grade, (77%)

Honours / Achievements:
• Silver medal for excellent academic performance in matriculation

Skills:
• Leadership quality
• Analytical thinking

Major Term Papers / Research Work / Projects:
• Methods in Business Research: Customer satisfaction at PTCL
• Sales Management: Training & development at Sanofi Aventis
• Integrated Marketing Communication: Report on Ufone advertising design
• Strategic Marketing and Planning: Strategic issues and recommended strategies done on bubbleup
• Brand Management: Launch plan of Olper’s lassi in Karachi
• Advertising: Communication plan for Pakola Milk

Internship / Work Experience:
• Cupola Pakistan, Marketing department, interned from May 28 to July 22, 2012

Extracurricular Activities / Hobbies:
• Social Networking
MUHAMMAD TANZEEL ILYAS
tanzeel8@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Masters of Business Administration (MBA), Major in Marketing, Graduation: 2013
Cumulative GPA: 3.01

Electives:
- Brand Management
- Distribution & Channel Management
- Consumer Behavior
- Integrated Marketing Communication
- Advertising & Outdoor Media

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration BBA(H), 2011
Cumulative GPA: 2.65

Army Public School, Karachi
Secondary School Certificate, 2004
A Grade, (76%)

Govt. Degree Science College, Karachi
Higher Secondary Certificate, 2006
B Grade, (68%)

Skills:
- Computer skills: software execution, MS office, networking
- Creativity, adaptability and willingness to learn, analytical, strategic and presentation skills
- Languages: English, Urdu, Punjabi, Arabic-(Beginner)

Major Term Papers / Research Work / Projects:
- Seminar in Economic Policy: Research thesis on effect of tourism on the Malaysian economy
- Brand Management: New brand launch plan by Engro Foods
- Distribution & Channel management: Qarshi Industries distribution, sales process and monitoring
- Marketing Analytics: Analysis of brand performance based on quantitative data
- Integrated Marketing Communication: IMC plan for repositioning of Pantaloons
- Consumer Behavior: Consumer buying pattern for Sony PS3 compared to other Video game consoles
- International Marketing: A case study on BMW sales in the UK, country of origin effecting brand perception
- Services Marketing: A case study on PIA about the service gap between the demand and capacity

Internship / Work Experience:
- Pakistan International Airlines (PIA), Marketing, interned from June 6 to July 29, 2011

Extracurricular Activities / Hobbies:
- Travelling, swimming, exploring automobiles, airlines industry, mega-projects and technology related news reading
MUHAMMAD YASIR AZEEM
muhammad.yasir.azeem@gmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.07

Electives:
• International Marketing
• Industrial Marketing
• Direct and Digital Marketing
• Public Relations & Event Management

Institute of Business Management (IoBM), Karachi
Bachelor in Business Administration (Hons.), 2012
Cumulative GPA: 2.72

Beacon House School System, Jubilee Campus, Karachi
A Levels, 2007
1B, 1C and 1D

Karachi Cambridge School, Karachi
O Levels, 2005
2As, 4Bs and 2Cs

Skills:
• Proficient in Microsoft Word, Excel and PowerPoint

Major Term Papers / Research Work / Projects:
• Strategic Marketing & Planning: Term paper on value creation by English Biscuit Manufacturers
• Total Quality Management: Project on application possibilities of six sigma at Indus Motors Company Pvt. Ltd.
• Strategic Financial Management: Research work on financial health of Indus Motors Company Pvt. Ltd & Atlas Honda Pvt. Ltd.
• Direct & Digital Marketing: Project on digital campaign for Pakola beverage ‘Pakola Hunt for Patriot’
• Seminar in Economic Policy: Thesis on ‘Impact of Natural Disasters on Market Performance’
• Comparative Management: Project on launch plan of HUB Leather in Austria

Internship / Work Experience:
• Sanofi Aventis Pakistan, Marketing Department, interned from June to July 2012
• Barclays Bank PLC, Marketing Department, Interned from June to August 2011

Extracurricular Activities / Hobbies:
• Part of Rotaract Club of Karachi
NIDA KHAN
nida_khan_87@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.18

Electives:
- Service Marketing
- Brand Management

NED University of Engineering and Technology, Karachi
Bachelor of Engineering (Electronics), 2010
1st Division, (71%)

PECHS Girls’ School, Karachi
Secondary School Certificate, 2004
A-1 Grade, (86%)

NED University of Engineering and Technology, Karachi
Bachelor of Engineering (Electronics), 2010
1st Division, (71%)

PECHS Girls’ School, Karachi
Secondary School Certificate, 2004
A-1 Grade, (86%)

Honours / Achievements:
- Head of Publication and Advertisement Team for Student’s Project Exhibition and Competition, SPEC 2009.
- Elected Treasurer of Executive Committee IEEE, IEEE Communications Society & IEEE - Women in Engineering, Student Branch at N.E.D. UET and member representative at PNEC NUS.

Skills:
- Microsoft Office XP
- Excellent written and spoken English
- SPSS
- Strong Interpersonal Communication Skills

Major Term Papers / Research Work / Projects:
- Principles of Marketing: Marketing report on LG 3D Cinema TV
- Marketing Management: Marketing plan on re-launch of LG 3D Cinema TV omitting earlier failures
- Service Marketing: Case Study on Service Innovation by TCS
- Brand Management: Brand Launch of Peak Freans Butter
- Consumer Behavior: Report on Product Placement and its effect on Consumer Behavior
- Sales Marketing: Report on sales plan carried out by Unilever throughout Pakistan

Internship / Work Experience:
- Microsoft Corporation, Pakistan Interning from May 28, 2013 to date
  - Content Management of Marketing Events for Annual Report and Newsletter / Customer Profiling
- National Telecommunication Corporation, Pakistan, interned from June 1 to July 12, 2009

