From the President

It is a matter of immense satisfaction and pride that the Institute of Business Management (IoBM) has successfully completed twenty years of excellence in Higher Education. Currently IoBM is ranked as a top business school by national and international rating agencies. We have active Academic Collaboration Agreements with over sixty reputed universities around the world for students and faculty exchange, joint research, consultancy, training and development. We also have collaboration with Senior Expert Service (SES), Germany, through which their technical experts visit IoBM.

IoBM graduates are highly sought after nationally and internationally, due to their well recognized professional competence. Our students also excel in national and international competitions.

On its auspicious occasion of successful completion of 20-Years, IoBM has the unique distinction of being the first university in the public and private sector to introduce a highly social reform project of Free Four Year Engineering Education to poor and meritorious students of less privileged Districts of Sindh starting with Tharparkar, Umerkot, Badin and Thatta.

We hope that IoBM Graduates Directory, which is published regularly, facilitates business organizations to fill their HR requirements efficiently and effectively.

Shahjehan S. Karim
President
Institute of Business Management
Board of Governors

- Mr. Najmuddin Shaikh, Chancellor
- Chairman Higher Education Commission or his nominee
- Mr. Justice ® Ata-ur-Rahman
- President, Federation of Pakistan Chamber of Commerce and Industry
- President, Karachi Chamber of Commerce & Industry
- President, Karachi Stock Exchange (Guarantee) Ltd.
- Secretary, Government of Sindh, Education & Literacy Department
- Mr. Shahjehan S. Karim, President IoBM
- Mr. Basheer Janmohammad
- Mr. Jahangir Siddiqui
- Mr. S. M. Muneer
- Mr. Muhammad Ali Tabba
- Mr. Salahuddin Qureshi
- Mr. Muhammad Sharif
- Dr. Zafar Saied Saify
- Mr. Masood Hashmi
- Mr. Muhammad Sikandar Sultan
- Mr. Talib Syed Karim Rector, IoBM
- Mrs. Sabina Mohsin Registrar, IoBM
- Mr. M. W. Jahangir, Secretary BoG

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- Mr. Shahjehan S. Karim
- A Judge of Sindh High Court
- Chairman Higher Education Commission
- Secretary, Education and Literacy Department, Government of Sindh
- Mr. Muhammad Ali Tabba
- Mr. Salahuddin Qureshi
- Mr. Masood Hashmi
- Mr. Talib Syed Karim
- Mrs. Sabina Mohsin
- Deans of respective Colleges
- Mr. M. W. Jahangir, Secretary

Foundation for Higher Education

- Mr. Shahjehan S. Karim, President
- Mr. Sani Ahmad
- Dr. Mehtab Syed Karim
- Dr. Mussarat Hassan
- Mr. Mohsin Furqan
- Mrs. Sabina Mohsin
- Mr. Talib S. Karim
- Dr. Ahmer S. Karim
- Mr. Mehboob Syed Karim
- Mr. Nabhan Shah Karim
- Mr. M. W. Jahangir, Secretary
## IoBM’s Global Linkages with International Universities

<table>
<thead>
<tr>
<th>Country</th>
<th>University</th>
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<tbody>
<tr>
<td>Albania</td>
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<td>University of Chittagong</td>
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<td>China</td>
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<td>China</td>
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<td>Istanbul Kemerburgaz University</td>
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<td>International Institute of Business</td>
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<td>Ukraine</td>
<td>International Management Institute</td>
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<tr>
<td>USA</td>
<td>Michigan Technological University</td>
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<td>Vietnam</td>
<td>Vietnam National University</td>
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Institute of Business Management (IoBM)
Karachi, Pakistan

International Linkages
Educational Partnerships with over 50 Universities around the world
### List of Companies in which IoBM Graduates are Employed

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
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<tbody>
<tr>
<td>A.F. Ferguson &amp; Co. Chartered Accountants</td>
<td>Atlas Honda</td>
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<td>Axis Communications</td>
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<td>Bandhani Group</td>
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<td>Bank Alfalah Limited</td>
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<td>Ace Insurance Limited</td>
<td>Bank Al-Habib Limited</td>
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<td>ACM Gold Pvt. Ltd.</td>
<td>Bank Islami Limited</td>
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<td>Bank of Punjab</td>
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<td>Adamjee Life Insurance Company</td>
<td>Barclays Bank Limited</td>
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<td>ADM Denim</td>
<td>Bayer Pakistan</td>
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<td>ADVANS Micro Finance Bank</td>
<td>BDO Ebrahim &amp; Co. Chartered Accountants</td>
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<td>BenchMatrix</td>
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<td>Bentham Science Publishers</td>
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<td>Aga Khan Health Services</td>
<td>Berger Paints Pakistan Limited</td>
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<td>Aga Khan University</td>
<td>Beyond Profits</td>
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<td>Ahmed Foods</td>
<td>Bhoja Air (Pvt.) Limited</td>
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<td>AIG Pakistan</td>
<td>Blitz Advertising (Pvt.) Limited</td>
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<td>Airmen Golf Course &amp; Recreational Park</td>
<td>Blue Communications</td>
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<td>Aisha Steel Mills Ltd.</td>
<td>BMA Asset Management Company Limited</td>
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<td>Akber Ali &amp; Sons</td>
<td>BMA Capital Management Limited</td>
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<td>AKD Commodities</td>
<td>Boom Group Pakistan</td>
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<td>AKD Securities</td>
<td>Bosch Pharmaceuticals</td>
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<td>Al Marai, Saudi Arabia</td>
<td>Bottomline Pvt. Ltd.</td>
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<td>Al Meezan Investment Management Limited</td>
<td>Bounty Studio</td>
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<td>Alfalah Securities</td>
<td>BP Pakistan Exploration &amp; Production</td>
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<td>Ali Asghar Textile Mills Ltd.</td>
<td>Brand Mileage</td>
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<td>Ali Gohar &amp; Co. Limited</td>
<td>Brand Synario</td>
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<td>Allianz EFU Health Insurance Limited</td>
<td>Breezeconsult Pvt. Ltd.</td>
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<td>Alma Matters</td>
<td>Bridgestone Tires Pakistan Limited</td>
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<td>Al-Mughal Trading Corporation</td>
<td>British Oxygen</td>
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<td>Alstom Pakistan (Pvt.) Limited</td>
<td>Bullseye 360</td>
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<td>Alternate Research Pvt. Ltd.</td>
<td>Burj Bank Ltd.</td>
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<td>Business Plus</td>
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<td>American Pacific Enterprises LLC</td>
<td>Business Recorder</td>
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<td>Cadbury Pakistan Ltd.</td>
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<td>Calibre Vintage</td>
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<td>Candyland Industries Limited</td>
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<td>Aman Foundation</td>
<td>Capital Management (Pvt.) Limited</td>
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<td>AFTAB Associates</td>
<td>Carbonated TV</td>
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<td>APTECH Computers Education</td>
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<td>Arif Habib Limited</td>
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<td>ARMTECH Business Solutions (Pvt.) Ltd.</td>
<td>CIM Shipping</td>
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<td>Arpatech Pvt. Ltd.</td>
<td>CLI Security</td>
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<td>Artal Group of Companies</td>
<td>Citibank N.A.</td>
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<td>Artistic Milliners</td>
<td>Citizen Archive of Pakistan</td>
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<td>ARY Communications</td>
<td>Citizens Foundation</td>
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<td>ARY Digital Television Network</td>
<td>Clariant Pakistan Limited</td>
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<td>AsiaCare Health &amp; Life Insurance</td>
<td>Classic Designs</td>
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<td>Asiatic Public Relations Network Ltd.</td>
<td>Clicktrade</td>
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<td>Cloud BPO</td>
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<td>CM Pak Ltd.</td>
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<td>Atco Laboratories (Pvt) Limited</td>
<td>Coats Pakistan Pvt. Ltd.</td>
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<td>Coca-Cola Beverages Pakistan Ltd.</td>
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<td>Colgate Palmolive Pakistan Ltd.</td>
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</tbody>
</table>
List of Companies in which IoBM Graduates are Employed

Collective Wizdom
Commtel Digital
Contact Plus
Continental Biscuits Pvt. Limited
Contract Advertising
Converge Technologies Pvt Ltd.
Creative Chaos Pvt. Ltd.
Creative Edge Communications
Creative Factor
Creek Developers
Crescent Insurance
Crescent Steel and Allied Products Limited
Crystal-Lite
Cubix Labs
Cupola Pakistan Limited
Custom HR Solutions
Cybernet
Dadabhoy Investments Pvt. Ltd.
Dadex
Dalda Foods Pvt. Ltd.
DAMCO Pakistan (Pvt) Ltd.
Dawlance (Pvt.) Limited
Dawood Hercules Corporation
DAWN Group of Newspapers
Deal Club
Deal Today
Dealon
Deolitte Pakistan
Descon Engineering
Deutsche Bank
Dewan Group
Dewan Mushtaq Trade Ltd.
DG Harbour
DGS Pvt. Ltd.
DHL Global Forwarding
DHL Pakistan Limited
Digital Tribe
Directing Edge
DMK Consultancy
Dollar Industries
Dolmen Group
Dot Images
Dow Jones
Drug Information Systems
Dubai Islamic Bank Limited
Duleaf
Dupont Pakistan
EDGE Financials
EFU General Insurance Limited
EFU Life Assurance Limited
Eli Lilly Pakistan (Pvt) Ltd.
Elixir Securities Pakistan Ltd.
Empact
Engage 24X7
Engage Consulting
English Biscuits Manufacturers Ltd.
Engro Corp.
ENI Pakistan Limited
EPFirms
Ephlux
EPlanet Communication
Epoxy Industries (Pvt.) Limited
eSys Pakistan
Etihad Airways
Elliize Pvt. Ltd.
Evulation Factor (Pvt) Ltd.
Evernew Entertainment
Evolution Advertising
Excelerate
Express News
Faysal Asset Management Ltd.
Faysal Bank Limited
Fidelity Insurance
First Capital Equities Pvt. Limited
First Women Bank Ltd.
Fitness Republic
Flight Connections
Folio 3
Food Connections Pakistan
Forex Financial Products
Forte Pakistan Pvt. Ltd.
Foundation Public School
14th Street Pizza
Freight Systems Co. Ltd.
Friends of Literacy & Mass Education
FYSL Trade
Gatron Industries Ltd./Novatex Ltd.
GEMCO Pakistan Ltd.
General Tyre & Rubber Company Ltd.
Genix Pharma Private Limited.
Getz Pharma
Ghulam Farooq Group
Giga Group of Companies
GlaxoSmithKline Pakistan Limited
Global Food Marketing
Global Securities Pvt. Ltd.
Goodcore Technologies
Greaves Airconditioning (Pvt) Ltd.
Green Cherry Solutions
Green Star Social Mkt. Pvt. Ltd.
Gul-Ahmed Textile Mills Pvt. Ltd.
Gumcorp Pvt. Ltd.
Habib Bank AG Zurich
Habib Bank Limited
Habib Metropolitan Bank Ltd.
Habib Oil Mills Limited
Habib University Foundation
Habitt
Haleeb Foods,
HANDS Pakistan
Hasnain Tanveer 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
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<th>List of Companies in which IoBM Graduates are Employed</th>
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<td>HSBC Bank Middle East Ltd.</td>
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<td>HUBCO</td>
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<td>Kopak Shipping Company</td>
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<td>Merit Packaging Pvt. Ltd.</td>
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<tr>
<td>Meritocracy</td>
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<tr>
<td>Metlife Alico</td>
</tr>
<tr>
<td>Metro Cash &amp; Carry Pakistan</td>
</tr>
<tr>
<td>Metropolitan Bank Limited</td>
</tr>
<tr>
<td>MGH Group</td>
</tr>
<tr>
<td>Microsoft Corporation</td>
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<tr>
<td>Midas Safety</td>
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<tr>
<td>Mindshare Pakistan Pvt. Limited</td>
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<tr>
<td>Mitsubishi Corporation</td>
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<tr>
<td>Mobil Askari Lubricants</td>
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<tr>
<td>Mobilink</td>
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<td>MobiTel, KSA</td>
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<td>Monsieur</td>
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<td>MS Associates</td>
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<td>Muller &amp; Phipps Pakistan Pvt. Ltd.</td>
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<td>Multinet Pakistan Pvt. Ltd.</td>
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<tr>
<td>Mustafa &amp; Co. Pvt. Limited</td>
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<tr>
<td>Company Name</td>
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<tr>
<td>Nabiqasim Industries</td>
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<tr>
<td>Najmi Birmi Collaborative Pvt. Ltd.</td>
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<td>Nanosoft Technologies Pvt. Ltd.</td>
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<td>National Bank of Pakistan</td>
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<tr>
<td>National Clearing Company of Pakistan Ltd.</td>
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<tr>
<td>National Commodity Exchange</td>
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<tr>
<td>National Foods Limited</td>
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<tr>
<td>National Fullerton Asset Management Ltd.</td>
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<tr>
<td>National Industrial Parks Ltd. (NIP)</td>
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<td>National Insurance Company</td>
</tr>
<tr>
<td>National Investment Trust</td>
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<tr>
<td>National Marketing Services</td>
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<td>Naveena Export Pvt. Limited</td>
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<td>Nedco Corporation</td>
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<td>New Era Industries</td>
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<tr>
<td>New Jubilee Insurance Co. Limited</td>
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<td>Next Degree</td>
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<tr>
<td>Next Generation Innovations</td>
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<td>NIB Bank Ltd.</td>
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<tr>
<td>Nielsen Pakistan</td>
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<td>Nike Pakistan Limited</td>
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<tr>
<td>Novartis Pharma Pakistan Limited</td>
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<tr>
<td>OBS Group</td>
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<td>Oman National Electronics, Dubai</td>
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<tr>
<td>OMD Pakistan</td>
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<tr>
<td>OMV Pakistan Exploration</td>
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<td>Oratech Systems Pvt. Limited</td>
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<td>Orient Public Relations</td>
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<tr>
<td>Orix Investment Bank Pakistan Ltd.</td>
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<td>Orix Leasing Pakistan Limited</td>
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<td>Oxford University Press</td>
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<td>Oxygene Pakistan</td>
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<tr>
<td>P&amp;O Nedlloyd</td>
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<tr>
<td>Packages Limited</td>
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<tr>
<td>Pak Mediacom Pvt. Limited</td>
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<tr>
<td>Pak-Arab Refinery Limited</td>
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<tr>
<td>Pakistan Institute of Corp</td>
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<tr>
<td>Pakistan Institute of Corporate Governance</td>
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<tr>
<td>Pakistan Petroleum Ltd.</td>
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<td>Pakistan Refinery Ltd.</td>
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<tr>
<td>Pakistan Services Limited</td>
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<tr>
<td>Pakistan State Oil Company Ltd.</td>
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<tr>
<td>Pakistan Telecommunication Co. Ltd.</td>
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<td>Pakistan Television Corporation</td>
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<tr>
<td>Pakistan Tobacco Company (British American Tobacco)</td>
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<td>Pakistan Vehicle Engineering (Pvt) Ltd.</td>
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<tr>
<td>Pak-Kuwait Investment Co. Ltd.</td>
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<tr>
<td>Pak-Petrochemical</td>
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<td>Pak-Suzuki Motors Co. Limited</td>
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<tr>
<td>Parke Davis &amp; Co. Limited</td>
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<tr>
<td>Pastel Communications</td>
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<td>Path Group of Companies</td>
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<td>PCI Group</td>
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<td>Pearl Packages</td>
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<tr>
<td>Pegasus Consultancy (Pvt.) Ltd.</td>
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</tbody>
</table>
List of Companies in which IoBM Graduates are Employed

Singer Pakistan Limited
SKF Pakistan Pvt. Ltd
Snack Bites Company
So Safe Pakistan
Social Sell
Socially Global
Solutionicks
Soorty Enterprises
Spark Communication
SSG Consulting
Stancos Pvt. Limited
Standard Chartered Bank Limited
Starcom Pakistan
Starcrest Communications
State Bank of Pakistan
Statuspro Inc.
STEP Consultants
Stitchers International
Stork Prints Pakistan
Streebo
Strongman Medline
Sufi Brothers
Summit Bank Limited
Sun Consultants
Sun Enterprises
Sun Systems
Super Trading Inc.
Symbios.pk
Synapse Consulting
Sysnet Pakistan Pvt. Ltd.
Systems Limited
Talent Optimizers
Tameer Micro Finance Bank Ltd.
Tapal Tea Pvt. Ltd.
Target Resourcing
Tata Group of Industries
Tata Textile Mills Ltd.
Taurus Securities Ltd.
TBH Employment and Consulting Services
TCS (Pvt.) Limited
Teach for Pakistan
Teamants
Teamz International
TeleCard Ltd.
Telenor Pakistan Limited
TenPears
The Bank of Khyber
The Express Tribune
The First Micro Finance Bank Ltd.
The Learning Organisation
The Leatger Grandeur
The Recruiters
The Snack Bites Company
Thinkline
Third Eye Managed Services
3M Pakistan Pvt. Limited
360 Training
Time & Vision Advertising
Times Consultant (Pvt) Ltd.
TIPU Associates
TNI - Worldwide Partners Inc.
Top Boss
Total Lubricants
Touchpoint (Pvt) Ltd.
Toyota Indus Motor Company
TPL Trakker Limited
TPS
TradeKey
Transit HR Consulting
Transworld Associates
Travel Mate
Travel Solutions
Travelport
Triple E Pvt. Limited
TV One - Airwaves Media Pvt. Ltd.
UBL Fund Manager
UBL Insurers
Ufone
Uniferoz
Unilever Pakistan Limited
Unique Pakistan
Unisys Pakistan Pvt. Limited
United Assets Management Co. Ltd.
United Bank Limited
United Consultants Pvt. Limited
United Energy Pakistan Ltd.
United Marine Agencies
United Registrar of Systems Limited
United Sales Pvt. Limited
Universal Brush Ware Pvt. Ltd.
Urbanite
US Consulate, Karachi
USAID Pakistan
Versa Canada Inc.
Visa International (Asia Pacific) Ltd.
Vision Express
Ward Howell International
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 Pakistan
WorldCall Broadband Limited
Wrap n Roll
WWF Pakistan
Xenith Public Relations (Pvt.) Ltd.
Younus Brothers Group
Yunus Textile Mills Ltd.
ZAP Infotech Inc.
ZEPCOM
ZH Technologies Inc.
ZIL Limited
Zishan Engineers Pvt. Ltd
Zong
ZRG International
List of Companies in which IoBM Students do Internship

AA Packaging Industries
AAG TV
Abbott Laboratories Pakistan Ltd.
Abudawood Trading Company
ACCA Pakistan
Access Communication Solution
Adamjee Insurance
Adcom (Pvt) Ltd.
AdMail Connection Magazine
Advance Trading Corporation
ADVANS Micro Finance Bank
Adys Sourcing
AEG Travel Services
Afroze Textiles
Aftabl Technologies
Aga Khan Health Services
Aga Khan University
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 Ghazi Tractors Limited
Al Karam Textiles Limited
Al Meezan Investment Management Ltd.
Al Zeb Industries
Al Zohair 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.
Anees Hussain
Anjum Asim Shahid Associates Ltd.
Anzo Chemicals
Apna TV
Arena
Arif Habib Commodities
Arif Habib Investments Limited
Arif Habib Securities Limited
Aroha Labs
Arpatech (Pvt) Ltd.
Artistic Milliners
ARY Digital Network
ASCO International Pvt.
Asia Petroleum Ltd.
Asiatic Public Relations Network
Askari Commercial Bank Limited
Atco Laboratories (Pvt) Limited
Atlas Group of Companies
Atlas Honda Limited
Atlas Lease Limited
Atrium Mall Management
Attock Cement Pakistan Limited
Aurora
Automobile Corporation of Pakistan
Avanza Solutions
Aziz Products
Babson Noller Corporation
Bake Parlor
Banbhore Ceramic Industries
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
Biogenics Pakistan (Pvt.) Ltd
Blitz Advertising Pvt. Limited
BMA Asset Management Company Limited
BMA Capital Management Limited
BOC Pakistan Limited
Bosch Pharmaceuticals (Pvt.) Ltd.
BP Pakistan Exploration & Production
BR&W Pvt. Limited
Brands Image
Bridge Consultants Foundation
Brookes Pharmaceutical Laboratories
Bullseye 360
Burj Bank
Burque Corporation Pvt. Ltd
Byco Petroleum Pakistan Ltd.
Candyland
Cargo Care
Casual Mode Pvt. Ltd.
Central Depository Company of Pakistan
Chevron (Formerly Caltex)
CIM Shipping
Circuit Advertising
Citi FM 89
Citibank N.A.
Citizen Archive Pakistan
City School
Clariant Pakistan Limited
Coca-Cola Beverages Pakistan Ltd.
Commercial Union Assurance PLC.
Concern for Children Trust
Continental Biscuits Limited
Cool & Cool
Cordoba Corporation
Corvil Technologies
Cox & Kings (Agents) Limited
Creative Chaos Pvt. Ltd.
Creative Jin
Creviedge Communications
Credit & Commerce Consultants
Crescent Bank Limited
Crescent Steel and Allied Products Ltd.
Cres-Soft Pvt. Limited
Crown Power Wast
Crystallite, Inc
List of Companies in which IoBM Students do Internship

Cummins Sales & Service
Cupola Pakistan Limited
Cybernet
Cynamid Pakistan Limited
Dada Dairies
Dalda Foods Pvt. Limited
DAMCO Pakistan (Pvt) Ltd.
Dawlance Pvt. Limited
Dawn Group of Newspapers
Dawn News TV
Dawood Hercules Corporation
Deal Club
dealtoday.pk
Deflog Pvt Ltd.
Deloitte
Delta shipping
Deutsche Bank A.G.
Dewan Cement
Dewan Mushtaq Group
DG Harbour
DHL Global Forwarding
DHL Pakistan Limited
Diamond Impex Corporation
Dr. Sulaiman Al Habib Medical Group
Dreamworld Resort
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 Investment & Development, Dubai
Empact
English Biscuits Manufacturers Ltd.
Engro Corp.
ENI Pakistan Limited
ePlanet Communication
Etihad Airways
ETON FINANCIAL
Event Architects Pvt. Ltd.
Express News
Express Tribune
Facilities Shipping Agency
Far Eastern Impex (Pvt) Ltd
Fauji Fertilizer Company Ltd.
Fauji Foundation Securities
Faysal Asset Management Ltd.
Faysal Bank Limited
Fecto Cement Ltd.
Ferguson’s Associates
First Women Bank Ltd.
Five by Five Communications
Float Securities Pvt. Ltd.
FM 107 Pvt. Limited
FM Radio 91
Fontanalia
Four Season Garment
Freedom Security
Friends & Co
Gatron Industries
Genesis Direct
Geo TV
Gerry’s Information Technology
Gestetner Pvt. Limited
Getz Pharma
Ghandhara Nissan Diesel Ltd.
Gillette Pakistan Limited
GlaxoSmithKline Pakistan Ltd.
Global Food Marketing
Gloria Jeans
GM Fashion
Godi Cold Chain Pvt. Ltd.
Gravity Communications
Green Star Social Marketing
GroupM
Guil Ahmed Textile Mills
H&S Pvt. Ltd.
Habib Bank AG Zurich
Habib Bank Limited
Habib Metropolitan Bank Limited
Habib Oil Mills
Hanif Packages
Harvest Topworth International
Hawk Advertising
Helium Pvt. Ltd.
Herbion Pakistan Limited
Hermain Travels
Higher Education Commission Pakistan
Hilal Confectionary Ltd.
Hilton Pharmaceutical Pvt. Ltd.
Hinopak Motors Limited
Hoechst Marion Roussel Pakistan
Home Express
HRS Global
HRSG Recruiting
HRSI
HSBC Bank Middle East Ltd.
Hubcrete Pvt. Ltd.
Hum TV
HYACINTH
Hyeworth Renault Petersen Pak Pvt. Ltd.
I.Q. Knitwear
IAL Saatchi & Saatchi
IBEX Global
IBM – Pakistan
ICI Pakistan Limited
Icon Securities (Private) Ltd
IEC Pvt. Ltd.
IGI Financials
IGI Insurance
Indus Motor Company Ltd.
Institute of Securities Management & Research
Intel Pakistan Corporation
Interflow Communications Pvt. Ltd.
InterGraphics C&A Pvt. Ltd.
International Advertising Pvt. Limited
International Asset Management Co. Ltd.
List of Companies in which IoBM Students do Internship

International Brands Limited
Invest & Finance Securities Limited
Invest Capital Pvt. Ltd.
Ismail Hamed & Sons
Ismail Industries Limited
Ismail Iqbal Securities (Private) Limited
ISMAR
ITOCHU Corporation
Izhar Concrete
J & P Coats Pakistan Pvt. Ltd.
J. Walter Thompson Asiatic Pvt. Ltd.
Jaffar 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
Jubilee Life Insurance
JWT Pakistan
Kalsoft Pvt. Limited
Karachi Cargo Services Pvt. Ltd.
K-Electric (Formally KESC)
Karachi International Container Terminal Ltd.
Karachi Stock Exchange Limited
KARSAZ Pvt. Ltd.
KASB Bank Limited
KASB Securities Limited
Knoll Pharmaceuticals Limited
Kolson Pakistan
Kopack Shipping
KPMG Taseer Hadi & Co.
Lakson Business Solutions Ltd.
Lakson Group of Companies
Lane 12
Li Fung (Singapore) Pte. Limited
Liberty Books
Lisco Pakistan
Logicose
L’oreal Pakistan
Lowe & Rauf Pvt. Limited
Lucky Cement Ltd.
Maaz Pharmaceutical
Maier Pharma
Maersk Pakistan Pvt. Ltd.
Magnus Investment Advisors Limited
Maisan Consulting And Solutions
Mamora International
Management Association of Pakistan
Manhattan Leo Burnett
Marina Industries
Marksman Advertising
Marriott Hotel
Martin Dow Pharmaceuticals (Pak) Ltd.
Matech Consulting and Outsourcing
MCB Bank Limited
MCR Pvt. Limited – Pizza Hut
Meat One
Meeco Asia Pacific
Meezan Bank Ltd.
Meher Associates Pvt. Limited
Merck Pharmaceutical
Merck Sharp & Dohme of Pakistan Limited
Merit Packaging Ltd
Meritocracy
Mettlife Alico
Microsoft Pakistan
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
Nabi Qasim Industries
Nanosoft Technologies
Narejo Human Resources
Nash Advertising
National Bank of Pakistan
National Foods Limited
National Industrial Parks Ltd.
National Marketing Services
National Refinery Ltd.
Naveena Exports Pvt. Ltd.
Nedco Corporation
Nestle Pakistan
NIB Bank Limited
Nielsen Pakistan
NIFT
Nippon Paint
Novartis Pharma Pakistan Ltd.
Novo Nordisk Pharma
Ocean Express Agencies
Octara Pvt Ltd.
Ogilvy & Mather
Oman International Bank
OMD Pakistan
Opal Laboratories Pvt. Ltd
Oratech Systems
Orient Communications
Orient Energy Systems
Orix Investment Bank
Orix Leasing Pakistan Limited
Osaka Lighting
OTSUKA
Oxygene
P&O Nedlloyd
Pacon Manufacturing
Pak Brunei Investment Company
Pak Greaf
Pak Gulf Leasing Company Ltd.
Pak MediaCom Pvt. Limited
List of Companies in which IoBM Students do Internship

Pak Mercantile
Pak Oman Asset Management Company
Pak Oman International Bank Ltd.
Pak Oman Microfinance Bank Limited
Pak Qatar Family Takaful Limited
Pak Suzuki Motors Co. Ltd.
Pakistan Beverage Ltd.
Pakistan Credit Rating Agency
Pakistan Currency Exchange
Pakistan International Airlines
Pakistan International Container Terminal Ltd.
Pakistan Mercantile Exchange
Pakistan Petroleum Limited
Pakistan Refinery Limited
Pakistan State Oil Co. Limited
Pakistan Steel Mill
Pakistan Tobacco Company Limited
Pak-Kuwait Investment Co. Ltd.
PARCO
Park Towers – Prime Management Services
Parke Davis & Co. Limited
PEL
Pepsi Cola International Limited
Pfizer Laboratories Limited
Pharmatec
PharmEvo Private Limited
Philip Morris International
Philips Electrical Industries Limited
Pkstudent.com
Popular Fabrics
Port Qasim Authorities
Premier Distributer
Prestige Communications Pvt. Ltd.
Prime Human Resource Services (Pvt) Ltd
Procter & Gamble Pakistan Limited
Protege Global
Punjab Oil Mills Limited
Qasim International. Container Terminal Ltd.
Qatar Airways
Qubee
Rajby Industries
Reckitt Benckiser Pakistan Limited
Red Bull
Red Communication
Red Cut
Regent Plaza Hotel
Relacom Pakistan
Reuters Limited
Rhone Poulenc Rorer Pakistan
RK Printers
Roche Pakistan Limited
Rocket Internet (Daraz.pk)
Ryan Agencies
Saleeqa
Sandrill
Sanofi-Aventis Pakistan Ltd.
Sapphire Textile Mills Limited
Sattar & Sattar Co.
Scentation
Schneider Electric
Searle Pakistan Limited
Shadman Cotton Mills Limited
Shamrock Communications
Shan Foods
Sharp-Filter Pvt. Ltd.
Shell Pakistan Limited
SHELL Tameer
Sheraton Hotel
Shield Pakistan
Sidal Hyder
Siemens Pakistan Limited
Silchem
Silk Bank Ltd.
Sindh Bank Ltd.
Sindh Technical Education and Vocational Training Authority
Skyline
SMS Pakistan
Sonar Bank Ltd.
SoSafe Water Technologies
Spark Communication
Spectrum Communications
Standard Capital Securities
Standard Chartered Bank Limited
State Bank of Pakistan
Status Pro
Strongman Mediine
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.
Tata Best Foods
Taurus Securities Limited
TCS Pakistan Ltd.
TDAP
Teach For Pakistan
Technology Solushunz
Telenor Pakistan Pvt. Limited
Tery World Textiles
Tetra Pak
Texas Heart Institute
Texpo Pakistan
Tharparker Sugar Mills
The Financial Daily
The Aga Khan Health Services
The Aga Khan University
The Citizens Foundation
The First Micro Finance Bank Ltd.
The Resource Group
THK Associates Pvt. Ltd.
3M Pakistan Pvt. Limited
360 Training Topline Securities
Torque
Toyota Motor Corporation
TPL Trakker
Tradekey Pvt. Ltd.Total Lubricants
List of Companies in which IoBM Students do Internship

Tri-Emmm Textile Products
U.F. Enterprises (Pvt) Ltd.
Ufone
Unicon International
Unilever Pakistan Limited
Unisys Pakistan Pvt. Limited
United Bank Limited
United Electrical Engineers Pvt. Ltd.
Universal Express
USAID
Usmanco International
VectraCom
Vision Direct Marketing
W Woodwards Pakistan Ltd.
Warid Telcom Pvt. Limited
Wavetec Pakistan (Pvt) Limited
Westminster & Eastern Financial Services
World Wide Cargo Service
WorldCall
Wrap n Roll
Wyeth Pakistan Limited
Xcess Logistics
Xenith Public Relations (Pvt.) Limited
Yapı Kredi Invest, Istanbul
Yunus Textile Mills Limited
Zafa Pharmaceutical Laboratories Ltd.
Zeppelin Communications
ZIL Limited
Zindagi Service Limited
Zong
## List of Graduates

<table>
<thead>
<tr>
<th>Major Field</th>
<th>Names</th>
</tr>
</thead>
</table>
| Advertising & Media Management | Ghulam Jilani Kothari  
Mahrukh Azhar Khan  
Misbah Aziz  
Saman Zulfiqar  
Urooj Iqbal |
| Education Management         | Fahima Salman Jaka  
Jaweria Aftab  
Khazirna Parveen  
Zainab Tufail Arbab |
| Finance & Banking            | Tabinda Khalid |
| Finance                      | Ahsan Ali  
Ajeet Kumar Pinjani  
Ammar Khan  
Bilal Rasheed  
Kumail Chevelwalla  
Mehvish Rehan  
Muhammad Jazib Soofi  
Muhammad Tajammul  
Muhammad Waqas Ashraf  
Muntaha Naafs Ahmed  
Raheel Iqbal  
Saim Jawad Laliwala  
Salman Qamar  
Shaun Albert D’souza  
Shoaib Rizvi  
Syed Arsalan Ali  
Syed Khurram Ali Hasni  
Syed Samee Ahmed  
Syed Zeeshan Haider  
Talal Siddiqui |
| Finance & Risk Management     | Ali Saleem Kazi  
Aneel Kumar  
Fariha Khan  
Kanwal Liaqat Khoja  
Madiha Zubair  
Sana Fayyaz Ali  
Shakira Fareed  
Syed Muhammad Jawwad Ul Haq  
Syed Hassan Abbas Naqvi |
| Health & Hospital Management | Aasma Haamid  
Munir Dayani  
Nouman Ishrat  
Salwa Zubair  
Sobia Baseer  
Syed Nabeel Akhtar  
Tariq Sultan Tanauli  
Uzma Ali |
| Human Resource Management    | Ahmed Saeed Khan  
Aisha Khalil  
Anum Wajid Saiyed  
Bi-Major in MIS  
Beenish Majid  
Faryal Masood  
Fateema Ishtiaq Quraishi |
# List of Graduates