Extracurricular Activities / Hobbies:
- Elocution Contests, Art Competitions, Career Related Workshops & Human Rights Educational Program
- Contemporary, Classic Literature & Creative Writing
- Debates and Discussions
- Sporting Competitions specifically football & tennis
QAZI UMAIR UL HAQ
qaziumair27@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.05

Electives:
- Brand Management
- Advertising
- Personal Selling
- Integrated Marketing Communication

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2011
Cumulative GPA: 2.76

DA Degree College for Men, Karachi
Higher Secondary Certificate, 2006
A Grade, (71%)

St. Michael's Convent School, Karachi
O Levels, 2004
1B, & 5Cs

Honours / Achievements:
- Represented the company at Gulf Food Exhibition in Dubai 2013
- Received a Certificate of Performance at Global Seafood Marketing
- Participated in organizing a CSR event for Christmas 2012 through GSM

Skills:
- Good Interpersonal & Communication skills
- Good Command over computer programs especially MS Word, MS Excel and MS PowerPoint

Major Term Papers / Research Work / Projects:
- Brand Management: Report on launching a new product Dove Sun Block
- Services Marketing: Report on TCS Pakistan
- Advertising: Launched a new energy drink for advertising course and made TVC & Radio Ad
- Strategic Management: Report on Strategic Analysis of Colgate Pakistan
- Methods of Business Research: Market research report on ready to eat products for the local market

Internship / Work Experience:
- Global Seafood Marketing, Marketing Officer from August 2011 to date
  - Look after the marketing and promotions of the company
- Headlion Advertising Agency, Client Services Department, interned from April 15 to May 16, 2011
- Meezan Bank Ltd., Marriot Hotel Branch, interned from June 21 to August 2, 2010,

Extracurricular Activities / Hobbies:
- Surfing internet, reading magazines and socializing
RABAIL GUL
rabail.gul6@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.11

Electives:
- Advertising
- Sales Management
- Brand Management
- Integrated Marketing and Communication

Shah Abdul Latif University, Khairpur
Bachelor of Commerce, 2009
1st Division, (62%)

SZABIST College, Larkana
Higher Secondary Certificate, 2006
A Grade, (71%)

Sadat Public School, Larkana
Secondary School Certificate, 2004
A Grade, (77 %)

Honours / Achievements:
- Awarded scholarship during graduation year 2010-2011 at IoBM

Skills:
- Team player
- Excellent communication and organizational skills.
- Proficient with computer literacy such as Microsoft Word, Excel, Power point, Internet
- Able to do various other duties as needed
- Hardworking
- Ability to work under pressure and independently

Major Term Papers / Research Work / Projects:
- Brand Management:- Report on product extension for Kolson
- Sales Management:- Report on impact of training on employees at ICI
- Integrated Marketing Communication:- Report on IMC Plan for Hashmi Surma
- Strategic Marketing and Planning:- Report on Strategy Formulation for Atlas Honda
- Consumer Behavior:- Report on Impact of Music on buying behavior of consumer at restaurants
- Method in Business Research:- Report on Traits Influencing Recruiter while Recruiting a Candidate

Internship / Work Experience:
- Global SeaFood Marketing, interned from June 17 to July 28, 2013
- Adyss sourcing, USAID-woman in trade project, Management Trainee from August 19 to November 19, 2013

Extracurricular Activities / Hobbies:
- Attending events, listening to music, browsing on internet, painting, watching movies and talk shows
RABIA ALAVI
alavi.rabia@gmail.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.39

Electives:
- Brand Management
- Integrated Marketing Communications
- Media Planning
- Consumer Behaviour

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration - (BBA), 2012
Cumulative GPA: 3.35

Defence Authority Public School, Karachi
A Levels, 2008
1 A, 1 B & 1 C

Honours / Achievements:
- Achieved merit based scholarship in IoBM

Skills:
- Sound knowledge of MS Office (Word, PowerPoint, Excel)
- Certified course in Adobe Photoshop
- Teamwork and Presentation Skills

Proficient in English and Urdu
- Hardworking, analytical and creative

Major Term Papers / Research Work / Projects:
- Media Planning: Prepared a media plan for TUC Biscuits campaign
- Brand Management: Prepared a marketing plan for a new product (Introducing Olpers flavoured Lassi)
- Methods in Business Research: Performed a hypotheses testing on Red Bull based on people’s understanding of an energy drink and analyzing the relationship between price and desirability of the drink
- Strategic Management: Conducted a strategic audit of PIA
- Strategic Marketing and Planning: Prepared a strategic marketing plan for the launch of a new product (augmented reality, virtual mirror)

Internship / Work Experience:
- GlaxoSmithKline Pakistan Ltd, Marketing Department, interned from May 26 to July 6, 2012
- Bank Alfalah, interned from June 1 to July 15, 2010

Extracurricular Activities / Hobbies:
- Participated in inter-school table tennis competition
- Member of Entertainment Plus Society (EPS) – Institute of Business Management
- Participated in Zenith 2010 (leadership program held at IoBM)
- Participated in Lums Olympiad, 2008
- Member of Human Rights Protection International (NGO)
- Other interests include reading novels, watching movies, hanging out with friends, traveling, sketching and baking
SAAD BADAR
saad_badar@yahoo.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.00

Electives:
• Brand Management
• Media Planning

Government College of Commerce and Economics, Karachi
Bachelor of Commerce, 2008
1st Division, (66%)

Hamdard Public School, Karachi
Secondary School Certificate, 2004
A-1 Grade, (84%)

Skills:
• Marketing research
• Strategic planning
• Brand development
• Retail category

Major Term Papers / Research Work / Projects:
• Brand Management: Brand extension of Peek Freans
• Retail Management: Makro inventory management
• Marketing Analytics: Procter & Gamble (P&G) pampers price structure for the last six years
• Sales Management: Territory management at Walls
• Media Planning: Report on ratings of TV ONE
• Strategic Management: Strategic analysis of Pfizer pharmaceutical company