<table>
<thead>
<tr>
<th>Major Field</th>
<th>Names</th>
</tr>
</thead>
</table>
| Human Resource Management | Hafsa Gul  
|                    | Hareem Tariq Lutfi  
|                    | Javeria Rashid  
|                    | Khadija Zafar  
|                    | Mahrurk Mansoor  
|                    | Masooma Raza  
|                    | Mazeya Tariq  
|                    | Nimra Bilal  
|                    | Nimrah Khan  
|                    | Qurat Ul Ain  
|                    | Roomisa Fareed  
|                    | Saba Javed Callea  
|                    | Saira Jabeen  
|                    | Sarwat Khan  
|                    | Sidra Farooq  
|                    | Summaira Hashmi  
|                    | Sundus Syed  |
| Industrial Management | Abdul Salam Malik  
|                    | Anees Ahmed  
|                    | Danish Ali  
|                    | Mirza Hannaan Begg  
|                    | Muhammad Ammad Feroze  
|                    | Muhammad Arsalan Mushtaq  
|                    | Muhammad Faizan Yaqoob  
|                    | Muhammad Haris  
|                    | Muhammad Uzair Farooq  
|                    | Muneeb Shafqat  
|                    | Syed Hussain Khalil Jafari  
|                    | Syed Muhammed Shakeel Akhter  
|                    | Syed Rafiullah  
|                    | Syed Shaharyar Hassan  
|                    | Syed Umair Hasan  
|                    | Usman Arshad  
|                    | Vilayat Ali  |
| Marketing         | Aamnah Yousuf  
|                    | Abeer Fatima  
|                    | Amal Saleem Kkhan  
|                    | Ameet Kumar  
|                    | Anum Ali Junejo  
|                    | Areeba Javaid  
|                    | Asad Hussain  
|                    | Azhar Hussain  
|                    | Cyrus Farokh Variava  
|                    | Fahad Feroz Ali  
|                    | Farzana Feroz Ali  
|                    | Ghulam Abbas  
|                    | Gurmukh Das  
|                    | Habib Irshad  
|                    | Haider Abbas Raza  
|                    | Hamzah Maniar  
|                    | Hassaan Adil  
|                    | Hina Urooj  
|                    | Hira Alavi  
|                    | Irfan  
|                    | Kanchan Komal  
|                    | Lalarukh Adil Pervaiz  
|                    | Mohammad Bilal Mumtaz  
|                    | Bi-Major in HRM  
|                    | Bi-Major in SCM  |
# List of Graduates

<table>
<thead>
<tr>
<th>Major Field</th>
<th>Names</th>
</tr>
</thead>
</table>
| **Marketing**                      | Mohammad Mir Adnan Uddin  
Muawiya Younus  
Muddassir S/O Zakaria  
Muhammad Fahad Arab  
Muhammad Junaid Mohsin  
Muhammad Rizwan Ahsan  
Muhammad Umair Hamdani  
Nabiha Saif  
Saheer Danish  
Sahrish Naseer  
Sajjad Hussain Shaikh  
Sania Khursheed  
Sarah Mashhood  
Shahbaz Ali  
Shehzad Usman  
Sidra Kanwal  
Sidra Saeed  
Syed Maaz Asad Ali  
Syed Muhammad Ali  
Syed Muhammad Zafeer Hasan  
Taimur Khantaimur Khan  
Urooj Mateen  
Vijay Kumar Jaisinghani  
Zainab Humayun Khan  
Zohra Hanif  |
| **Organizational Psychology & HRM**| Anum Amin Murani  
Hina Malik  
Rabia Akram  
Sonal Arshad Siraj  
Syeda Fatima Iftikhar  |
| **Supply Chain & Logistics Management** | Erum Asif Rathore  
Farhan Jamil  
Irfan Abban  
Lakhamichand Rajani  
M. Uzair Iqbal  
Mir Ovais Ali  
Mohammad Saad Awan  
Muhammad Ahsan  
Muhammad Haris Janoo  
Muhammad Sadiq  
Muhammad Sameed Qaiser Khan  
Muhammad Uzair Khan  
Muhammad Waqas Arif  
Nadia Nazir Awan  
Nasir Uddin Mahmood  
Naveed Ahmed  
Shalal Bin Yousef  
Shehr Bano Yawar Ali  
Syed Farhan Rasool  
Syed Osama Hassan  
Umair Ahmed Sheikh  |
| **Telecommunication Management**  | Bilal Parvez  
Muhammad Farhan  
Syed Haris Azfal  |
Vision & Mission Statement of IoBM

Vision

The Institute of Business Management aims 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.

Mission

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
• Encourage both faculty and students to be independent and creative thinkers
• Commit to our students and other stakeholders to create responsible future global leaders
GHULAM JILANI KOTHARI

ghulamjilanikothari@gmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Advertising
• Cumulative GPA: 3.22

Electives:
• Integrated Marketing and Communications
• Consumer Behavior
• Advertising Management and Strategy
• Creative Management and Strategy

Institute of Business Management (IoBM), Karachi.
• Bachelor of Business Administration BBA(H), 2013
• Cumulative GPA: 2.82

Government Commerce College (2007)
• Higher Secondary Certificate, 2007
• Grade A, (73%)

St. Paul’s English High School, Karachi
• Secondary School Certificate, 2005
• Grade A1, (80%)

HONOURS / ACHIEVEMENTS:
• Recognized for “Starcom Media Vest – Blue Ocean Strategy” research paper by ARMC.
• Guest Speaker for SMUC 2.0 (SZABIST Marketing University Colloquium).

SKILLS:
• Computer: Microsoft Office, Adobe Photoshop, Use of SPSS, Google Adwords, Google Trends, Consumer barometer for research purposes.
• Languages: English, Urdu and Arabic.
• Excellent Communication skills.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Consumer Journey and Consumer Behavior for Tapal’s different brands.
• Creative launch strategy for Mobilink Hundred Bundle.
• Analysis of Domex Advertising Strategy in the Pakistani Market.
• Gul Ahmed international store launch and Ecommerce planning
• Starcom Blue ocean Strategy in the Media Industry (Pakistani Market)
• Integrated Communication Strategy For Doodh Patti Junction (Entrepreneurial Project in IOBM).

INTERNSHIP/WORK EXPERIENCE:
GroupM Pakistan, Senior Media Planner (Team Lead Paid Media) for Nestle from Apr 2014 to Present
Lowe & Rauf, Senior Planner for Corporate, Unilever and Nestle from Feb 2013 to Mar 2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Vice President For Marketing Society (2011-2012)
• Participated as the Lead (Youth wing) for CSHM Health Fungama in 2012
• Guest Speaker for different topics on Marketing and Communications.
MAHRUKH AZHAR KHAN
mahrukh.azhar.khan@live.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Advertising Management
• Cumulative GPA: 3.31
  Electives:
  • Advertising Management & Strategy
  • Media Planning
  • PR & Event Management
  • Brand Management
  • Digital Media
  • Creative Planning & Development
  • International Advertising & Promotions
  • New Product Development

Iqra University, Karachi
• Bachelors in Sciences, Major in Film & Television Production, Graduation: Fall 2012
• Cumulative GPA: 3.17

NCR- College of Emerging Technologies, Karachi
• Higher Secondary Certificate, 2008
• B Grade (69%)

Bangalore Town Secondary School, Karachi
• Secondary School Certificate, 2006
• B Grade (68%)

SKILLS:
• Social Media Marketing
• Brand Management
• Detail Oriented
• Client Management
• Quick Learner
• Self-Motivated

MAJOR PROJECTS:
• International Advertising & Promotions: Launching MAC Cosmetics in Pakistan
• Advertising Management & Strategy: DHL’s new campaign strategy
• Brand Management: Brand Audit of English Biscuit Manufacturers Pvt. Limited (Peek Freans)
• Principles of Advertising: Relaunch of LU Gala Biscuit

WORK EXPERIENCE:
Hilal Foods (Pvt.) Ltd., Marketing, Associate Manager Digital from 22/10/2015 to Present
• Managing complete portfolio of Hilal Foods on all digital platforms.

Manhattan International Pvt. Ltd – PHD Pakistan, Digital, Account Manager from 03/01/2015 to 28/09/2015
• Managing digital presence of big brands e.g. Unilever, Jubilee Life Insurance, UBL, etc.

Echo Digital Marketing, Digital, Account Manager from 01/14/2013 to 02/27/2015
• Managing digital presence of local brands e.g. Regent Plaza, Kofﬁe Chalet, BBQ Tonight, etc.

HOBBIES:
• Researching about social issues
• Reading about digital marketing
MISBAH AZIZ
misbah.aziz20@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Advertising Management
• Cumulative GPA: 3.61

Electives:
• Digital Media
• International Advertising and Promotions
• Creating Planning and Development
• New Product Development
• Advertising Management and Strategy
• Media Planning
• Brand Management
• Public Relations & Event Management

SZABIST, Karachi
• Bachelors of Science in Computer Sciences, 2013
• Cumulative GPA: 3.75

The Lyceum School, Karachi
• A-Levels, 2009
• 2As, 1B & 2Cs

The City School – Darakshan Campus, Karachi
• O-Levels, 2007
• 4As, 4Bs & 2Cs

SKILLS:
• Possess leadership qualities, along with the ability to work cohesively in a team
• Good communication and presentation skills
• Analytical and composed approach
• Ability to effectively prioritize multiple concurrent projects

MAJOR TERM PROJECTS:
• Principles of Advertising: Developed an Advertising Plan for a local brand, LU Gala Biscuit
• International Advertising & Promotions: Developed an Advertising Plan for an international brand, MAC Cosmetics
• New Product Development: Strategized the Marketing of a new product, Bottled Coconut Water, along with its packaging details

WORK EXPERIENCE:
• Lane12, Content & Strategy Department, Assistant Account Lead from July 2015 to Present
• Lane12, Content & Strategy Department, Digital Media Specialist from July 2014 to June 2015
• Lane12, Content & Strategy Department, Digital Media Officer from August 2013 to June 2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Digital Media Blogs
• Playing Sports – Volleyball, Football, Basketball
• Trying out new Cuisines
• Travelling
SAMAN ZULFIQAR
std_11996@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (Hons.), Major in Advertising and Media Management
• Cumulative GPA: 3.18
  Electives:
  • Advertising Management and Strategy
  • Media planning
  • Creative Planning and Development
  • Integrated Marketing Communications

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2014
• Cumulative GPA: 2.93

BAMM PECHS Government College for Women, Karachi
• Higher Secondary Certificate, 2010
• Grade A (78%)

Shaheen Public School, Karachi
• Secondary School Certificate, 2008
• Grade A1 (84%)

HONOURS / ACHIEVEMENTS:
• Awarded need based scholarship at IoBM in first semester

SKILLS:
• Intellectual approach
• Remarkable interpersonal communication skills
• Leadership Qualities
• Negotiation skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising Management and Strategy: Prepared a new strategy plan for Mirinda
• Media Planning: Prepared a media plan for Pakola
• Direct and Digital Marketing: Prepared a digital plan for a new brand Cliptec
• Creative Planning and Development: Prepared an ad based on the creative brief of Homage inverter
• Integrated Marketing and Communications: Case study on Cinepax
• Marketing analytics: Did analysis for Dunya News

INTERNSHIP/WORK EXPERIENCE:
Pakistan State Oil, Sales and Lubricants, Internee from 05/10/2014 to 06/19/2014
• Conducted a Public service message campaign
• Participated in Two days BTL activity
• Prepared a brand audit report

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Recreation
• Reading books
• Travelling and photography
• Exploring new things
UROOJ IQBAL
urooj.engr@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Advertising & Media Management
  • Cumulative GPA: 3.03
  Electives:
  • Integrated Marketing Communication
  • Brand Management
  • Creative Planning
  • Advertising Management

FAST-NU, Karachi
• Bachelor of Science (Telecommunication Engineering), 2008
  • Cumulative GPA: 2.04

Mader e Millat Degree College, Karachi
• Higher Secondary Certificate, 2003
  • B Grade (60%)

Grammar High School, Karachi
• Secondary School Certificate, 2000
  • B Grade (62%)

SKILLS:
• Entrepreneurial Skills
• Strategic Thinking
• Leadership Skills
• Adaptability to change

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Media Planning: Media Plan for the newly launched product
• Consumer Behavior: Digital Media & its effects on Consumer Behavior in Apparel Industry
• Integrated Marketing Communication: IMC Campaign on One Message, One Sight, One Sound!
• Methods of Business Research: Trend of Alternative Medicines in the society
• Human Resource Management: HR issues with different organizations
• Creative Planning: Creative ad film for the current account facility of the bank.

INTERNSHIP/WORK EXPERIENCE:
Ashraf Chaudhry Associates, Human Resources, Head of Recruitment Business from 10/10/2014 to Present
• Collaborate with stakeholders to understand their hiring needs and goals.
• Screen resumes and interview qualified candidates.
• Facilitate interview and hiring discussions with interviewers and hiring managers.
• Maintain data reports and performance metrics on a regular basis.
• Drive offer process - including extending offers, closing candidates, and generating offer letters.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Business Journals
• Blogging
• Social Media Evangelist
• Reading books
FAHIMA SALMAN JAKA
fahimasalman100@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Education Management
• Cumulative GPA: 3.58
  Electives:
  • Strategic Management Issues in Education
  • Managing Schools and School System
  • Quality Assurance in Education
Government College of Commerce and Economics (University of Karachi), Karachi
• Bachelor of Commerce, 2009
• 1st Division (66%)
Commecs Institute of Business and Emerging Sciences, Karachi
• Higher Secondary Certificate, Commerce Group, 2006
• A1 Grade (83.63%)
The Mama Parsi Girls Secondary School, Karachi
• Secondary School Certificate Science, 2004
• A1 Grade (85.29%)

HONOURS / ACHIEVEMENTS:
• Secured 1st Position in HSC – Commerce Karachi Board in year 2006.
• Certificates in “Teaching of children with Dyslexia” from Direct Learning Ltd, UK
• Certificate in “Montessori Method” from Montessori Training Centre, Karachi.

SKILLS:
• Remedial Teacher for Special Needs Education
• Montessori Teacher

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Thesis Writing: “Exploring Empowerment of Head teachers and Teachers as Pioneers in Facilitating Young Dyslexic Children in Primary Mainstream Schools.”
• Marketing Education Services: Marketing strategies for “University of Education Human Arts E-Harts”
• Organizational Behavior: Studied “Beacon House School System”
• Curriculum Management and Plan Change: “Curriculum Designed for Dyslexic Students”
• Testing in Education: Term Paper “Ethics in Educational Testing”

WORK EXPERIENCE:
Achievers, Private Remedial Teacher from October 2010 to Present
• Implement therapies to unlock the potential of a child with inability of reading and writing.
Rukaiya Hajiani High School (Bantva Educational Society), Remedial Teacher January 2011 – Present
• Teaching dyslexic students for the community school.
Foundation Public School, Elementary Section, Nursery Teacher, 30/1/2009 to 31/5/2010
• Develop children phonetic reading and writing skills, prepare weekly planner & managing activities.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Scavenger in Mama Paris Girls School
• Reading Research articles and research papers
JAWERIA AFTAB
jiya.aftab@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration(Executive), Major in Education Management
• Cumulative GPA: 3.57

Electives:
• Managing Higher Education Institutes
• Strategic Management Issues in Education

Karachi University, Karachi
• Bachelor of Commerce, 2005-07
• 1st Division (73.09%)

Defence Housing Authority Higher Secondary School, Phase IV, Karachi
• Higher Secondary Certificate, 2003-05
• A Grade (79.45%)

Defence Housing Authority Higher Secondary School, Phase IV, Karachi
• Secondary School Certificate, 2003
• A1 Grade (86.94%)

HONOURS / ACHIEVEMENTS:
• Attended a workshop on Writing and Publishing Research held on January 10, 2015 at Institute of Business Management, Karachi
• Conducted training session on “Career Development in Education” in 2014 at organized by iLearn Experts
• Awarded the title of “Most-Cooperative Teacher” on the annual function of Karachi Cadet School on April 13, 2011
• Certificate of Merit for being The Co-operative Staff Member in Karachi Cadet School in the year 2011-2012
• Completed Hifz-e-Quran in the year 1996 from “Wafaq-ul-Madaris Al-Arabia Multan, Pakistan”

SKILLS:
• Web designing, MS Office Skills
• Fashion and textile designing
• Writing Research work
• Writing stories

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research paper “Empirical research on teachers’ beliefs about differentiated instructions in mixed ability classrooms of private middle schools: A case of time limitations was accepted for publication in IoBM Journal JoEED volume 2, issue 2 and will be published in December 2015
• Quantitative Research in Education: Research paper written named “Relationship between VAK learning styles and the academic performances of executive private university students of Pakistan”
• Developing a Research Project Course: Thesis “Exploring teachers’ beliefs about implementing differentiated instructions in a mixed ability classroom of private middle schools

INTERNSHIP/WORK EXPERIENCE:
Nutritional Health Consultants, Management, Project Coordinator from May 2012 to January 2015
Karachi Cadet School, Teaching, Class Teacher from January 2010 to April 2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated in 16th Annual Convention of Management Association of Pakistan, 2014 on “Re-think Management” as volunteer
• Worked as a coordinator for a fund-raising event “Education for All” arranged by Education Management Department of IoBM-2014
KHAZIMA PARVEEN
kpanwar75@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Educational management
• Cumulative GPA: 3.2

    Electives:
    • Knowledge Management Quality assurance in Education
    • Strategic Management issues in Education

Mehran University of Engineering and Technology, Jamshoro
• Bachelor of Engineering, 2000
• 1st Division (86%)

Govt: Girls Nazareth College, Hyderabad
• Higher Secondary Certificate, 1993
• Grade A (76.18%)

Govt: Girls Comprehensive high School, Hyderabad
• Secondary School Certificate, 1991
• Grade A (79.17%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM from Summer 2013 to Fall 2014
• Project consultant in book review with a well known publisher

SKILLS:
• Managing teaching and learning
• Teachers’ training
• Team management
• School development and improvement plan

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Management in Education: Final project (Teachers turnover in private school of Karachi)
• Knowledge Management :Final project (Review on Bibliophile program of APSACS)
• Quality Assurance issue in Education: Final project (Use of assessment data)

INTERNSHIP/WORK EXPERIENCE:
• Army Public School, Senior teacher from 09/25/2012 to present
• Hayat-ul-Islam School, Senior teacher from 08/08/2009 to 09/24/2012
• Guards Public School, Senior teacher from 01/22/2002 to 10/07/2005

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books
• Painting and craft
ZAINAB TUFAIL ARBAB
xenebakbarali@gmail.com
Graduation: 2015

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

Electives:
• Strategic Management Issues in Education
• Managing Schools and School Systems
• Quality Assurance in Education

University of Karachi
• Bachelor of Arts, Psychology, Philosophy and English Literature, 1992
• 1st Division

PECHS Government College Karachi
• Higher Secondary Certificate Arts, 1989
• B Grade (63.36%)

Beacon House Public School Karachi
• Secondary School Certificate Science, 1987
• B Grade (69.88%)

HONOURS / ACHIEVEMENTS:
• Philanthropic projects like working in collaboration with Schools for underprivileged ‘The Garage School’ and ‘VACS’, fund raising for hospitals like Shaukat Khanum Cancer Hospital Lahore
• Head of the Students Council (PECHS College)
• Head of the students of the English department and Dramatic Society in PECHS College

SKILLS:
• Practical knowledge and expertise of MS Office
• Excellent interpersonal skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Educational Policy and Planning “Review on Pakistan’s Education Policy 2009”
• Marketing Education Services project: Designed and planned a university and devised marketing strategies for it. Name: “University of Education Human Arts E-Harts”
• Testing in Education: Term paper “Ethics in Educational Testing”

WORK EXPERIENCE:
Beacon House School System, Sociology (HoD)& English, Teacher, from October 2012 to September 2014
• Taught Sociology and English to O-Levels
The City School, English, Teacher, from January 2012 to October 2014
• Taught English to O-levels
Anees Hussain, English, Teacher, from March 2008 to December 2011
• Prepared students for IELTS, SAT and entrance test of universities like LUMS, IBA, SZABIST, CBM.
Blue Clothing Company, Operation & Sales, Manager, from July 2002 to September 2008
• Managed sales and operation of 5 stores in Karachi and Lahore, increased turnover to Rs 25m

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Travelling
• Reading
• Interior Decoration
TABINDA KHALID

tabindakhalid@ymail.com

Graduation: 2015

EDUCATION

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

Electives:
- Islamic Banking and Finance
- Takaful and Risk Management in Islamic Products
- Asset Liability Management
- Risk Management

Institute of Business Management (IoBM), Karachi
- Bachelor of Science (Joint Hons.), 2013
- Cumulative GPA: 2.94

Bahria College N.O.R.E 1, Karachi
- A - Levels, 2009
- 1 B & 2 Cs

Army Public School Saddar, Karachi
- O - Levels, 2007
- 2 As, 4 Bs, & 3 Cs

HONOURS / ACHIEVEMENTS
- 11th position in Mock Trading Competition conducted by ACM Gold Pakistan

SKILLS:
- Proficient in English and Urdu
- SPSS
- Research and Report Writing Skills
- Peach Tree 2005
- MS Word, Excel, Power Point
- Financial Modeling

MAJOR TERM PAPERS / RESEARCH WORK / PROJECT
- Project Appraisal: Report on M9 Highway-Karachi to Hyderabad
- Financial Derivatives: Report on Islamic Derivatives
- Corporate Finance: Report on Effects of War on Terrorism on Pharmaceutical sector of Pakistan
- Asset Liability Management: Report on GAP Analysis and Stress Testing

INTERNSHIP/WORK EXPERIENCE:
Central Depository Company (CDC) Pakistan Limited, Product Development and Marketing Officer from January 2015 to present
KPMG Taseer Hadi & Co., Financial Advisory Services, Interned from November 18, 2013 to February 17, 2014
Silk Bank Limited, Investment Banking Department, Interned at August to September 2013
A.F. Ferguson & Co (PwC Pakistan), Audit and Assurance Section, Interned from June to August 2013

EXTRA CURRICULAR ACTIVITIES:
- Member Vanguard (Finance Section) Society at IoBM
- Winner of Inter School Badminton and Throw ball Championships
- Volunteered at Dar-ul-Sukun, Karachi
- Reading, Cooking and Painting
AHSAN ALI
ahsanali.kamwani@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.47
  Electives:
  • Asset and Liability Management
  • Project Appraisal
  • International Finance
  • Financial Derivatives

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2014
• Cumulative GPA: 3.50

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2010
• A-1 Grade (79.91%)

St. Lawrence’s Boys’ Secondary School, Karachi
• Secondary School Certificate, 2008
• A-1 Grade (87.29%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM from September 2010 to August 2015

SKILLS:
• Research and Analytical Skills
• Proficiency in Speaking, Writing & Understanding English Language
• Command Over Microsoft Word, Excel, PowerPoint
• Communication and Presentation Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Portfolio Management: Financial Modeling of Faran Sugar Mills Ltd.
• International Finance: Corporate Financial Analysis of Abbott Laboratories Pakistan
• Asset and Liability Management: Duration GAP Analysis of MCB Bank Ltd.
• Treasury and Fund Management: Relationship between Default Rate and Banks Profitability in Pakistan

INTERNERSHIP/WORK EXPERIENCE:
Aga Khan Hospital and Medical College Foundation, Planning and Budgeting Associate from January 2015 to present
• Monitor the financial performance of Aga Khan Hospital and Medical College Foundation against the budget by running the financial model, preparing various management reports and quarterly consolidation/review of financial and project information for submission to Aga Khan Development Network.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading economics & finance journals
AJEET KUMAR PINJANI

std_10460@iobm.edu.pk
Graduation: 2015

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

Electives:
• Portfolio Management
• Analysis Of Financial Statements
• Public Finance
• Financial Institutions

• Financial Management
• Corporate Finance
• Introduction To Business Finance
• Treasury and Fund Management

Institute of Business Management (IoBM), Karachi
• Bachelors in Business Administration (Hons.), 2013
• Cumulative GPA: 3.1

DA Degree College for Men, Karachi
• Higher Secondary Certificate, 2009
• B Grade (63.36%)

Falcon House School, Hyderabad
• Secondary School Certificate, 2007
• A Grade (78.23%)

HONORS / ACHIEVEMENTS:
• Attended one semester at International Burch University, Bosnia through IoBM Student Exchange Program, 2012
• Participated in Simulation of EU and UN Institutions in Bosnia

SKILLS:
• Proficient in Microsoft Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Public Finance: Report on Bosnian Economy
• Portfolio Management: Effect of BV of equity, net income, net sales on change in share price
• Corporate Finance: Research report on effect of operating and financial leverage on expected stock returns and market value of equity of the firms.

INTERNSHIPS/WORK EXPERIENCE:
Sui Southern Gas Company Ltd., Treasury Department, Interned from June to July 2013
Turkish Ziraat Bank Bosnia (Sarajevo), Interned from October to November 2012
• Learned about Euro Account, Western Union, Advances, Bank Guarantees, and Letter of Credit.
National Bank of Pakistan, Interned from July to September 2011
Soneri Bank Ltd., Interned from May to June 2011

EXTRA CURRICULAR ACTIVITIES/HOBBIES:
• Participated in International Students Day in Bosnia
• Certificate of Achievement for English Language Program at Pakistan American Cultural Center
• Awarded Certificate of Excellence for Summer Boot Camp on MS Office
• MS Windows 98 and Internet Essentials at Faith College Of Information Technology.
• Member of Research Team of Finance Society at IoBM
• Member of Research Team of Economics Society at IoBM
• Attended Zenith Leadership and Development Conference, 2012
AMMAR KHAN
sohail.ammar@gmail.com
Graduation: 2015

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

Electives:
• Analysis of Financial Statements
• Asset Liability Management
• Risk Management
• Investment Banking & Security Analysis

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Actuarial Science & Risk Management), 2013
• Cumulative GPA: 2.87

The City School PAF Chapter, Karachi
• A – Levels 2009
• 1 B and 1 D

The City School North Nazimabad, Karachi
• O– Levels, 2007
• 4 Bs, 4 Cs and 2 Ds

SKILLS:
• Good in working with Microsoft Word, Excel and statistical software SPSS and Eviews.
• Motivated, quick learner and a diligent worker.
• Good report writing skills.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Project: Report for testing the Capital Asset Pricing Model in the Oil and Gas sector of Pakistan
• International Financial Reporting Standards: Report on Valuation Method in Solvency II
• Prepared different financial claim models at Adamjee Insurance Company Limited

WORK EXPERIENCE:
Adamjee Insurance Company Limited, Non – Marine, Underwriting Officer from April 2014 to present
• Looking after core property (Fire & Terrorism) underwriting activities at Head Office level and preparation of all relevant documents regarding Fire and Terrorism Business

Adamjee Insurance Company Limited, Non – Marine, Interned from July to August 2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Head of Event Management in Actuarial and Risk Management Society (ARMS) at IoBM
• Participation in numerous basketball competitions.
• Work as a freelancer and have written many creative articles on various topics.
• Participation in the Risk Frontier Seminar at IOBM.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.04

Electives:
• Investment Analysis
• Islamic Banking and Finance
• Financial Derivatives
• Corporate Finance

• International Finance
• Investment Banking & Security Analysis
• Project Appraisal
• Portfolio Management

Institute of Business Management, Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 2.84

Falconhouse Grammar School, Karachi
• A – Levels, 2008
• 1 B and 2 Cs

Falconhouse Grammar School, Karachi
• O - Levels, 2006
• 3 Bs, 4 Cs and 1 D

SKILLS:
• Team Player
• Proficient in MS Excel, Word and PowerPoint
• Analytical Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Project Appraisal: Report on the effects of underpasses and flyovers on the traffic congestion of Karachi
• Investment Analysis: Report on a simulated balanced fund and its Fund Managers’
• Portfolio Management: Financial Model of Attock Cement
• Financial Derivatives: The Fall of Bear Stearns
• Corporate Finance: Report on the effects of terrorism on the banking industry of Pakistan
• Investment Banking and Security Analysis: Basel III Accord and its implications for risk mgmt.

INTERNSHIP / WORK EXPERIENCE:
UBL Fund Managers, Operations Department, interned from July to October 2015

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Reading non-fiction books
• Freelance writing
KUMAIL CHEVELWALLA
kchevelwalla@gmail.com
Graduation: 2015

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

Electives:
• Corporate Finance
• Portfolio Management

Institute of Business Management (IoBM), Karachi
• Bachelor in Business Administration (Hons.), 2013
• Cumulative GPA: 2.96

CFA Institute
• Passed CFA Level 1
• CFA Level 2 (In progress)

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2009
• B Grade (65.73%)

The Karachi Academy, Karachi
• Secondary School Certificate, 2007
• A-1 Grade (80.23%)

HONOURS / ACHIEVEMENTS:
• Awarded Scholarship for CFA Level 1 & Level 2 program from university

SKILLS:
• Proficiency in Microsoft Office
• Financial Modeling
• Analysis & Valuation
• Ability to work under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS
• Corporate Finance: Analyzed the impact of terrorism on profitability of the companies listed on KSE
• Portfolio Management: Financial Model on Attock Cement
• Investment Analysis: Launched an Initial Public Offering (IPO) for a Balanced Fund
• Treasury & Fund Management: Analyzed the relation of macro variables on KSE 100 Index

INTERNSHIP/WORK EXPERIENCE:
Habib Metropolitan Bank Ltd., Financial Service Department, Senior Research Analyst, from January’15 to present
• Actively Covering Cement & Fertilizer Sector of Pakistan
Alternate Research Pvt. Ltd., Research Analyst from May’13 to December 2014
• Lead Analyst of Cement Sector of Pakistan
Alternate Research Pvt. Ltd., Research Intern from April to May 2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Organizer & Chief Designer of Ignite Karachi, 2012
• Head of Creative Department at Entrepreneur Society, IoBM
• Reading economics & finance journals
• Gaming and movies
MEHVISH REHAN
mehvish.rehan03@gmail.com
Graduation: 2015

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

Electives:
• Corporate Finance
• Risk Management
• Asset Liability Management

• Financial Derivatives
• Treasury and Fund Management
• Investment Banking & Security Analysis

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2012
• Cumulative GPA: 2.95

St. Joseph’s College for Women, Karachi
• Higher Secondary Certificate, 2008
• A-1 Grade (79.82%)

Blue Horizon School, Karachi
• Secondary School Certificate, 2006
• A-1 Grade (83.76 %)

HONOURS / ACHIEVEMENTS:
• Won Millac Foods SKIMILLAD Competition held at IoBM
• Scored 100% marks in Chemistry in Higher Secondary Certificate Part-1 Examination.

SKILLS:
• Strong interpersonal and leadership skills
• Adaptable to all types of work environments and situations
• Proficient in MS Office
• Familiarity with SPSS

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Risk Management: Risk Management Framework at Macpac Films Pvt. Ltd.
• Asset Liability Management: Stress Testing and Gap Analysis of financial statements of MCB Bank Limited
• Corporate Finance Effect of Operating & Financial Leverage on Expected Stock Returns & size of the Firm
• Financial Derivatives: Seminar paper on versatility of Derivatives.
• Treasury and Fund Management: Risk Management Framework used by NIB Bank.
• Investment Banking And Security Analysis: Analysis of Public Offer by Engro and offer for sale by Azgard.

INTERNSHIP/WORK EXPERIENCE:
MCB Bank Limited, Trainee Business Officer from April 2013 to March 2014
State Bank of Pakistan, Banking Surveillance Department, Interned from July to August 2012
Soneri Bank Limited, Interned from July to August 2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Finance Society at IoBM
• Freelance dissertation and article writing
MUHAMMAD JAZIB SOOFI
m.jazibsoofi@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
  • Cumulative GPA: 3.1
  • Electives:
    • Risk Management
    • Asset Liability Management
    • Islamic Banking and Finance
    • Takaful & Risk Management in Islamic Products

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Joint Hons.), 2013
  • Cumulative GPA: 2.7

Government Commerce College, Karachi
• Higher Secondary Certificate, 2008
  • B Grade (63.72%)

Ladybird Grammar School, Karachi
• Secondary School Certificate, 2006
  • A-1 Grade (80.47%)

HONORS / ACHIEVEMENTS:
• EFU Life Assurance Employee of the Month, June 2015
• EFU Life Assurance Recognition of Service Excellence in the Processess of Reinstatement, 2015
• Appreciation Letter from CEO EFU Life Assurance Ltd.

SKILLS:
• Excellent communication & team skills
• Good analytical skills
• Proficient at MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Analysis of Financial Statements: Analyzed Bannu Woolen from 2000 to 2011
• Treasury and Fund Management: Report on Money Market & Government Debt
• Asset Liability Management: Prepared Stress Testing Analysis Report for United Bank Limited
• Corporate Finance: Analyzed factors influencing Capital Structure of Industrial Metal & Mining Companies
• International Finance: Report on the Crisis of Eurozone
• Portfolio Management: Company valuation and Industry analysis of the tobacco sector in Pakistan

INTERNSHIP/EXPERIENCE:
EFU Life Assurance Pvt. Ltd., Client Services Department, Underwriter since April 2015
• Look after Reinstatement Process and Underwriting
EFU Life Assurance Pvt. Ltd., New Business Department, Underwriter from April 2014 to April 2015
• Performed duties as Executive Officer-Associate Life Underwriter in the division of individual life assurance and worked
  • With Oracle Organization Resource System (ORS), Oracle SHMA, and IBM FileNet
KASB Securities, Internal Audit and Compliance Department, Interned from July to August 2013
• Worked as an assistant of Internal Audit and Compliance Head.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Stock Trading
• Participated in Simulation Topsim Startup Game for Entrepreneurs
• Listening and reading Urdu poetry
MUHAMMAD TAJAMMUL

tajammul.siddiq1991@gmail.com

Graduation: 2015

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

  Electives:
  • Analysis of Financial Statements
  • Corporate Finance
  • Portfolio Management
  • Project Appraisal

Institute of Cost & Management Accountant of Pakistan
• CMA, Stage 4 (In Progress)

Bahria University, Islamabad
• Bachelor of Business Administration, 2013
• Cumulative GPA: 3.52

College of Accounting & Management Sciences, Bath Island, Karachi
• Higher Secondary Certificate, 2009
• A Grade (74.36%)

Fazaia (PAF) Degree College Faisal, Karachi
• Secondary School Certificate, 2007
• B Grade (61.29%)

SKILLS:
• Negotiation Skills
• Problem Solving Skills

MAJOR TERM PAPERS/RESEARCH WORK/PROJECTS:
• Portfolio Management: Financial model of Al Abbas Sugar Mills
• Analysis of Financial Statements: Analyzed Al Abbas Sugar Mills and Engro Polymers annual reports
• Project Appraisal: Appraisal of Wind Power Project
• Principles of Accounting: Accounting in SMEs (Chase up)
• Financial Management: Working capital analysis of Honda Atlas, Pak Suzuki Motors and Indus Motors
• Principles of Management: Prepared a report on Social Entrepreneurship at Alamgir Welfare Trust

INTERNSHIP/WORK EXPERIENCE:
Pakistan National Shipping Corporation, Finance Department, Interned from June to July 2012
• Learn various activities related with shipping business, financial derivatives, cash and remittances

EXTRACURRICULAR ACTIVITIES:
• Attended Seminars related to career development
• Reading articles related to business
MUHAMMAD WAQAS ASHRAF
mohammad.waqas.ashraf@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.00
  Electives:
  • Analysis Of Financial Statements
  • Portfolio Management
  • Financial Derivatives
  • Risk Management
University of Karachi, Karachi
• Bachelor of Commerce, 2010
• 2nd Division (59.45%)
Govt. College for Men Naziamabad, Karachi
• Higher Secondary Certificate, 2008
• B Grade (60.18%)
Al-Abbas Secondary School, Karachi
• Secondary School Certificate (Science), 2006
• A-1 Grade (81.05%)

SKILLS:
• Certificate in Computerized Accounting, 2011
• Microsoft Unlimited Potential, 2010
• Creative & ability to do multitasks effectively
• Motivational Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Management: Report on financial management functions of Unilever Pakistan
• Advance Financial Management: Report on Stock Valuation of PSO.
• Risk Management: Ryanair case study analysis
• Entrepreneurship: TOPSIM business simulation game.
• Financial Derivative: Report on PMEX

INTERNSHIP / WORK EXPERIENCE:
Arif Habib Commodities, Interned for six weeks

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Cricket
MUNTAHA NAFIS AHMED
muntaha_nafis@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.00

Electives:
• Risk Management
• Financial Derivatives
• Islamic Banking and Finance
• Advanced Financial Accounting
• Asset Liability Management
• Corporate Finance
• Investment Banking & Security Analysis
• Advanced Managerial Accounting

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Joint Hons.), 2012.
• Cumulative GPA: 2.90

St. Patrick’s College, Karachi.
• Higher Secondary Certificate, 2008
• A Grade (70.54%)

St. Joseph’s Convent High School, Karachi
• Secondary School Certificate, 2006
• A Grade (79%)

HONOURS / ACHIEVEMENTS:
• Sindh Endowment Scholarship Fund at IoBM from September 2012 to May 2013.
• Sindh Endowment Scholarship Fund at IoBM from September 2008 to May 2012.