Internship / Work Experience:
• Corvit Networks, Marketing and Sales department, interned from August 20 to September 30, 2012

Extracurricular Activities / Hobbies:
• Active part in Event Management
• Head of Sports (Management Society IoBM)
Education:

Institute of Business Management (IoBM), Karachi  
Master of Business Administration (MBA), Major in Marketing  
Cumulative GPA: 3.03

Electives:

- Consumer Behavior
- Industrial Marketing

Institute of Business Management (IoBM), Karachi  
Bachelor of Science Joint (Hons.), 2011  
Cumulative GPA: 2.75

Saint Patricks High School, Karachi  
A Levels, 2005  
2 Cs

Honours / Achievements:

- Member of EPS and Economics Society

Skills:

- Strong leadership skills
- Team player

Major Term Papers / Research Work / Projects:

- Brand Management: Pakola brand relaunch
- International Marketing: Made a case study on Fun Land, Karachi
- Consumer Behavior: Did consumer behavior research on impulse buying
- Industrial Marketing; Shell Pakistan Industrial Products presentation
- Strategic Marketing and Planning; Relaunch of First Water Habib Oil Mills

Internship / Work Experience:

- MCB, Finance, interned from July to August, 2011

Extracurricular Activities / Hobbies:

- Organized Clear Futsal Football Tournament and Bryan Adams Concert Zindagi Trust
- Playing guitar, working out, table tennis
SAIMA FATIMA MERCHANT
saima_merchant@hotmail.com
Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.0

Electives:
- Integrated Marketing Communication
- Media Planning
- Marketing Analytics
- Industrial Marketing

Institute of Business Management (IoBM), Karachi
Bachelor in Business Administration (Hons.), 2011
Cumulative GPA: 3.11

The Avicenna School, Karachi
A Levels, 2007
1B & 2Cs

Honours / Achievements:
- College Magazine Editor and Head of Literary Society at Avicenna School

Skills:
- Excellent interpersonal, verbal and written communication skills
- Professional work ethic with leadership qualities
- Innovative, detail oriented and organized
- Diligent and meticulous with strong analytical problem solving abilities
- Ability to work independently, multitask and work in a dynamic environment
- Proficient with Microsoft Office

Major Term Papers / Research Work / Projects:
- Integrated Marketing Communication: Prepared a report on the emotional appeal of Olpers Advertisement
- Advertising: Prepared a print and TVC advertisement of Benefiber
- Event Management: Organized VIDEORAMA - a brand activation video competition
- Brand Management: Prepared a launch plan for a new brand of Engro Foods - yoghurt called Ogurt
- Strategic Management: Term report on Millac Foods and detailed evaluation of the milk Industry
- Consumer Behavior: Term report on consumer buying habits of Olpers

Internship / Work Experience:
- Logicose, Content Development Department, Senior Executive Online Marketing from May 21, 2012 to May 21, 2013
- American Express - AEG Travel Services (Pvt.) Ltd., US Visa Department, Interned from May 26 to July 6, 2011
- PICIC Commercial Bank, Interned at Clifton Branch from July 1 to July 31, 2005

Extracurricular Activities / Hobbies:
- Took part in IoBM Social Enterprise Enrichment Business Plan Competition, March 2011
- Reading, writing and photography
**Education:**

**Institute of Business Management (IoBM), Karachi**
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.07

**Electives:**
- Sales Management
- Brand Management
- Advertising
- Integrated Marketing Communication

**Govt, College of Commerce & Economics, Karachi**
Bachelors in Commerce, (B. Com), 2008
1st Division, (66%)

**Clifton Grammar School, Karachi**
Secondary School Certificate, 2004
A-1 Grade, (83%)

**Honours / Achievements:**
- Member of Marketing Association of Pakistan (MAP)
- Won best team award in Zenith Leadership & Development Conference, 2012
- Worked with the Event Management team at IoBM Convocation, 2011
- Participated in Brand Anatomy Competition conducted by SZABIST, 2011

**Skills:**
- Proficient in MS Office, SPSS and Adobe Photoshop
- An avid learner with good interpersonal and communication skills
- Able to work efficiently in a dynamic environment
- Good team worker & able to meet deadlines with effective time management
- Hard worker, goal oriented, self determinant, highly motivated & ready to take up new challenges

**Major Term Papers / Research Work / Projects:**
- Brand Management: Brand Extension for Shan Foods
- Strategic Marketing & Planning: Strategy Formation for National Fruityly
- Sales Management: Sales Territory Management at Abbott
- Advertising: Formulating advertising strategy for Pakola Flavoured Milk
- Integrated Marketing Communication: Case study written on integrated marketing communication for P&G’s Pantene
- Consumer Behaviour: Research on different perspective of consumers in purchasing high involvement products

**Internship / Work Experience:**
- Pakistan State Oil Company Ltd., Corporate Communications Department, interned from June to July 2012

**Extracurricular Activities / Hobbies:**
- Attending seminars & workshops to learn & experience new things
- Research on different strategies of organizations & their competitors
- Received certificates volunteering many events at IoBM
- Reading & net surfing
- Sporting activities
- Captain of the throwball team
SAJJAD HAIDER
syed-zaidi@hotmail.com

Graduation: 2012

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.03

Electives:
- Media Planning
- Consumer Behavior
- Merchandising and Sales Promotion

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration (Hons.), 2010
Cumulative GPA: 2.85

Govt. Dehli College, Karachi
Higher Secondary Certificate, 2005
B Grade, (66%)

Shah Wilayat Public School, Karachi
A-1 Grade, (81%)

Honours / Achievements:
- Leaded multi million project of IAPEX 2010
- Developed & executed the complete Zauq Cook Book project