SKILLS:
• Proficient in MS Office & Front Page
• Proficient in Peach tree and SPSS
• Excellent analytical skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Asset Liability Management: Detailed report on Stress Testing and Gap analysis of Habib Metropolitan Bank Ltd.
• Risk Management: Detailed Risk Analysis of Dadabhoy Cement
• Investment Banking & Security Analysis: Report on portfolio analysis of Cement Sector (Fauji Cement & Lucky Cement)

INTERNSHIP/WORK EXPERIENCE:
Tata Pakistan, Treasury and Finance Department, Junior Manager from September 2014 to present
• Assist Manager Finance in performance of functions related to finance facilities of the group; Ensure compliance of Prudential Regulations (PR) of State Bank of Pakistan; and developing fortnightly Group Exposure
Aisha Steel Mills Ltd., Treasury and Finance Department, Treasury Officer from March to August 2014
• Money Market Placements & Liquidity Management; Bank Reconciliation, Trade Finance/LC Business and Accounts Payable

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books & newspapers
RAHEEL IQBAL
raheel.iqbal992@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.00

Electives:
• Portfolio Management
• Corporate Finance
• Investment and Security Analysis
• Project Appraisal

University of Karachi, Karachi
• Bachelor of Commerce, 2011
• 1st Division (61.27%)

Government College of Commerce and Economics, Karachi
• Higher Secondary Certificate, 2009
• A Grade (70.09%)

Mama Baby Care School, Karachi
• Secondary School Certificate, 2007
• A Grade (78%)

SKILLS:
• Proficient in MS Office
• Hardware and Software

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
Seminar in Economic Policy: Thesis - Impact of WTO on Major Exports of Developing Countries
(Research Supervisor: Mr. Muhammad Ashraf Janjua, Former Governor of State Bank of Pakistan)

INTERNSHIP/WORK EXPERIENCE:
Habib Bank Limited, Internal Audit Department, Assistant Manager from October 2015 to present
Bank Alfalah Limited, Interned from June to July 2015

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Certificate of Participation in Train the Future Trainer – three day workshop in June, 2013
• Member in Darkhana National Council, 2013
• Certificate for Completion of MS Office Course from APTECH, 2012
• The Aga Khan Darkhana Scout Unit, 2008-2010
• Certificate of Participation in English Language Course, Domino English Learning Centre
• Certificate for Interview Skills Workshop, 2007
• 2nd Position in English Elocution (Poem Competition) at Mama Baby Care School
SAIM JAWAD LALIWALA
saim.jawad.11590@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.00
  Electives:
  • Risk Management
  • Corporate Finance
  • Investment Analysis
  • Project Appraisal
Govt. Commerce College of Commerce and Economics, KU Karachi
• Bachelor of Commerce, 2009
• 2nd Division (52.27%)
DA Degree College For Men, Karachi
• Higher Secondary Certificate, 2006
• C Grade (57.45%)
Bai Virbaiji Soparivala Parsi High School, Karachi
• Secondary School Certificate, 2004
• A Grade (74.94%)

SKILLS:
• Business Communication
• MS Office (Word, Excel, Power point)
• Team Player
• Inter-Active skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Risk Management: Risks handled by brokerage houses - Cedar Capital Pvt. Ltd.
• Project Appraisal: Detailed report Why education is failing in Tharparkar District
• Investment Analysis: Compared chemical industry and consumer industry and which industry to invest in
• Corporate Finance: Compared the riskiness in the stocks of a pharmaceutical company
• Entrepreneurship & Small Business: Devised a business plan for expansion of 3 footwear business
• Financial Management: Analysis of change in working capital of 3 Pharmaceutical companies

INTERNSHIP (S)/WORK EXPERIENCE:
A.F.Ferguson & Co., Risk Advisory Services, Risk Analyst from July 2015 to present
A.F.Ferguson & Co Risk Advisory Services, Interned from May to June 2014
Faysal Bank Limited, Finance Department, Interned from July to August 2013.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Certificate for facilitating in the 4th CSR Summit & Awards 2015
• Certificate in Office Automation from Aptech
• Certificate for managing the annual function of the college
• Best goal keeper trophy in Inter school soccer tournament
• Athletics, Swimming, Cricket & Soccer
SALMAN QAMAR
salmansaigal@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.12
  Electives:
  • Islamic Banking and Finance
  • Asset Liability Management
  • Risk Management in Islamic products
  • Asset Liability Management
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Joint Hons.), 2013
• Cumulative GPA: 2.92
Commecs Institute of Business and Emerging Sciences, Karachi
• Higher Secondary Certificate, 2009
• A Grade (70.36%)
Mount View School, Karachi
• Secondary School Certificate, 2007
• A Grade (77.29%)

HONOURS / ACHIEVEMENTS:
• 3rd Position in SPARK an event held at Institute of Business Administration (IBA), Karachi.

SKILLS:
• Proficient in MS Office
• Knowledge of Stock Market and Investments
• Data analysis through SPSS
• Knowledge of Tender Business
• Knowledge of Peach Tree
• Knowledge of Import Procedures

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Management: Term Report on Stock Valuation
• Methods of Business Research: Research on Impact of Super Virtual Markets
• Investment Banking & Security Analysis: Report Stock Valuation of HUBCO
• Portfolio Management: Report on effects of accounting variable on stock variables
• Project Appraisal: Appraised a marble industry
• Corporate Finance: Analyzed automobile industry of Pakistan
• Advanced Financial Management: Analyzed Ratios of Electrical Machinery & Apparatus Sector
• Analysis of Financial Statements: Financial analysis for 10 years of Bhanero Textile Mills

INTERNSHIP/WORK EXPERIENCE:
Yunus Textile Mills Ltd., Accounts and Finance Department, Interned from June to July 2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member Vanguard Society at IoBM
• Attended seminar on Debt Management in Pakistan at IoBM, 2012
• Member Vanquishers Society at IoBM
• Attended I-Marc, an event held at Institute of Business Administration (IBA), Karachi.
SHAUN ALBERT D’SOUZA

shaun_a_dsouza@yahoo.com

Graduation: 2015

EDUCATION:

Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.12

  Electives:
  • Investment Analysis
  • Analysis of Financial Statements
  • Risk Management
  • International Finance

Institute of Business Management, Karachi
• Bachelor of Business Administration (Hons.), 2011
• Cumulative GPA: 3.08

St. Patrick’s High School, Karachi
• A – Levels, 2007
• 1 B and 3 Cs

St. Patrick’s High School, Karachi
• O - Levels, 2005
• 1 A, 8 Bs and 2 Cs

HONOURS / ACHIEVEMENTS:
• Received Silver Standard for Participation in Duke of Edinburgh Program

SKILLS:
• Proficient in MS Office
• Strong Interpersonal Skills
• Team Player & Hard Worker

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Financial Management: Virtual Trading on Karachi Stock Exchange
• Computer Applications II: Designed Database for Library Management
• Corporate Finance: Effect of working capital management on Pakistan Gas and Oil Exploration Sector
• Pakistan Economic Policy: Analysis of Fishing Industry 2010
• Investment Banking and Security Analysis: Analysis of Habib Bank Limited’s IPO
• Seminar in Economic Policy: Effect of volatility of foreign exchange on FDI

INTERNSHIP/WORK EXPERIENCE:
MCB Bank Limited, Transaction Banking Division, Client Services Officer from October 2013 to present
National Bank Pakistan, Administration Department, Interned from August to October 2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated in Rotary Youth Leadership Program (RYLA)
• Reading & listening to music
SHOAIB RIZVI
shoaib_rzv@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.4
  Electives:
  • Treasury and Fund Management
  • Islamic Banking and Finance
  • Asset Liability Management
  • Analysis of Financial Statements

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Actuarial Sciences and Risk Management), 2014
• Cumulative GPA: 3.6

The City School, PAF Chapter, Karachi
• A - Levels, 2009
  • 1 A & 2 Bs

The City School, Karachi
• O - Levels, 2007
  • 8 A & 2 Bs

HONOURS / ACHIEVEMENTS:
• Recipient of Gold Medal at IoBM for Outstanding Academic Performance
• Passed Exams P/1, FM/2 and MFE/3, MLC, VEE Statistics, VEE Economics, VEE Finance from Society of Actuaries USA
• Recipient of Merit based Scholarship during A- Levels and at IoBM

SKILLS:
• Proficient in Microsoft Office
• Successful team leader
• Good Interpersonal, Analytical & Problem Solving Skills
• Efficiently able to use SPSS and E-views

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Business Analysis on general insurance companies in Pakistan
• Research analysis on KSE-100 index under a territory bubble
• Impact of war on terror and law and order situation on Pakistan’s Stock Market
• Time series analysis and forecasting on future stock prices
• Testing of Capital Asset Pricing Model on Pakistan’s Stock Market

INTERNSHIP/WORK EXPERIENCE:
Akseer Research, Assistant Manager & Investment Analyst from January 2015 till date
• Responsible for providing research analysis and financial valuation of GCC based stocks to an asset management firm in Saudi Arabia

Magnus Investments, Portfolio Analysis Department, Management Associate from March 2014 to September 2014
• Responsible for financial analysis of Money and Capital Markets of Pakistan along with pricing and design of investment portfolios for institutional clients

TPL Direct Insurance, Health Insurance Department, Interned from June 2013 to August 2013
• Responsible for making premium pricing of group health insurance along with its quotations and other operational tasks

Adamjee Life Assurance, Group Life Department, Interned from June 2012 to August 2012
• Assisted in pricing group life insurance policies

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Vice President of Actuarial and Risk Management Society at IoBM
• Organized Event Risk Frontier for Actuarial and Risk Management at IoBM
• Participated in Mock Trading Competition held at IoBM
SYED ARSALAN ALI
arsalanali_syed@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
• Cumulative GPA: 3.36

Electives:
• Portfolio Management
• Corporate Finance
• Financial Derivatives
• Project Appraisal

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2012
• Cumulative GPA: 3.59

Falconhouse Grammar School, Karachi
• A - Levels, 2008
• 3 As

Falconhouse Grammar School, Karachi
• O - Levels, 2006
• 6 As, 1 B and 1 C

SKILLS:
• Proficiency in MS-Office
• Strong analytical skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Management: Calculation of Beta of Frontier Ceramics
• Portfolio Management: Stock Valuation Report on Indus Motors
• Analysis of Pakistani Industries: Power Sector’s Current Situation and Issues
• Corporate Finance: Determinants of Leverage of Companies in Personal Goods Sector of KSE
• Financial Derivatives: Mock Trading of Commodities
• Islamic Banking: Replacing conventional modes of financing with Islamic modes for Tri-Pack Films

INTERNSHIP/WORK EXPERIENCE:
Philip Morris (Pakistan) Limited, Treasury Department, Junior Analyst Accounts Receivable from December 2014 to present
• Monitoring of incoming distributor payments to ensure compliance with Fiscal Compliance Policies
Habib Bank Limited, Retail Lending Department, Credit & Marketing Officer from May 2013 to November 2014
• Seeking new clients to expand trade and credit portfolio of credit hub along with processing/renewal of funded and non-funded limits of new and existing clients
Magnus Investment Advisors Limited, Portfolio Management Department, Management Associate from October 2012 to March 2013
• Monitoring of cash flows in clients’ [institutional] retirement funds, recommending investments, performance reporting of funds and comparison of funds’ performance with competitors (mutual funds)
Bank Alfalah Limited, Finance Division, Interned from May to July 2012
• Understood the principles and procedure of Financial Reporting and key ratios used to assess the performance of a Commercial Bank

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Reading books (fiction/non-fiction)
SYED KHURRAM ALI HASNI
Syedkhurram.ali@live.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance
- Cumulative GPA: 3.17

Electives:
- Portfolio Management
- Investment Banking and Security Analysis
- International Finance
- Investment Analysis
- Derivatives and Options
- Corporate Finance

Hamdard University, Karachi
- Bachelor of Business Administration, 2012
- Cumulative GPA: 3.39

Garrison Academy College, Quetta
- C Grade (54.54 %)

Garrison Academy School, Quetta
- Secondary School Certificate, 2006
- A Grade (71.23%)

HONOURS / ACHIEVEMENTS:
- Awarded Baluchistan Endowment Fund Scholarship at Hamdard University

SKILLS:
- Exposure to ERP - Oracle Financial Application
- Have working knowledge of SPSS and E-views
- Highly proficient in MS Excel, Word & Powerpoint
- Excellent planning and organizing skills
- Good team player

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
- Investment Analysis: Launched an IPO of Balanced Fund
- Corporate Finance: Research report on impact of borrowings on internal performance and other activities of cement manufacturing industry.
- Financial Management: Performed financial statement analysis of fertilizer sector of Pakistan.
- ERP-Oracle Financial: Generated a mock company set of books in Oracle General Ledger
- Dissertation: Comparison of mutual funds with other investment options in Pakistan

INTERNSHIP/WORK EXPERIENCE:
Orix Leasing Pakistan Limited, Finance & Accounts Department, Interned from June to August 2014
- Assisted supervisor in various core functions of Finance and Accounts department.
National Bank of Pakistan, B.I.S.E Branch Karachi, Interned from June to August 2011
- Performed various branch operations such as clearing, remittances, account handling etc.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Attended a workshop Certified Islamic Broker, organized by Diyanah Islamic Financial Services
- Runner up in the Intra Department Table Tennis Tournament at Hamdard University
- Member of the Hamdard University Cricket Club.
- Participate in various skill development seminars, workshops and training programs
- Enjoy gardening, watching movies and socializing.
SYED SAMEE AHMED
samee.iobm@gmail.com
Graduation: 2015

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

Electives:
- Treasury and Fund Management
- Investment Analysis
- Analysis of Financial Statements
- Islamic Banking

Government Commerce (KU), Karachi
- Bachelor of Commerce, 2008
- 1st Division (60.18%)

Commecs College, Karachi
- Higher Secondary Certificate 2006
- A Grade (70.18%)

Montessori Complex High School, Karachi
- Secondary School Certificate, 2004
- A-1 Grade (81.17%)

SKILLS:
- Financial Analytical Skills
- Quick Learner
- Effective Interpersonal skills
- Self-motivated and Excellent team player

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
- Financial statement analysis of Abbott Pakistan with pharmaceutical industry
- Prepared a report on Pakistan and International Monetary Fund (IMF) which entail in-depth analysis of Pakistan relations with IMF from 1975 to 2013
- Investment Proposal on Mutual Funds and analyzed with other investment options in Pakistan i.e. Banks, Bonds and other securities.
- Report on Financial Supply Chain Management (FSCM). Its significance, impact on working capital, how companies benefit and other risk factors.
- Conducted a research and developed a thesis on Impact of Used Imported Cars on Pakistan Automobile Industry

INTERNSHIP/WORK EXPERIENCE:
Orient Energy Systems, Finance Department, Interned from August to December 2013.
- Prepared investment proposal & learned holistic working of the Finance department (Promoted to Jr. Executive after 2 months Internship)
Dubai Islamic Bank Ltd., Management Associate from November 2015 to present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Video editing and direction
- Follow latest technology updates
- Reading and playing guitar
SYED ZEESHAN HAIDER

zeeshanhaider14@hotmail.com

Graduation: 2015

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

Electives:
• Asset Liability Management
• Treasury & Fund Management
• Risk Management
• Islamic Banking & Finance

IBE, University of Karachi, Karachi
• Bachelor of Commerce, 2011
• 2nd Division (58.90%)

Institute of Business Education, Karachi
• Higher Secondary Certificate, 2008
• A Grade (74%)

Army Public School, Saddar Karachi, 2006
• Secondary School Certificate, 2006
• C Grade (51.90%)

SKILLS:
• MS Office (MS Word, MS PowerPoint and MS Excel Intermediate)
• Teaching and coaching skills

MAJOR TERM PAPERS / PROJECTS:
• Asset Liability Management: Stress testing of the interest rate sensitive items in the financials of Standard Chartered Bank
• Treasury and Fund Management: Volatility of exchange rate and its impact on the earnings of Standard Chartered Bank.
• Risk Management: Asset liability gap analysis of various banks in Pakistan.
• Marketing Management: Developed a whole new product and prepared the marketing plan of the product along with its launch for the confectionary sector.