Internship / Work Experience:
- ARY Digital Network, Assistant Manager Marketing, from March 2011 to date
- Responsible for developing and executing annual marketing plans which incorporates marketing calendar, media plans and promotion plans. Channels looking after include ARY Zauq, ARY Musik, ARY QTV, ARY News, HBO & Nickelodeon.
  - Solely responsible for Media Planning of brands assigned that include ARY Musik, ARY Zauq, ARY News, ARY QTV, HBO & Nick
  - Planned & executed various brand activation for clients and air promotions
  - Primarily dealing with the media and advertising agency, managing all PR activities.
  - Responsible for all online marketing including social media marketing and Smart Phone Applications
  - Conducting and analyzing consumer research
  - Tracking and reporting for all HBO Pakistan communications to regional headquarters.
  - Planning and executing Media Partnerships and Marketing events
  - Creative writing for print and other communications of the above mentioned six channels
  - Assisted in photo shoots, production of IDs (Commercials) and Promos.
- Stile (House of Habib), Assistant Brand Manager from January 2010 to November 2010
- Developed and managed brand portfolio. Planned, executed, tracked and managed broad Marketing plans with multiple touch-points
  Established Brand positioning, marketing communications (TVCs, Radio, Print& OOH), brand programs, Packaging, trade merchandising, and managed budget accordingly. Responsible for planning Strategy, research & monitoring. ATL & BTL (Planning & Execution)
Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.0

Electives:
• Advertising
• Public Relations & Event Management

• Brand Management
• Sales Management

DA Degree College for Women, Karachi
Bachelor of Commerce (B. Com), 2008
1st Division, (63%)

T & J Academy, PECHS, Karachi
Secondary School Certificate, 2004
A Grade, (71%)

Honours / Achievements:
• Certificates of Merit for “Distinctions” awarded by DHA Degree College for Women, 2006
• Certificates of Merit for “Distinctions” awarded by DHA Degree College for Women, 2009

Skills:
• Interpersonal, negotiation & leadership skills
• Proficient in Microsoft Office
• Trained in business writing i.e. reports, memos, letters etc.

Major Term Papers / Research Work / Projects:
• Sales training and development of Brookes Pharma.
• Issues faced by Atlas Honda and proposed strategic solution
• Effect of music on advertising
• Research on entering market of online business of women’s clothing
• Brand Launch Project – Peek Freans Classic Butter

Internship / Work Experience:
• VectraCom Pvt. Ltd., Content Department, Content Executive from September 28, 2009 to date
  - Initiated the idea of multimedia fashion magazine and now working from home independently

Extracurricular Activities / Hobbies:
• Participated & stood 1st in simulation Topsim “start up” game held for Entrepreneurship course in Fall 2012
• Organized, attended and participated in an event “How media can Enhance the Positive and Soft Image of Pakistan’ at IoBM, September 22, 2012
• Conducted workshop on “Boost Up your Self Esteem” at IoBM, July 2012
SAMRAN ALI MALIK
maliksamran@gmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.39

Electives:
- Brand Management
- Services Marketing
- Integrated Marketing Communication
- Sales Management

Shah Abdul Latif University, Khairpur
Bachelor of Commerce, 2009
1st Division, (63%)

Public School, Sukkur
Secondary School Certificate, 2004
A Grade, (78%)

Honours / Achievements:
- Awarded financial assistance during graduation years at IoBM

Skills:
- Out of the box thinking
- Strong analytical skills, creative, team player, and ability to work under pressure
- Fluent in speaking Urdu, English and Sindhi

Major Term Papers / Research Work / Projects:
- Brand Management: Report on brand extension of Shan Foods to a new category
- Sales Management: Report on analyzing sales structure of Philip Morris Pakistan
- Strategic Marketing & Planning: Research and analysis on strategic issue faced by National’s Fruitily
- Methods in Business Research: Report on Impact of cause-related marketing on consumer purchase
- Consumer Behavior: Research on influence of music on advertising

Internship / Work Experience:
- Mitsubishi Corporation, Machinery & New Business Department, Executive Officer from July 2012 to date
  Primary Job responsibility is to do researches on new business opportunities arising in Pakistan
- Indus TV Network, Indus Vision, Production Coordinator from October 30, 2009 to March 15, 2010
  Primary Job Responsibility was to coordinate with all production activities

Extracurricular Activities / Hobbies:
- Worked as the Vice-President of Entertainment Plus Society (EPS)
- Organized events such as, Café Tarka, Milad and the grand event of IoBM - Jashn-e-Baharan
Education:

Institute of Business Management (IoBM), Karachi
Masters in Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.2

Electives:
- Media Planning
- Brand Management

Staffordshire University, U.K’s External Program From Apit Pakistan, Karachi
Bachelors in Business Administration (Hons), 2009
Cumulative GPA: 3.4

St. Joseph College for Women, Karachi
Higher Secondary Certificate, 2005
B Grade, (62.45%) 

Honours / Achievements:
- Awarded Scholarship in 1st semester at IoBM
- The City School  PAF Chapter, Geography Teacher, Grade 8 and 9, March 2013 to date

Skills:
- Microsoft Office
- Proficiency& Web Designing
- Presentation skills

Major Term Papers / Research Work / Projects:
- Media Planning: Fixed point chart analysis and recommendation for Dawn News channel
- Brand Management: Brand extension of Omore
- Brand Management: Brand analysis of Olper’s
- Sales Management: Sales territory analysis of Zong, China Mobile
- Integrated Marketing Communication: IMC analysis for Omore Icecream
- Brand Management: Marketing analysis for Swift Car, Suzuki

Internship / Work Experience:
- China Mobile (Zong) , Sales department, interned from November 10, 2008 to April 4, 2009
- Standard Chartered Bank, Marketing department interned from June 6 to July 6, 2008
- S.M Ilyas And Brother, Sales and Marketing department interned from August 6, 2012 to September 12, 2013