WORK/INTERNSHIP EXPERIENCE:
Habib Metropolitan Bank Ltd., Management Trainee-Credit from September 2015 to present
• Standard Chartered Bank, Financial Markets Department, Interned from July to August 2014
• Placed at the FX trading desk and also rotated to the ALM desk.

NIB Bank Ltd., Treasury Department, Interned from May to July 2014.
• Treasury Consumer Dealing, Corporate Dealing, MM and FX desks.

Faysal Bank Ltd., Retail Risk Management Department, Interned from June to August 2013.
• Part of the unsecured loan team and assisted in making the housing price index of Faysal Bank House Loans portfolio.

Habib Bank Ltd, Treasury Department, Interned from December 2011 to January 2012.
• FX, MM and Equity Desks of the Treasury Operations Function.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Finalist of LUMS Marketing Colloquium 2014.
• Director Finance of Marketing Society at IoBM
• Captain basketball team at college
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance
  • Cumulative GPA: 3.08

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
  • Cumulative GPA: 2.93

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

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

College of Accounting and Management Sciences, Karachi
• Higher Secondary Certificate, 2009
  • A Grade (73.55%)

The City Kehkashan School, Karachi
• Secondary School Certificate, 2007
  • A Grade (71.64%)

SKILLS:
• Expert User of Microsoft Word, Excel, PowerPoint and Access.
• Adobe Photoshop

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Marketing and Planning; Strategic Marketing Plan for Langnese Honey
• Corporate Finance: Effects of Operating and Financial Leverage on Expected Stock returns and size of the firm.
• Islamic Banking and Finance: Swapping a company’s financing facilities to Islamic modes of finances
• Comparative Management: Launch of Bundu Khan Restaurant in Birmingham, UK
• E-Commerce: Creation of an online tuition center
• Seminar in Economic Policy: Effects of interest rates on GDP and Inflation

INTERNSHIP/WORK EXPERIENCE:
Askari Bank Ltd., SME/Commercial Credit Department, Relationship Manager from December 2014 to present
• Responsible for managing and growing the SME and Commercial Credit portfolio

Askari Bank Ltd., Accounts Department, Accounts In-charge from December 2013 to December 2014
• Accounting transactions and records of the branch.

KASB Bank Ltd., Head Office - Middle Market Credit, Interned from September to October 2013
• Assisted the RM in making proposals

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Teaching Accounting and Finance
• Playing strategy based games
• Watching TV shows, movies and documentaries
ALI SALEEM KAZI
aliskazi87@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance & Risk Management
- Cumulative GPA: 3.05
  Electives:
  - Corporate Treasury and Risk Management
  - Takaful and Risk Management in Islamic Products

NED University of Engineering & Technology, Karachi
- Bachelor of Engineering (Urban), 2009
- 1st Division (75.7%)

DA Degree College for Men, Karachi
- Higher Secondary Certificate, 2005
- A Grade (73.09%)

DHA SKBZ High School, Karachi
- A1 Grade (86.70%)

SKILLS:
- Interpersonal and team building skills proven through work experience
- Flexible team player who prospers in a fast-paced work environment

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Corporate Treasury & Risk Management: Analysis of takeover of ICI by Younus Group
- Risk Financing Techniques: Analysis of Mutual Funds using Oscillators over 6 months period
- Analysis of Financial Statement: Factors affecting Automobile industry growth in Pakistan over past 10 years
- Advance Financial Management: 4 year Financial Analysis of MCB Bank
- Financial Management: 6 weeks mock investment in Khi Stock Exchange (KSE) & Commodity Market
- Principal of Marketing: Research on Oil Industry in Pakistan to develop Marketing Strategies for BYCO

INTERNSHIP/WORK EXPERIENCE:
ProMag Pvt Ltd, Development Advisory, Financial Planner (Projects) from October 2014 to Present
Infraplan Pvt Ltd, Planning & Engineering, Project Analyst, July 2012 to October 2014
LOCii Inc Pvt Ltd, Planning & Management, Project Engineer, September 2011 to July 2012
Meinhardt Pvt Ltd, Civil & Structure Division, Design Engineer, January 2010 to September 2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Learning Foreign Languages
- Research on historic events that had global impact
- Following International Economic Relations & Financial Markets
ANEEL KUMAR
aneelkumarpinjani100@gmail.com
Graduation: 2015

EDUCATION:
• CFA Level 1 cleared, December 2013
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Finance & Risk Management
• Cumulative GPA: 3.36
  Electives:
  • Takaful and Risk Management in Islamic Products
  • Credit Risk Management
Institute of Business Management (IoBM), Karachi
• BS Joint (Hons), Accounting And Finance, 2013
• Cumulative GPA: 2.90
DA Degree College for Men, Karachi
• Higher Secondary Certificate, 2009
• B Grade (64%)
Falcon House School, Hyderabad
• Secondary School Certificate, 2007
• A1 Grade (82.23%)

HONOURS / ACHIEVEMENTS:
• Awarded Scholarship by IOBM for CFA Level 2 paper

SKILLS:
• Proficient with Microsoft Office
• Proficient with SPSS Software

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Project appraisal: Project Appraisal of new local bus transport system in Karachi
• Treasury and fund Management: Report on Sovereign Risk
• Portfolio Management: Effect Of BV of equity, Net Income, Net Sales on change in share price
• Corporate Finance: Research report in effect of War on Terror on company’s profitability

INTERNSHIP/WORK EXPERIENCE:
Magnus Investment Advisors Limited, Portfolio Mgt, Management Associate from 02/18/2015 to Present
MCB-AH, Research Department, Intern from 10/23/2014 to 01/15/2015
JS Bank Ltd– Compliance Department, Intern from 03/18 2013 to 04/26/2013
Soneri Bank LTD – Branch Banking, Intern from 05/23/2011 to 06/20/2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Awarded Certificate Excellence for Summer Boot Camp (Office Camp) consisted on MS-Office.
• MS- Windows98 and Internet Essentials at Faith (College Of Information Technology).
• Participated in ZLDC’12 Zenith Leadership and Development Conference from 22 Jan to 24th Jan at IoBM
FARIHA KHAN
farihakhan1901@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Finance & Risk Management
• Cumulative GPA: 3.22
  Electives:
  • Credit Risk Management
  • Financial Regulations
Karachi University, with Karachi
• Bachelor of Actuarial Sciences & Risk Management, 2010
• Cumulative GPA: 2.84
Government Degree College Gulshan-e-Iqbal, Karachi.
• Higher Secondary Certificate, 2006
• B Grade (68.09%)
Shadow of University School with Karachi
• Secondary School Certificate, 2004
• A Grade (77.64%)

SKILLS:
• Effective business correspondence
• Team work
• In-depth knowledge of statistics and analyzing numbers.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Regulations: Model for Measurement of Credit Risk for Banks
• Introduction to Financial Risk Management: Uni-factor CAP-M led Analysis of Listed Stocks
• Financial Management: Inventory Analysis of Manufacturing Industry (Project: The Searle Company Ltd)

INTERNSHIP/WORK EXPERIENCE:
PICIC Insurance Ltd, Claims, Senior Executive Officer from 06/12/2012 to present.
• Responsible for processing Non-Motor claims and Statistical Reports

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books and novels
• Animal care
• Tennis, walking & aerobics
KANWAL LIAQAT KHOJA
khoja.kanwal@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance & Risk Management
• Cumulative GPA: 3.55
  Electives:
  • Credit Risk Management
  • Corporate Treasury & Risk Management

Institute of Business Management (IoBM), Karachi
• B.S-Joint Honors in Finance & Economics, 2013
• Cumulative GPA: 3.35

Aga Khan Higher Secondary School (AKHSS), Karachi
• Higher Secondary Certificate, 2009
• A Grade (76.82%)

St. Lawrence’s Convent Girls Secondary School, Karachi
• Secondary School Certificate, 2007
• A1 Grade (88.58%)

HONOURS / ACHIEVEMENTS:
• Reward under Trainee Business Officer Development Program at MCB Bank Ltd. (2014)
• 1st Position in Physics Project in Science Olympiad at Aga Khan Higher Sec. School (2008)

SKILLS:
• MS Office (Excel, Word, PowerPoint)
• Detail Oriented
• Analytical Tool (E-views)
• Good Command at Adobe Graphics Software (Illustrator, Photoshop)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Introduction to Financial Risk Management: Computation of Market Risk of Open Ended Mutual Funds(Conventional & Islamic) of Pakistan by Using Relative Risk Measures
• Risk Financial Techniques: Analysis of Oscillator of Five Leading Commercial Banks of Pakistan
• Credit Risk Management: Credit Risk in Investment Banking
• Corporate Treasury & Risk Management: Analysis on Capital Structure of Lucky Cement Expansion(60MW Coal Project)

INTERNSHIP/WORK EXPERIENCE:
MCB Bank Ltd, Trainee Business Officer from 11/25/2013 to 03/31/2015
• Banking Operations
Askari Bank Ltd, Interned from 06/10/2013 to 07/21/2013
• Banking Operations

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Voluntary services on community level and cooking
MADIHA ZUBAIR
std_9345@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance & Risk Management
• Cumulative GPA: 3.28
  Electives:
  • Project Risk Management
  • International Financial Reporting & Standards

Institute of Business Management (IoBM), Karachi
• Bachelor of Science, Joint (Hons), Accounting & Finance, 2013
• Cumulative GPA: 2.62

Jinnah Intermediate College for Girls, Karachi
• Higher Secondary Certificate, 2007
• B Grade (63.36%)

S.M.S Grammar School, Karachi
• Secondary School Certificate, 2005
• A Grade (74.07%)

HONOURS / ACHIEVEMENTS:
• Conducted World Bank surveys on behalf of Karachi Chamber of Commerce in the year 2010
• Represented ANZO Chemicals in the 8th Textile Asia Exhibition 2011 held at Expo center

SKILLS:
• Microsoft Office
• Risk Analysis
• Financial Modeling, Budgeting & Forecasting
• SPSS, Peachtree and Oracle & CBS

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Introduction to Financial Risk Management: Uni-factor CAPM led Comparative Analysis of RRR
• Investment Banking and Security Analysis: Financial Modeling and Security Valuation of Indus Motors
• Corporate Finance: Applied the Capital Asset Pricing Model theory on the automotive sector of Pakistan
• Analysis of Financial Statements: Financial Modeling and Security Valuation of Kohinoor Sugar Mills

INTERNSHIP/WORK EXPERIENCE:
Philips Pakistan Limited, Internship, Intern from 10/26/2015 to Present
• Rotation in various departments
MCB Bank Limited, Operations, General Banking Officer from 02/04/2014 to 10/30/2014
• Carried out General Banking transactions including; online transfers and inward/outward clearing
Orix Leasing Pakistan, Credit Marketing, Summer intern from 02/04/2014 to 10/30/2014
• Review and due diligence of credit applications along with data entry in Oracle software

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated in making a Business Plan with the assistance of German Professionals
SANA FAYYAZ ALI
sana.aly92@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Finance & Risk Management
• Cumulative GPA: 3.71
  Electives:
  • Credit Risk Management
  • Financial Regulation in Risk Management
  • Risk Financing Techniques
  • Analysis of Financial Statement
  • Business Ethics & Financial Responsibility
  • Corporate Governance

Institute of Business Management (IoBM), Karachi
• Bachelors of Science (BS), Major in Accounting Management & Law, Summer 2014
• Cumulative GPA: 3.09

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2010
• B Grade (67.6%)

Aga Khan School Garden, Karachi
• Secondary School Certificate, 2008
• A Grade (72.5%)

HONOURS / ACHIEVEMENTS:
• Throw Ball Competition 1st Position.

SKILLS:
• Analytical Skills
• Multitasking Skills
• Proficiency in Microsoft office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial regulation analysis of HBL
• Corporate Social responsibility analysis on Lotte chemicals
• Comparison between Kse100, KSE30 and KMI-30 with reference to their individual risk exposure
• Corporate governance report on Governance structure of Thal Limited

INTERNSHIPS / WORK EXPERIENCE:
Burj Bank Limited, FIRD, Financing Analyst, from September 2015 to date.
• Responsible for Carrying out Detailed Analysis of Financial proposal
Soneri Bank Limited, Credit Risk Department, Intern, From July 2014 to August 2014.
• Understanding the mechanism of BASEL II implementation in the bank.
Habib Bank Limited, Branch Banking, Intern, From June 2013 to July 2013.
• Understanding of branch operations and procedures

EXTRA CURRICULAR ACTIVITIES / HOBBIES:
• Voluntary services in Economic Planning Board (AKDN) as member of personal financial management team from February 2015.
• Conducted workshop on “Stress Management” at IoBM.
SHAKIRA FAREED
s_sha2000@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Finance & Risk Management
• Cumulative GPA: 3.05

   Electives:
   • Credit Risk Management
   • Project Risk Management

Karachi University, with Karachi
• Master of Arts (ECONOMICS), 1999
• 2nd Division (55.85%)

Khatoon-e-Pakistan Government Degree College, with Karachi.
• Bachelor of Arts, 1996
• 2nd division (52.52%)

Khatoon-e-Pakistan Government Degree College, with Karachi.
• Higher Secondary Certificate, 1993
• C Grade (50.45%)

Junior Model Govt. Girls School No. 2 with Karachi
• Secondary School Certificate, 1991
• B Grade (69.92%)

SKILLS:
• Effective business correspondence
• Team work
• In-depth knowledge of statistics and analyzing numbers.
• Ms Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS
• Analysis Of Financial Statement: Made Report On Pharmaceutical Company
• Principles Of Management: Made Report On 10 Best Leaders In The World
• Project Risk Management: How To Manage Debt Financing In Project
• Internship Report: EfU Internship Report

INTERNSHIP/WORK EXPERIENCE:
EfU General Insurance Company Ltd from April 2015 to June 2015
School administration and teaching for secondary level from 2006-20011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Books and Novel
• Event Management
• Sports-Tennis, Walking
SYED MUHAMMAD JAWWAD UL HAQUE

syd.jawwad@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance & Risk Management
• Cumulative GPA: 3.16
  Electives:
  • Corporate Treasury and Risk Management
  • Credit Risk Management

University of Karachi, Karachi
• Bachelor in Actuarial Science and Risk Management, 2010
• Cumulative GPA: 2.9

DJ Sindh Govt Science College, Karachi
• Higher Secondary Certificate, 2006
• A Grade (71.27%)

Nasra School, Karachi
• Secondary School Certificate, 2004
• A1 Grade (84%)

HONOURS / ACHIEVEMENTS:
• Certificate for Participation in Seminar Session on Takaful / An Emerging Niche Market
• Employee of the month year 2012

SKILLS:
• Interposal Skills
• Team Management
• Strong Communication Skills
• Ability to work under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Corporate Treasury, Analysis of Taken over of ICI by Younus Group
• Risk Financing Technique, Analyzing of Mutual Funds using Oscillators
• Analysis of Financial Statement, Factor effecting Cement Industry
• Credit Risk Management, Credit Risk In Lending Products of Bank

INTERNSHIP/WORK EXPERIENCE:
MCB Bank Ltd, Advances, Credit Manager from Sep 2011 to present.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading economics & finance journals
• Sports blogs
SYED HASSAN ABBAS NAQVI  
std_11243@iobm.edu.pk  
Graduation: 2015

EDUCATION:  
Institute of Business Management (IoBM), Karachi  
- Master of Business Administration (MBA), Major in Finance And Risk Management  
- Cumulative GPA: 3.61  
  Electives:  
  - Project Risk Management  
  - International Financial Reporting & Standards  

Govt. College of Commerce and Economics, Karachi  
- Higher Secondary Certificate, 2010  
- A Grade  

Little Folks Secondary School, Karachi  
- A-1 Grade  

HONOURS / ACHIEVEMENTS:  
- Certificate of Appreciation for Achieving Extra ordinary Result in Annual Examination of Board of Intermediate Education Karachi.  
- Award for Winning Poetry Contest.  