Extracurricular Activities / Hobbies:
- Browsing Internet
- Reading marketing magazine & novels
SHAHZAD MUKHTAR DESHMUKH
shahzad_mukhtar@hotmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.01

Electives:
• Brand Management
• Distribution & Channel Management
• Retail Management
• Direct & Digital Marketing

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration, 2011
Cumulative GPA: 3.04

B.V.S Parsi High School, Karachi
Secondary School Certificate, 2005
A-1 Grade, (81.6%)

Honours / Achievements:
• IoBM Merit – Need Scholarship (2008 - 2012)
• Commecs Merit – Need Scholarship (2005 – 2007)

Skills:
• Marketing & Communication
• Team Management
• Sales Management

Major Term Papers / Research Work / Projects:
• Distribution & Channel Management: Case on Novo Nordisk Distribution Strategy
• Strategic Marketing & Planning: Report on Shan Recipe Masala Category

Internship / Work Experience:
• Dollar Stationery Pvt Limited, Brand Executive, May 7, 2012 to date
• Express Media Group, Research Analyst, October 2011 to April 2012
• DHL Express, interned from June 1 to July 1, 2011
• UBL Fund Managers, interned from June 7 to August 31, 2010

Extracurricular Activities / Hobbies:
• Reading books
• Traveling
• Socializing
**Education:**

**Institute of Business Management (IoBM), Karachi**  
Master of Business Administration (MBA) Major in Marketing  
Cumulative GPA: 3.00

**Electives:**  
- Sales Management  
- Strategic Marketing and Planning

**PAF-KIET, Karachi**  
Bachelor of Business Administration, 2009  
Cumulative GPA: 2.97

**Oxford High School, Karachi**  
C Grade, (59.64%)

**Skills:**  
- Efficient in Microsoft office  
- Efficient in Negotiations and language skills

**Major Term Papers / Research Work / Projects:**  
- Methods of Business Research: The Booming era of Sms marketing  
- Sales Management: Territory Management at Warid Telecom  
- Strategic Marketing and Planning: Report on Pakola Beverages  
- Consumer Behavior: Consumer Behavior analysis towards pasteurized milk in Pakistan.  
- Marketing for Financial Services: A Report on Smart Cards

**Internship / Work Experience:**  
  - In 10 weeks internship, was responsible for compiling, sorting and organizing the data into the newly launched plant of Hubco Narowal fuel management system in the billing department. Assisted the Billing manager in preparing the monthly fuel consumption reports for NEPRA. Also made the fuel management system manual which includes all the necessary steps involved in the process of feeding fuel management data.

**Extracurricular Activities / Hobbies:**  
- Playing Table Tennis  
- Swimming  
- Cricket  
- Watching films and listening music
SYED MUHAMMAD SAIFUL ARFIN
std_12771@iobm.edu.pk

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA) Major in Marketing
Cumulative GPA: 3.0

Electives:
• Sales Management
• Strategic Marketing and Planning

Mohammad Ali Jinnah University, Karachi
Bachelor of Business Administration (Hons.), 2010
Cumulative GPA: 3.35

Azeem Children's Paradise School, Karachi
A Grade, (71%)

Skills:
• Team worker
• Decisive
• Paraphrasing
• Self-Motivated

Major Term Papers / Research Work / Projects:
• Sales Management: Proposed alternative territory management strategies for Johnson and Johnson.
• Principles of Marketing: Prepared a situation analysis report on Abbott’s Mospel.
• Marketing Management: Prepared a report focused on changing positioning of Unilever’s Lifebuoy.
• Methods in Business Research: Conducted a research on a new product concept.
• Sales Management: Proposed alternative territory management strategies for Johnson and Johnson.
• Consumer Behavior: Prepared a report on selecting a good retail location.
• Brand Management: Proposed the positioning elements of Engro Food’s Omore.
• Strategic Marketing and Planning: Proposed alternative marketing strategies for Good Milk.

Internship / Work Experience:
• CBM Dean’s Office, interned from August 19 to September 23, 2013

Extracurricular Activities / Hobbies:
• Playing badminton
• Playing football
• Reading Sherlock Holmes
• Swimming
SYEDA AMRAH GHAZANFAR
amra.ghazanfar@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master in Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.34

Electives:

• Industrial Marketing
• Consumer Behaviour

Institute of Business Management (IoBM), Karachi
Bachelor of Science (Joint Honors), 2012
Cumulative GPA: 2.92

The Lyceum School, Karachi
A-Levels, 2008
2 Bs, 1 C

The C.A.S School, Karachi
O- Levels, 2006
4 As, 5 Bs & 1C, 1 D

Honours / Achievements:

• President, Rotaract Club of Karachi Cosmopolitan
• Participant YLES 2010
• General Secretary, Vanguard: The SS Club
• Habib Home Head, The Lyceum School

Skills:

• Writing/Typing
• Microsoft Word, PowerPoint and Excel

Major Term Papers / Research Work / Projects:

• Methods in Business Research: Impact of E-Marketing on Sales.
• Brand Management: Brand Extension of Olper’s, Choc O’ Spoon.
• Money & Capital Markets: An Overview of GDRs Issued by Pakistan, India and China
• Investment Banking and Security Analysis: Mergers & Acquisitions: RBS and Faysal Bank
• Portfolio Management: Factors that Affect the Share Prices of the Pharmaceutical Sector in Pakistan
• Financial Derivatives: Comparison of Derivatives Market Globally

Internship / Work Experience:

• Allied Engineering & Services, Sales, Marketing Department and Finance Department, interned from July 16 to August 24, 2012
• Rotaract Club of Karachi Cosmopolitan, President from 2011 to 2012
• Rotaract Public Speaking Forum, Secretary from 2010 to 2012