SKILLS:  
- People management skills with ability to produce high productivity through people.  
- Ability to take Decision by Analyzing Situation and Alternatives Strategically.  
- Analytical skills with an ability to interpret data by using statistical software.  
- Persuasive Communication Skills with ability to bond strong Personal and Professional Relationships  

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:  
- Financial modeling on Fauji Cement Company Limited  
- Research on Customer Perception on Sedan Cars by Toyota, Indus Motor Company Ltd.  
- Business plan on New Product FRULEY  
- Case study on Reckitt and Benckiser’s product Strepsils  

INTERNSHIP/WORK EXPERIENCE:  
BASF Chemicals And Polymers Pakistan Private Limited, Management Trainee Finance from April 2015 to present  
- Ensure compliance by group companies with Revenue Authority administrative requirements, including timely and accurate submissions in respect of Corporate Tax, Income Tax, Sales Tax, VAT, etc  
Philip Morris Pakistan Limited, Taxation Department, Project Recourse - Taxation from September 2014 to February 2015  
- Responsible for Withholding Sales Tax and Income Tax  

EXTRACURRICULAR ACTIVITIES / HOBBIES:  
- Vice President at Finance Society at IoBM  
- Organizer Workshop Motivation & Psychology of Success  
- Organizer of Event - Possibilities 13  
- Organized seminar - Saving and Investment
AASMA HAAMID
std_12763@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management
• Cumulative GPA: 3.2

  Electives:
  • Healthcare Marketing
  • Healthcare Leadership
  • Performance Appraisal
  • Managing Healthcare Organizations

University of Karachi
• Pharm-D, 2011
• Cumulative GPA: 3.0

University of Karachi
• B-Pharm, 1997
• Cumulative GPA: 3.2

APWA Govt girl’s college Karachi
• Higher Secondary Certificate, 1992
• A Grade (74%)

Rahat Public School Karachi
• Secondary School Certificate, 1990
• A Grade (76%)

HONOURS / ACHIEVEMENTS:
• Awarded Travel Grant for attending International Society of Oncology Pharmacist Symposium at Montreal, Canada in April, 2014
• Awarded certificate by AKUH for “Continuous Quality Improvement (CQI) for contribution in quality improvement of department of pharmacy”, December 2007.
• Awarded certificate by AKUH in recognition of dedicated and significant contribution to the successful Joint Commission International Accreditation initiatives.

SKILLS:
• Leadership Skills
• Motivation and team building skills
• Communication skills
• Presentation skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research Thesis: Attitude of Pharmacists towards Dispensing Errors in Hospital Pharmacy Practices
• Healthcare Marketing: Benefits of Music in Hospital Waiting area
• Supply Chain Management: Supply chain Management system at AKUH Pharmacy
• Healthcare Leadership: To plan a Community based Pharmacy setup exclusively dealing Patient medications home delivery in Karachi, Pakistan

INTERNSHIP/WORK EXPERIENCE:
Aga Khan University Hospital, Pharmacy, Assistant Manager from 06/26/2001 to date
• Currently working as Assistant Manager Pharmacy, AKUH Karachi

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading pharmacy journals
DR. MUNIR DAYANI
munir_dayani@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration, Major in Health Management
- Cumulative GPA: 3.39

Electives:
- Strategic Marketing & Planning
- Product Management
- Marketing of Health Services
- New Product Development

Hamdard University, Karachi
- Doctor of Pharmacy (Pharm-D), 2011
- A Grade (76.79%)

Bahria College, Karachi
- Higher Secondary Certificate, 2005
- B Grade (64.54%)

Aga Khan School Garden
- A1 Grade (81.76%)

HONOURS / ACHIEVEMENTS:
- Certified Pharmacist in Register A from Pharmacy Council of Sindh

SKILLS:
- Well focused towards pharmaceutical research
- Interpersonal skills
- Computer skills (MS Office, Software Installation, SPSS)
- Creative skills (Anchoring, Debates & Speeches, Creative writing)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Research Thesis: Understanding of Healthy behavior among college students of Karachi
- Introduction to Health Planning: Musculoskeletal Disorders Among Physiotherapists And Their Effects on Work Performance
- Quality Management: Data Quality in the Eyes of Research students
- Health Management Information System: Role of E-Health in Changing Health Care Environment
- Strategic Marketing & Planning: Strategic Marketing Analysis of a brand (Searle Vitamin Water)
- Research & Survey Methodology: Understanding & Awareness of Diabetic Patients’ Medicine intake during Ramadan

WORK EXPERIENCE:
Martin Dow Limited, Business Development Department, Associate Manager from May 2015 to present.
- Looking after all operations under Head of Business Development supervision

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Sports (Cricket and Table tennis)
- Community based social services
NOUMAN ISHRAT
nouman.ishrat@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Hospital and Health Management
• Cumulative GPA: 3.09

  Electives:
  • Industrial Marketing
  • Pharma Sales Management
  • International Marketing
  • Product Management

Baqai Medical University, Karachi.
• Pharm.D, 2011
• Cumulative GPA: 2.73

Army Public College, Karachi.
• C Grade (55.90%)

Modern Public School, Karachi.
• A Grade (70.82%)

HONOURS / ACHIEVEMENTS:
• Conducted Health camps throughout the academic era.

SKILLS:
• Analytical and innovative approach
• Problem Solver and team player
• Quick learner
• Excellent command on MS Office 2011

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• International Marketing: Revamp of RoohAfza in Australia
• Product management: marketing plan of anti-cough syrup (co-ref)
• Industrial Marketing: B2B recommendations.
• Research Project: Awareness of Telemedicine among the health practitioners of Karachi.
• Brand Management: Revamp of medicated product as a consumer good.
• Marketing of health services: Impact of breaking news on the health of adolescents.

INTERNSHIP/WORK EXPERIENCE:
HerbionPharma, Production, Assistant Manager Production from 01/01/2015 to present.
• Manage a daily production of drug from inception to completion.
HerbionPharma, Production, Executive Production from 01/01/2014 to 01/01/2015.
• Manufacture products by supervising staff; organizing and monitoring work flow.
HerbionPharma, Production, Officer Production from 01/11/2011 to 01/01/2014.
• Responsible for all manufacturing activities like syrup manufacturing, extraction.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of IoBM Society of Health Managers
• Table tennis
• Playing Cricket
• Swimming
SALWA ZUBAIR

salwa.zubair@aku.edu

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health & Hospital Management
• Cumulative GPA: 3.54

Electives:
• Healthcare Leadership
• Quality in Healthcare
• Performance Appraisal Management

• Total Quality Management
• Healthcare Marketing
• Supply Chain Management

Baqai Medical University, Karachi
• Bachelor of Pharmacy, 2000
• CGPA: 3.98

Fazaia (PAF) Degree College, Karachi
• Higher Secondary Certificate, 1995
• A Grade (72.27%)

Fazaia (PAF) Degree College, Karachi
• Secondary School Certificate, 1993
• A Grade (76.70%)

HONOURS / ACHIEVEMENTS:
• Gold Medal and Distinction in Bachelor of Pharmacy
• Certified ISO 9001-2008 Lead Auditor
• Certificate - Emerging Leaders from Karachi School of Business and Leadership

SKILLS:
• Presentation skills
• Teaching & preceptor-ship skills

• Communication skills
• Team work

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research/Thesis: Assessing Knowledge of pharmacists about look alike and sound alike medications
• Healthcare Leadership: Planned a Community based Pharmacy Setup exclusively dealing patient medications home delivery in Karachi
• Healthcare Marketing: Impact of Breaking News on the Health of Adolescent in Karachi
• Introduction to Health Planning and Management: A perception study to gauge the awareness about the impact of drugs with similar packaging on medication errors
• Hospital Administration: Planned an IV Admixture Services in Karachi Pakistan
• Research Survey & Methodology: Assessed severity and categories of pharmacist interventions in a tertiary care hospital

INTERNSHIP/WORK EXPERIENCE:
The Aga Khan University Hospital - Karachi, Pharmacy Services, Manager Pharmacy from 2001 to present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Social Secretary - Society of Hospital Pharmacist Pakistan (SHPPP)
• Member - Pharmacy & Therapeutic Committee at AKUH, Karachi
• Member - Antibiotic Subcommittee at AKUH, Karachi
• Visiting Lecturer at PIQC Institute of Quality, Karachi
• Reading, Sketching, Gardening & Cooking
SOBIA BASEER
std_12848@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital management
• Cumulative GPA: 3.25

Electives:
• Strategic Marketing and Planning
• Consumer Behavior
• Business Process Re-Engineering
• Marketing of Health Service

• Concept of Primary Health Care
• Information System Management
• Introduction to Epidemiology
• Health Ethics

University of Karachi
• Master of Neuro-muscular Physiology, 2005
• 1st Division (67.3%)

Khatoon-e-Pakistan College, Karachi
• Higher Secondary Certificate, 2001
• B Grade (64.54%)

F. J Grammar School, Karachi
• Secondary School Certificate, 1999
• A Grade (75.52%)

HONOURS / ACHIEVEMENTS:
• Part of health camps and poster presentation events organized by CSHM

SKILLS:
• Proficient in MS office and SPSS.
• Teamwork, time management and good leadership skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Concept of Primary Health Care: Health care of underprivileged children
• Health Ethics: To Analyze the Rate of Induced Abortion and Ethical Implications Involved by Health Professionals of Karachi
• Introduction to Epidemiology: Factors influencing quality of life among ca breast female patients
• Marketing of Health Services: Marketing Plan of Shezol (Letrozole)
• Business Process Re-Engineering: Business Process Re-Engineering and Maintenance Department in Byco
• Consumer Behavior: Relaunch of Cera-e-Noor

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Cooking and Baking
• Travelling and sketching
SYED NABEEL AKHTAR

leo_nabeel@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA) Health & Hospital Management
• Cumulative GPA: 2.99

Electives:
• Pharmaceutical Branding
• Marketing of Health Services
• Brand Management
• International Marketing

• Product Management
• Consumer Behavior
• Pharmaceutical Sales Management
• Marketing Management

Baqai Medical University, Karachi
• Doctor of Pharmacy, 2010
• Cumulative GPA: 3.07

Government Degree Science and Commerce College Gulshan-e-Iqbal, Karachi
• Higher Secondary Certificate, 2004
• C Grade (57.81%)

North Karachi Grammar School, Karachi
• Secondary School Certificate, 2002
• A Grade (77.52%)

HONOURS / ACHIEVEMENTS:
• Selected by employer to present in International Business Plan meeting in Dubai to Italian company.

SKILLS:
• Creative and Innovative
• Strong communication and Presentation Skills
• Sound decision making capability

• Ability to think strategically
• Time Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Course Name: Marketing of Health Services. Research Work: A cross-sectional study in urban setting of Pakistan on “Needle Phobia in Young Adults”.

INTERNERSHIP/WORK EXPERIENCE:
Roche Pharmaceutical, Internee from 05/18/2009 to 06/19/2009

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Effective participation in different events organized by social club of BMU
• Magazine editor of “PHARMA MAG 2009” launched by BIPS
• Captain of the Baqai Institute of Pharmaceutical Sciences cricket team from 2008-2010
• “VICE PRESIDENT” of CBM Society of Health Managers (CSHM)
DR TARIQ SULTAN TANAULI

drtariqtanauli@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters in Business Administration (MBA), Health & Hospital Management
• Cumulative GPA: 3.10

   Electives:
   • International Marketing
   • Consumer Behavior
   • Services Marketing
   • Brand Management

Dow Medical College, University of Karachi
• M.B.B.S. 2000
• 2nd Division (57.81%)

Karachi Grammar School, Karachi
• A – Levels, 1994
• 1A, 1B, 1C

Karachi Grammar School, Karachi
• O - Levels, 1992
• 4 As, 7 Bs, 1C

HONOURS / ACHIEVEMENTS:
• Awarded Bretton Medal (Medal of Excellence awarded to students achieving highest performance in Mathematics and Additional Mathematics.) Karachi Grammar School
• USMLE STEP2 CS-Passed

SKILLS:
• Strong verbal and personal communication skills.
• Tolerant and flexible in different situations.
• Decision making, critical thinking & organizing.
• Possesses initiative and self motivation.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research Project: Anxiety and Depression in Patients with Type 2 Diabetes attending diabetes clinics.
• Health Management Information System: A presentation for the HMIS class where the Malaysian HMIS system was studied for its role in promoting health in Malaysia. An analysis of how similarly we can improve health in Pakistan.
• Services Marketing: Designed a Television channel including Programs called Sehat TV.
• Concepts of Primary Health Care: Made a presentation about the scandanavian health system in a comparative analysis of world health systems analyzing as to how we can improve health delivery in Pakistan.
• Hospital Administration: Made a model of an emergency ward and played the role of the Administrator.

INTERNSHIP/WORK EXPERIENCE:
Foundation Public School, Biology Department O Levels, Teacher 12/01/2014 to currently 11/11/2015
Core Technologies, Manager Administration and HR, 2003 to currently 11/11/2015
Clinical Elective ( Infectious Diseases) at St Lukes Episcopal Hospital at The Baylor College Of Medicine, Houston Texas. 1999

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Sports ( Cricket, Table tennis ,Chess )
• Nature Enthusiast
• Reading
• Travelling, Movies and Television
DR UZMA ALI

std_16722@iobm.edu.pk

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management
• Cumulative GPA: 3.2

Electives:
• Media Planning
• Sales Management
• Advertising
• Pharmaceutical Branding

Dow Medical College Karachi 2002
• MBBS, 2002
• 1st Division (66.33%)

PECHS College for women 1997
• Higher Secondary Certificate
• Grade A, (79.81%)

Metropolitan Academy Karachi
• Secondary School Certificate / O - Levels, 1995
• A1 Grade (86%)

SKILLS:
• Managerial skills
• Computer Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Research project: Susceptibility and adaptation towards smoking
• Hospital Administration: Human resource department comparison between private and public sector Hospital
• Pharmaceutical Administration: Vaccine at your doorstep.
• Pharmaceutical Branding: Spelling resemblance leading to prescription errors.

INTERNSHIP/WORK EXPERIENCE:
Roche Pharmaceutical, Marketing, Brand Manager from 12/05/2007 to 30/12/2009

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Health managers Society
• Reading economics & finance journals
AHMED SAEED KHAN
saeed.a.k@outlook.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management
• Cumulative GPA: 3.05
  Electives:
  • Public Relations & Corporate Communications
  • Compensation and Benefits
  • Training and Development
  • Leadership Studies
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Management (Hons.), 2012
• Cumulative GPA: 2.84
Beaconhouse School System, Karachi
• A – Levels, 2008
  • 2 Cs & 1 D
Beaconhouse School System, Karachi
• O – Levels, 2006
  • 1A, 3 Bs & 2 Cs

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBm from 2008 to 2010
• Qualified in National Finals of The CIMA Global Business Challenge (Was Team Leader)

SKILLS:
• Social Media Skills
• Excellent presentation skills
• Team building & leadership skills
• Proficient at using MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Training & Development: Analyzed Training & Development in National Foods Ltd.
• Seminar in Economic Policy: Impact of monetary aggregates on demand
• Social Marketing: Campaign for diabetes awareness – Let’s Talk Sugar
• Media Planning: Media planning of proposed campaign for the brand Sansodyne
• Consumer Behavior: Social media usage and trend of de-virtualization

INTERNSHIP/WORK EXPERIENCE:
Banister Pakistan, Business Consultant from July 2015 to present
• Looking after business development and executive level head hunting

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Director Performing & Arts of Media Society at IoBM
• General Secretary Club of Entrepreneurs at IoBM
• Public speaking
• Travel photography
AISHA KHALIL
aisha.khll@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management
• Cumulative GPA: 3.02

Electives:
• Strategic Human Resource Management
• Salary & Compensation
• Nego. Skills & Collective Bargaining
• Industrial Relations and Labor Laws

Institute of Business Management, Karachi
• Bachelors of Business Management, 2013
• Cumulative GPA: 2.57

• Higher Secondary Certificate, 2004
• B Grade (67.63%)

Mama Parsi Girls Secondary School, Karachi
• Secondary School Certificate, 2002
• A1 Grade (89.64%)

HONOURS / ACHIEVEMENTS:
• Participated in sports competition, Debates and had been awarded certificates for participation at college level.

SKILLS:
• Good observational and public speaking skills
• Skilled at working well under pressure.
• Experienced in working with teams.
• Proficient at using MS-Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Salary & Compensation: Research on salary structure at GETZ PHARMA
• Public Relations: Managed event held at IoBM (AMBASSADOR’S OF GOOD WILL) Covered by media.
• Negotiation Skills: Research on how collective Bargaining and role of union influences org.
• Strategic Human Resource Management: Developed recruitment policy of Standard Chartered Leasing Company
• Consumer Behavior: Research on how brand can influence consumer behavior.
• Advertising: Made an Advertisement on STING drink.