Extracurricular Activities / Hobbies:

• Reading/writing, travelling, community services, swimming, acting, music
UMM-E-AMMARA
ammara.umme@yahoo.com

Graduation: 2012

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.0

Electives:
• Brand Management
• Advertising
• Sales Management
• Strategic Marketing & Planning

University of Karachi, Karachi
Master degree, 2002
C Grade, (52.45%)

Khatoon-e-Pakistan, Karachi
1st Division, (68.6%)

Major Term Papers / Research Work / Projects:
• Strategic Marketing and Planning : report on strategic marketing and planning of Habib Masala
• Brand Management: Report on Dalda brand extensions
• Sales Management: Sales training and development in the banking sector
• Consumer Behavior: Research & identification of consumer behavior for toothbrushes
• Advertising: K &N's deli line advertising strategy
• Human Resource Management: Challenges faced by HRM in the hospital industry

Internship / Work Experience:
• ICS Group, global business unit, February 15, 2013 to date
• Lucky Cement, Brand and Corporate Communications Department from August 20, 2012 to December 5, 2012
• Advans Pakistan Micro Finance Bank, interned from May 5, 2012 to July 5, 2012
• The British Council, Invigilator from April 20, 2005 to May 3, 2009

Extracurricular Activities / Hobbies:
• Playing Badminton
• Conducting seminars at departmental level
• Reading books and cooking
WAJEEH ALI SYED
waj.ali000@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.38

Electives:
- Brand Management
- Integrated Marketing Communication
- Sales Management
- Services Marketing

University of Karachi, Karachi
Bachelor of Commerce, 2008
1st Division, (61%)

The Lyceum School, Karachi
A Levels, 2006
2 As, 1 B

Beacon-house School System, Karachi
O Levels, 2004
6 As, 3 Bs &1 C

Honours / Achievements:
- Winner of the Business Game in Entrepreneurship and Small Business course

Skills:
- Strong Leadership and Teamwork Skills; Effective Communication and Presentation Skills

Major Term Papers / Research Work / Projects:
- Brand Management: Project on Brand Extension of National Foods
- Integrated Marketing Communications: Project on Promotion of Bake Parlor Ketchup
- Sales Management: Project on Territory Management of Falak Basmati Rice
- Strategic Marketing and Planning: Projecton Innovations of Green-star Social Marketing
- Consumer Behavior: Research work on Retail Locations
- Marketing Management: Term paper on Product Failure of Arif Habib Investment’s VPS

Internship / Work Experience:
- Kopak Shipping Company, Operations, interned from September 2 to October 11, 2013
- Helium Pvt. Ltd., Marketing, interned from July 25 to August 28, 2011

Extracurricular Activities / Hobbies:
- Reading, Playing Cricket and Traveling
- Member of Entertainment Plus Society IoBM, Finance Society IoBM, Debating Society, Home School and Society for the Rehabilitation of Special Children - SRSC (IDARA)
YASIR JAHANGIR
yasirjahangir_85@yahoo.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.08

Electives:
- Brand Management
- Integrated Marketing Communication

University of Karachi, Karachi
Bachelor of Commerce, 2008
2nd division, (54%)

Little Folks’ School, Karachi
Secondary School Certificate, 2002
A-1 Grade, (83%)

Honours / Achievements:
- Awarded 1st Position in Business Game

Skills:
- Communication, leadership, teamwork and problem solving skills
- Event management and organizational skills.
- Sales and marketing skills
- Basic computer skills

Major Term Papers / Research Work / Projects:
- Brand Management: Project on Brand Extension of Olpers Milk
- Integrated Marketing Communication: Project on Promotion of MENU Frozen Foods
- Sales Management: Project on Territory Management of Falak Basmati Rice
- Strategic Marketing and Planning: Strategic planning of CAPRI Face wash
- Consumer Behavior: Brand influence on the personality

Internship / Work Experience:
- Union Trading Corporation Ltd, sales and marketing department, interned from August 26 to October 11, 2013

Extracurricular Activities / Hobbies:
- Active Member of EPS (Entertainment Plus Society)
- Worked as volunteer in CSR activities.
- Attended activity session plus speech of Umair Jaliwala (Motivational Speaker)
- Interested in outdoor games like cricket, basketball, football etc.
ZAIN ALI
aliz89@live.com
Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Marketing
Cumulative GPA: 3.0

Electives:
- Brand Management
- Media Planning
- Event Management
- Industrial Marketing

Govt. College of Commerce & Economics, Karachi
Bachelor of Commerce (B. Com.), 2007
1ST Division, (64%)

Science & Commerce College Gulshan-e-Iqbal, Karachi
Higher Secondary Certificate, 2005
A Grade, (70%)

The Educational Centre, Karachi
A Grade, (77%)

Honours / Achievements:
- Participated in disbursement of Watan Card for flood affectees
- Received special prize in Debate Competition in School
- Have successfully completed Stage 1 of JAIBP

Skills:
- Good at Team Work
- Computer Skills
- Strong Analytical Skills
- Leadership & Communication Skills

Major Term Papers / Research Work / Projects:
- Methods in Business Research: Study on “Awareness about Deodorant” in Consumers
- Advertising: “Launch of fruitily “with a new concept which covers the whole process of Advertising & OOH.”
- Marketing Management: Research on identifying the issues faced by “Hico Ice-Cream.”
- Event Management: Organized a seminar on Film Festival at IoBM
- Corporate Finance: Research on “Evaluating the Risk portfolio in the cement sector”

Internship / Work Experience:
- United Bank Limited, interned from January 2 to February 11, 2012
- Xcess Logistics, HR Department, interned from August 8 to October 1, 2011

Extracurricular Activities / Hobbies:
- Sports
- Travelling & Exploring
AGHA ALI KHAN
aghaali87@hotmail.com

Graduation: 2012

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
Cumulative GPA: 3.0

Electives:
- Transportation Techniques & Management
- Strategic Supply Chain Management
- Procurement & Inventory Management
- ERP Systems Design & Implementation

D.A Degree College, Karachi
Bachelor of Commerce, 2008
1st Division, (65 %)

B.A Degree College, Karachi
Higher Secondary Certificate, 2006
B Grade, (63 %)

Bangalore Town Secondary School, Karachi
Secondary School Certificate, 2004
A-1 Grade, (81.76 %)

Skills:
- Team management
- Conflict management
- Time management

Major Term Papers / Research Work / Projects:
- Transportation Techniques & Management: Green Logistics & Practices of Agility Pakistan
- Procurement & Inventory Management: Sourcing Strategies of SSGC & SHELL Pakistan
- Strategic Supply Chain Management: “Rocket Science Retailing Is Almost Here. Are You Ready”
- ERP Systems Design & Implementation: Analysis of ERP implementation at Herbion Pakistan

Internship / Work Experience:
- KOLSON, Supply Chain, interned from July 10 to August 17

Extracurricular Activities / Hobbies:
- Managed the 2nd Sindh Conference held in 2010 at IoBM as a volunteer
- Managed CBMUN’10 organized by Literary and Public Speaking Society (IoBM)
- Professional Networking over LinkedIn
- Reading Islamic Literature
JUNAID JAWED  
jaddjawed@yahoo.com  

Graduation: 2012

Education:
Institute of Business Management (IoBM), Karachi  
Masters in Business Administration (MBA), Major in Supply Chain & Logistics Management  
Cumulative GPA: 3.11

Electives:
• ERP Systems Design and Implementation  
• Procurement and Inventory Management  
• Transportation Techniques and Management  
• Storage and Warehouse Techniques

Institute of Business Management (IoBM), Karachi  
Bachelor of Business Administration (BBA), 2011  
Cumulative GPA: 2.65

Cadet College Petaro, Jamshoro  
Higher Secondary Certificate, 2006  
A Grade, (74%)

Honours / Achievements:
• Participation certificate for essay writing competition by petarian association of North America & Cleared ISSB

Skills:
• M.S Office (word, power point & excel)  
• Have successful team leader qualities  
• Open to learn new technological things and can adapt changes

Major Term Papers / Research Work / Projects:
• Supply Chain Management: Lucky Cement Research report on SCM techniques  
• Organizational Behavior: World Wide Group culture and practices adopted by the firm  
• Marketing Management: Alfalah Bank Research on competitive position and future executable Marketing strategy  
• Strategic Financial Management: Research report on TFC’s/Sukuk’s in Pakistan  
• Prepared a professional report on a museum logistics project of CEI Supply Chain and Schenker Logistics

Internship / Work Experience:
• CEI Supply Chain, Project Department, interned from 2nd-January to August 31, 2010  
• Lucky cement limited, Supply chain department, interned from May 23 to June 2, 2011  
• Afeef Packages (Packaging solution providers to Cupola, PIA, Hardees etc), Supply chain department, as supply chain executive from 1st-September-2012 to date  
• National Investment Trust, Clifton branch, as Jr. Marketing officer 1st-November-2012 to date  
• Worked as volunteer and assistant to treasurer in Markaz-e-Umeed vocational institute for disabled children

Extracurricular Activities / Hobbies:
• Athletics, football, cricket, swimming, horse riding and indoor games
MUHAMMAD AZAM
azam.idrees@gmail.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
Cumulative GPA: 3.04

Electives:
- Strategic Supply Chain Management
- ERP Systems Design and Implementation
- Transportation Techniques and Management
- Storage and Warehousing Techniques

Government College Peshawar, Peshawar
Bachelor of Science, 2008
2nd Division, (67%)

Secondary School, Peshawar
A Grade, (70%)

Government Superior Science College, Peshawar
Higher Secondary School Certificate, 2006
B Grade, (69%)

Honours / Achievements:
- Awarded certificate of “CIVIL DEFENCE COURSE” by the Government of KPK

Skills:
- Good communication skills: URDU, ENGLISH, PASHTO
- MS Office (project, word, power point)
- Good at ERP software and awareness of SAP modules

Major Term Papers / Research Work / Projects:
- Strategic Supply Chain Management: Project on “Cold Chain Management of Frozen Food”
- Transportation Techniques and Management: “Project on Evaluation of Pakistan Logistic Sector”
- Enterprise Resource Planning: Project on Own Build “Soft Drink Company in ERP Software”
- Storage and Warehousing Techniques: Project on “Warehousing Techniques of K&Ns Chicken”
- Strategic Marketing and Planning: Project on “Mobilink Pakistan, launch of Blackberry”
- Total Quality Management: Project on “Mazboot Blocks Manufacturing QMS”

Internship / Work Experience:
- Silk Bank, Marketing Department, interned from May 11 to June 22, 2011
- Sui Southern Gas Company Limited, Procurement Department from June 2013 to date

Extracurricular Activities / Hobbies:
- Participated in “YOUNG LEADER FESTIVAL 2012”
PRINCE KUMAR
Prince_rajput06@yahoo.com

Graduation: 2013

Education:

Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Supply Chain & Logistic Management
Cumulative GPA: 3.0

Electives:

• Supply Chain Management
• Transportation Techniques and Management
• Procurement and Inventory Management
• ERP Systems Design and Implementation

Commerce College, Larkana
Bachelor of Commerce (B. Com), 2007
1st Division, (62%)

Govt. Degree College, Larkana
Higher Secondary Certificate, 2005
A Grade, (70%)

Govt: Saint Joseph High School, Larkana
B Grade, (64%)

Honours / Achievements:

• Top position during Web Contest held at SZABIST
• Scholarship during MBA program
• Participated in Intra University Competition Digital Mindz

Skills:

• Effective communication and interpersonal skills
• Good command on MS Office
• Dedicated, hardworking and punctual
• Ability to work under stress

Major Term Papers / Research Work / Projects:

• Transportation: Comparison between the different modes of Logistics in Pakistan
• Supply chain Management: Supply chain practices at Primer Distributions company
• Enterprise Resource Planning: Implementation of SAP technology in the Logistic system
• Methods in Business Research: Use of Facebook in business

Internship / Work Experience:

• Ideas by Gulahmed Textile, Supply Chain Coordinator from October 2012 to date
• Planning & Forecasting, Logistic Management, Distribution and inventory Management

Extracurricular Activities / Hobbies:

• Reading newspapers, watching talk shows, playing cricket and web designing
SHAIKH MUHAMMAD OMER
im_omer@hotmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
Cumulative GPA: 3.05

Electives:
• Strategic Supply Chain Management
• Transportation Techniques & Management

Institute of Business Management (IoBM), Karachi
Bachelor of Business Administration BBA (H), 2012
Cumulative GPA: 2.68

Montessori Complex High School, Karachi
Secondary School Certificate, 2005
A-1 Grade, (84%)

Honours / Achievements:
• Volunteered under the consideration of Microsoft (Pakistan)
• Microsoft Joint Business Launch held on October 22, 2009
• Participated in school Plays and Stage shows

Skills:
• Sound Presentation skills.
• Practically work catching skills
• Proficient in the use of applications - MS Word, Excel and Power Point

Major Term Papers / Research Work / Projects:
• Retail Management: Report on Shell Select shop regarding its potential and current target market
• Brand Management: Wrote a case on repositioning of “Lifebuoy Soap” in Pakistan
• Consumer Behavior: Report on “TUC by LU” regarding its reposition from biscuits to snack
• Digital Marketing: Report on Shahid Afridi (Outlet) in term of online store presence

Internship / Work Experience:
• Byco Petroleum Pakistan Limited, Management Trainee Customer Services from November 2012 to date
• Looking after the sales of Petroleum Products, Export of Naphtha, Price Computation, Agreement Drafting and Customer Complains
• Byco Petroleum Pakistan Limited, Customer Services Department, interned from July 5 to August 16, 2012 and October 8 to November 8, 2012
• Bank Alfalah Limited, Marketing Department, interned from July 26 to August 6, 2011
• Johnsons and Johnsons (J&J), interned from July 13 to August 10, 2010
• Allied Bank Limited, Import & Export Department, interned from May 26 to July 6, 2009

Extracurricular Activities / Hobbies:
• Head of different social societies of IoBM
• Cricket, Football, Swimming, and Badminton
SYED TALHA KHALID
std_11231@iobm.edu.pk

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
Cumulative GPA: 3.2

Electives:
- Supply Chain Management
- Strategic Supply Chain Management
- Storage & Warehousing Techniques
- Transportation Techniques & Management

Government College of Commerce and Economics, Karachi
Bachelor of Commerce, 2008
1st Division, (60%) 

Government College of Commerce and Economics, Karachi
Higher Secondary School Certificate, 2006
B Grade, (68%)

Sadequain Academy, Karachi
Secondary School Certificate, 2004
A Grade, (78%)

Honours / Achievements:
- Awarded financial assistance during graduation years at IoBM

Skills:
- Cooperative, hardworking, self determinant and solution oriented person

Major Term Papers / Research Work / Projects:
- Supply Chain Management: Project on Raaziq Logistics on their Supply Chain System
- Transportation Techniques and Management: Project on Meena Logistics on their Logistics System
- Strategic Marketing and Planning: Project on Mobilink Pakistan on launching of their New Product
- Total Quality Management : Project on Mazboot Blocks Manufacturers on their Quality Management System

Internship / Work Experience:
- Merck Private Limited, Supply Chain (Planning) Department, interned from May 20 to June 28, 2013
- Dawlance Group of Companies, Supply Chain Department, interned from February 15 to September 18, 2012

Extracurricular Activities / Hobbies:
- Taken part in IoBM sports competition
FAREEHA ZULQARNAIN
fareeha.21@gmail.com

Graduation: 2013

Education:
Institute of Business Management (IoBM), Karachi
Master of Business Administration (MBA), Major in Telecommunication Management
Cumulative GPA: 3.68

Electives:
• IP Multimedia Technologies

NED University of Engineering & Technology, Karachi
Bachelor of Engineering (Telecommunication), 2009
1st Division (88%)

St. Joseph’s Convent School, Karachi
A-1 Grade, (91%)

Honours / Achievements:
• Awarded 50% fee waiver by IoBM and financial assistance by Lucky Cement Ltd. during study at IoBM
• Awarded scholarship by Petroleum Institute of Pakistan during bachelor’s degree
• Awarded gold badge and certificate by South Asia Publications (NGO) on academic performance

Skills:
• Proficiency in MS office; Excellent communication and presentation skills

Major Term Papers / Research Work / Projects:
• Optical Communication Networks: Impact of broadband on national competitiveness and economic growth
• Management of Telecommunication Systems: Satellite Link budgeting (with MATLAB simulation)
• Network Design: Role of Network Design in the deployment of ICT infrastructure with reference to Smart grid
• Optimization of Telecom System: Optimization of WiFi networks (with OPNET simulations)
• Strategic Management: Strategic audit of Hinopak Motors Ltd.
• Human Resource Management: Major HR problems at IFFCO Pakistan with root cause analysis, recommendations and implementation plan

Internship / Work Experience:
• SUPARCO, Engineering Department, Assistant Manager Satellite Control Facility from February 15, 2010 to date
  - Involved in operation and maintenance activities at Satellite Control Facility for Paksat-1R satellite

Extracurricular Activities / Hobbies:
• Reading, badminton