INTERNSHIP/WORK EXPERIENCE:
SUFI BROTHERS PVT Ltd, Human Resource (International Relations Dept.), Interned from 08/28/2012 to 10/09/2012.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing tennis, swimming
• Painting
ANUM WAJID SAIYED
anumwajid@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Bi-Majors in Human Resource Management and Management of Information Systems
• Cumulative GPA: 3.4

Electives:
- Salary & Compensation
- Negotiations & Collective Bargaining
- Strategic Human Resource Management
- Information Security
- Software Project Management
- Employee Training & Development
- Software Engineering
- Business Information Systems

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Majors in Marketing, 2012
• Cumulative GPA: 3.0

DHA Degree College for Women, Karachi
• Higher Secondary Certificate in Humanities, 2007
• B Grade (67.54%)

Foundation Public School, 2005
• Secondary School Certificate in Sciences, 2005
• A Grade (70.94%)

ACHIEVEMENTS:
• Distinction in Pakistan Studies XII Arts, 2007
• Distinction in Economics XII Arts, 2007
• Distinction in Geography XII Arts, 2007

SKILLS:
- Web Development HTML / CSS
- Designing With Adobe Photoshop & Illustrator
- Web Development through WordPress
- Microsoft Office Proficient
- Internet Marketing With Google Adwords

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Seminar in Economics Policy: Google Adwords vs Facebook Advertising
• MBR: Effectiveness of Display Advertising

INTERNSHIP/WORK EXPERIENCE:
DexTeam, Strategy, Digital Media Executive from 08/01/2014 to 01/30/2015
Symmetry Digital, Strategy, Client Service & Strategy Executive from 07/01/2012 to 03/30/2013
Interflow Communication, Internship from 06/01/2012 to 08/01/2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Free-lance photography
• Blogging
• Tennis, badminton & swimming
• Arranging charity drives with Rotaract Metropolitan
• Certified in HTML 5 and WordPress
• Assisting in Entrepreneurial Projects
• Internet Mkt. Course completed from USA
BEENISH MAJID
saira_2022@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Human Resource Management
• Cumulative GPA: 3.10
Electives:
• IR and Labour Law
• Organizational Change and Development
• Employee Training and Development
• Brand Management
• Salary and Compensation
• Direct digital marketing
• Performance Appraisal and Manage
• PR and Corporate Communication
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Management (Hons.), 2013
• Cumulative GPA: 2.90
Govt. College of Commerce and Economics, Karachi
• Higher Secondary Certificate, 2009
• A Grade
The Mama Parsi Girls Secondary School, Karachi
• Secondary School Certificate, 2007
• A-1 Grade

INTERNSHIP/WORK EXPERIENCE:
USAID Pakistan, Women in Trade MT & Mentorship Program, Management Trainee from August 2013 to December 2013
Institute of Business Management Karachi, Management Excellence Center, Interned from July 2013 to August 2013
Marish Solutions Karachi, Content Support Executive from January 2011 to April 2012

EXTRACURRICULAR ACTIVITIES:
• Organized events for finance Society as member of Event Management Society at IoBM
• Attended Commodity Trading Workshop organized by Finance Society at IoBM
• Organized – Ambassador of Goodwill, an event for Public Relations Class at IoBM
• Head of Public Relations Department of Marketing Society at IoBM
• Attended INNOVA Marketing Conference at University of Karachi, 2012
• Attended Entrepreneurship Work Shop - Be Your Own Boss at Karachi Arts Council, 2011
• Participated in Inter House Volleyball Tournament at Mama Parsi
• Volunteered for Sports Society at Mama Parsi
FARYAL MASOOD
faryal.masood15@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management
  • Cumulative GPA: 3.17

  Electives:
  • Salary and Compensation
  • Training and Development
  • Recruitment and Selection
  • Performance Appraisal & Mgmt.
  • Org. Change & Development
  • Strategic Human Resource Mgmt.

Institute of Business Management (IoBM), Karachi
• Bachelor of Science, Major in Management and Information Technology, Graduation: Fall2013
  • Cumulative GPA: 3.07

The City School, Karachi
• A – Levels, 2009
  • 2Cs

The City School, Karachi
• O Levels, 2007
  • 1A, 4Bs and 3Cs
  • 1A, 4Bs and 3Cs

HONOURS / ACHIEVEMENTS:
• Certificate of Participation for Promotion & Distribution of Annual Magazine of Egalitarians Economics Society (Dec 2012)
• Member of Inter chapter Throw ball team at school.
• Actively participated in various writing competitions and leadership programs at school/university.
• School prefect

SKILLS:
• Proficient in all components of Microsoft Office, particularly MS Excel, MS Word, MS Access and MS PowerPoint.
• Professional Presentations&Report Preparation
• Data Analysis using SPSS

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Management: Strategic Management of Mitsubishi Corporation
• Performance Appraisal and Management: Performance Appraisal System of Aga Khan University Hospital
• Recruitment and Selection: Developing Competency Catalog of Clariant Corporation

INTERNSHIP/WORK EXPERIENCE:
Family Educational Services Foundation, Executive Assistant from Feb 2014 to Jun 2014
Engro Fertilizers Limited, Marketing Department, Intern from Jun 2013 to Jul 2013
Aga Khan University, Pediatrics Department, IT Intern, 2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Egalitarians Economics Society, IoBM
• Creative Writing
• Sports (Badminton, Cricket, Throwball)
• Gymnasium
FATEEMA ISHTIAQ QURAISHI

fateema.ishtiaq@gmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
•    Masters of Business Administration (Hons.), Human Resources
•    Cumulative GPA: 3.1

  Electives:  
  •    Salary and Compensation  
  •    Organization Change and Development  
  •    Negotiation Skills & Collective Bargaining  
  •    Employee Training and Development

Institute of Business Management (IoBM), Karachi
•    BS. (Hons) Commerce, 2014
•    Cumulative GPA: 3.1

College of Economics and Social Development, Karachi
•    Higher Secondary Certificate, 2010
•    B Grade (64.09%)

Karachi Public School, Karachi
•    Secondary School Certificate, 2008
•    A Grade (84.58%)

HONOURS / ACHIEVEMENTS:
•    Elected as Vice President for Entertainment Plus Society (EPS) in 2012
•    Facilitated and Organized several conferences and events respectively
•    Selected as Brand Ambassador for ‘Nokia’ from IoBM
•    First Runner Up in ACCA Global Business Game Competition 2011 and
•    Team Leader for International Youth Run Organization named “AIESEC”

SKILLS:
•    Proficiency in Ms Power Point/ Word, Excel, Prezi, CS6, PC user skills
•    Responsible, well organized, able to meet the dead lines and working under pressure.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
•    Sales Management: Recruitment and Selection Process of Sales Department at Novartis Pharma in 2013
•    Business and Professional Speech: A day with H.O.P.E- Social Project for an NGO in 2012
•    Methods in Business Research: Effect of In store Promotion on Consumer’s Buying Decision in 2013
•    Human Resource Management: Recruitment and Selection at McDonald’s in 2011

WORK EXPERIENCE/ INTERNSHIPS:
Ward Howell International, Human Resources, Research Consultant from Dec 2014 to present
•    Execute C-level executive search projects in different regions of the world for Fortune 500 clients.
•    Networking with top industrial talent for sourcing and referrals.

Novartis Pharmaceuticals Project Internee for Marketing and Research Dept, July 2013-January 2014
•    Conducted research from the scratch for the Launch of brand new ‘E-Detailing’ Project.
•    Travelled to Islamabad, Pindi, Talagang, Chakwal and Kashmir for the survey and data collection on the sample size of 250 Doctors.

School of Leadership, Project Internee from May 2012 to July 2012
•    Project Executor for IMPACT-The 18 days long public speaking course.

HOBBIES:
•    Painting and sketching, music, swimming, and reading
HAFSA GUL
khanhafsa9@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources
• Cumulative GPA: 3

Electives:
• Performance and Appraisal
• Negotiation Skills
• Recruitment and Selection
• Training and Development

University of Karachi,
• Bachelor of Commerce, 2011
• 2nd Division (57.18%)

Foundation Public School, Karachi
• A – Levels, 2008
• 1B, 1C and 1D

Generation’s School, Karachi
• O – Levels, 2006
• 5As, 3Bs and 1C

SKILLS:
• Negotiation skills
• Communication skills
• Creative writing skills
• Flexible

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Management / Industry Analysis / Dalda Company
• Training and Development / Training manual / Training to security Guards
• Recruitment / Competency Catalogue of Marketing Specialist / Streebo Company
• Performance Appraisal / Appraisal System / CDC Pakistan
• Negotiation Skills / IR department functions / BASF chemicals
• Strategic Marketing / Launched Organic Cafe

INTERNSHIP (S)/WORK EXPERIENCE:
Wisdom Pad as a Creative/Content Writer from June 2003 to December 2004

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Facilitator at CSR conference 2015
• Participated in Crafter expo 2014
• Participated in Oxford writing competitions
• Reading and craft
HAREEM TARIQ LUTFI
hareemlutfi@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in HRM
• Cumulative GPA: 3.24
  Electives:
  • Recruitment & Selection
  • Strategic Human Resource Management
  • Employee Training & Development
  • Industrial Relations & Labor Laws
Institute of Business Management (IoBM), Karachi
• Bachelor of Science Joint (Hons.) , Economics & Finance, 2011
• Cumulative GPA: 3.02
DHA College for Women, Karachi
• Higher Secondary Certificate, 2006
• B Grade (62.63%)
Happy Palace School, Karachi
• Secondary School Certificate, 2004
• A Grade (77.41%)

HONOURS / ACHIEVEMENTS:
• Awarded Certificate for completing CPD hours for volunteering at the 5th ICoBM held at IoBM from 03/11/2015 to 03/12/2015
• Awarded Certificate at PSTD for attending one day workshop on “Hiring The Right Talent” by N Trainings International

SKILLS:
• An extrovert and a swift learner
• Committed and organized self-starter
• Sound knowledge of MS-Office
• Proficient in Verbal & Written Comm.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Employee Training & Development: Conducted Training session on Self Defense Training for Women
• Marketing Management: Launched a product named Handinizer
• Project Appraisal: Feasibility report on spices (Shan Foods)
• Strategic Marketing & Planning: Business unit level exercise (Shan Foods)

INTERNSHIP / WORK EXPERIENCE:
N Recruitment Consulting, HR, Associate Consultant from 12/01/2014 to Present
• Responsible for executive search & recruitment process for renowned National & MNCs.
The Learning Match Maker (Malaysia), HR/Training, Training Associate from 06/25/2012 to 11/07/2012
• In charge of the training department, my job was to head hunt the best trainers in Malaysia
DHL Global Forwarding, Finance, Intern from 09/01/2010 to 10/30/2010
• Monitoring month end management reports for shipment-wise profitability analysis / Analyzed operating results for the period ended September 2010

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Volunteered for CPD hours at 5th ICoBM held at IoBM
• Volunteered at the CEO Summit Asia 2014 in the social media team held at Marriot Hotel
• Reading articles, blogs, novels etc
• Nominated by N Recruitment Consulting for a training workshop organized by N Trainings International
JAVERIA RASHID
javeria.rashid91@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management, Karachi
• Masters of Business Administration (MBA), Majors in Human Resource Management
• Cumulative GPA: 3.05

Electives:
• Recruitment & Selection
• Salary & Compensation
• Training & Development
• Strategic Human Resource Management
• Organizational Change & Development
• Performance Appraisal & Management
• Industrial Relations & Labor Laws
• PR & Event Management

Institute of Business Management, Karachi
• Bachelors of Business Administration
• Cumulative GPA: 2.52

Defense College for Women phase 8, Karachi
• Higher Secondary Certificate, 2009
• B Grade (69.27%)

AES School for Girls, Karachi
• Secondary School Certificate, 2007 (Agha Khan Board)
• A Grade (72.4%)

HONOURS / ACHIEVEMENTS:
• Awarded financial assistance during graduation years at IoBM
• Won several arts and debate competition in school and college.

SKILLS:
• Proficient in MS Office
• Creative ideas regarding different strategies
• Friendly appearance and a pleasant outgoing personality

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Methods in Business Research: Conducted a research on Effect of workplace stress on employee’s marital relationship.
• Salary and Compensation: Done a report about the salary and compensation activities of National Bank of Pakistan
• Employee Training and Development: Done a report on the training activities in Genix Pharma and National Bank of Pakistan.
• Performance Appraisal: Done a report on the Performance appraisal system in National Bank of Pakistan

INTERNSHIP/WORK EXPERIENCE:
National Bank of Pakistan, Human Resource Department, HR Intern, from 09/23/2013 to 11/03/2013

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Was a part of my school and college debating team
• Was a part of Social welfare association trust society
• Has worked with a welfare trust for helping the flood victims
• Has attended Ladies Entrepreneurship Conference.
KHADIJA ZAFAR
khadijazafar@outlook.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (Hons.), Human Resources
• Cumulative GPA: 3.68

Electives:
• Public Relations & Corporate Communication
• Negotiation Skills & Collective Bargaining
• Strategic Human Resource Management
• Industrial Relations & Labor Law

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration
• Cumulative GPA: 3.5

Foundation Public School
• A Levels, 2009
• 2Cs

Mama Parsi Girls’ Secondary School
• O Levels, 2007
• 6As and 4Bs

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM

SKILLS:
• MS Office
• Communication & Negotiation
• Time Management
• Prioritization

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Critical evaluation of the performance management system at Shan Foods
• Case study and presentation of training need analysis at Getz Pharma
• Compensation Analysis at KICT

INTERNSHIP/WORK EXPERIENCE:
Central Depository Company of Pakistan Limited, HR Officer from April 2015 to present.
South Asia Pakistan Terminal – HR Officer from October 2014 to Feb 2015
Karachi International Container Terminal – MT, from July 2013 to September 2014.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Social Work
• Reading
• Was member of various societies in IoBM
MAHRUKH MANSOOR
mahrukh_ghulwani@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management
• Cumulative GPA: 3.1

Electives:
• Recruitment & Selection
• Strategic Human Resource Management
• Salary & Compensation
• Public Relations & Event Management

Institute of Business Management (IoBM), Karachi
• BS Joint (Hons), 2013
• Cumulative GPA: 2.9

Aga Khan Higher Secondary School (AKHSS), Karachi
• Higher Secondary Certificate, 2008
• B Grade (67.09%)

Karachi Public School, Karachi
• Secondary School Certificate, 2006
• A Grade (84.47%)

HONOURS / ACHIEVEMENTS:
• International delegate/Spokes Person, World Business Dialogue 2015 held in Cologne, Germany.
• Achieved excellence award; Best Prefect, Karachi Public school.
• Achieved 2nd position award at National level by Intel Pakistan.
• Got 3rd Position in ‘SPARK’, an event held at Institute of Business Administration (IBA)-Karachi

SKILLS:
• Proficient in MS Office
• Data Analysis through SPSS & E-Views
• SAP & Oracle ERP (Introductory Level)
• Leadership & Team Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Salary & Compensation: Hierarchical comparison & analysis of various companies’ compensation packages.
• Recruitment & Selection: Demonstrated different Interviewing Skills/Techniques with hiring of best fit.
• Strategic Human Resource Management: Impact of Labor Union on Abbott Pakistan.
• Public Relations & Event Management: Organized a Mega Event with over 10+ media and news coverage.
• Methods of Business Research: Research on virtual super markets in Pakistan.

INTERNSHIP/WORK EXPERIENCE:
Aga Khan University Hospital, Human Resource Department, Associate from May 4th 2015 to present
HRS Global, HR, Segment Lead – Benefits Admin from April 21st, 2014 to April 22nd, 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• President’s Advisory, Actuarial & Risk Mgt Society, IoBM.
• Member, “Egalitarian” an economic society.
• Office Bearer, Community volunteer Services, 2 years.
• Mentor, Nation Youth Conference, 250 Participants, 7 days camp.
MASOOMA RAZA
masumah.r@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources
• Cumulative GPA: 3.55
  Electives:
  • Strategic Human Resource Management
  • Organizational Change and Development
  • Employee Training and Development
  • Public Relations
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2013
• Cumulative GPA: 3.09
D.A. Degree College for Women ph. VII (ext.), Karachi
• Higher Secondary Certificate, 2009
• A Grade (73.45%)
Karachi Cambridge School, Karachi
• O - Levels, 2007
• 2As and 6Bs

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM from 03/31/2010 to 10/19/2015

SKILLS:
• Recruitment & Selection
• Training & Development
• Interpersonal Management
• Team Building

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Employee Training and Development: Planning and execution of a training workshop on “Writing Effective Emails” targeted towards Graduates and Undergraduates of IoBM
• Sales Management: “Territory Management at Nestle Pakistan (Nestle Professionals)”; a comprehensive research on territory design and routing patterns adopted by Nestle and the consequent threats faced by the growing competitive forces in those territories.
• Comparative Management: Based on IHRM and QC principles, developed a business plan to launch a Pakistani food business (Kaybee Snacks) in a foreign country (Germany) using a franchising model of an international food chain (McDonald’s).

INTERNSHIP/WORK EXPERIENCE:
Aga Khan University Hospital (AKUH), Human Resources (Outreach), Associate from 10/26/2015 to present
Ward Howell International, Executive Search Consultancy, Research Consultant from 08/21/2013 to 01/07/201
GlaxoSmithKline Pakistan Limited, Marketing & Business Development, Intern from 05/28/2012 to 07/06/2012
Citibank N.A., Global Transaction Services, Intern from 06/06/2011 to 07/15/2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Rotaract Club Taimuria, District 3271, Karachi, from 01/2014 to Present
• Participant of Coke Quest – A Business Challenge Director Publications, Strategic Human Resource Society (SHRS) – IoBM, from 07/2011 to 07/2012
• Reading publications e.g. Harvard Business Review and The Economist
• Community and volunteer work
• Sketching
MAZEYA TARIQ
mazia_1@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IOBM), Karachi
• Master of Business Administration (regular); MAJOR: Human resource
• Cumulative GPA: 3.33
    Electives:
    • Recruitment and Selection
    • Training and Development
    • Performance Appraisal
    • Salary and Compensation
Bahria University, Karachi
• Bachelor of Electronic Engineering, 2011
• Cumulative GPA: 2.7
Model Pakistan Academy, Ahmadi, Kuwait
• Higher Secondary School, Federal Board, 2007
• B Grade (69.05%)
AL-Hadaf Al-Munir Pakistan school, Kuwait
• Secondary School Certificate, Federal Board, 2005
• A Grade (72.28%)

HONOURS / ACHIEVEMENTS:
• Certificate of appreciation: KNPC (Kuwait National Petroleum Company)

SKILLS:
• Microsoft Certified, Office 97, 2003, 2007 (Word, PowerPoint)
• SPSS statistics software
• Eviews software

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Recruitment & selection report on HR plans of institute SZABIST
• Financial Management: Report analysis on EPS of UBL bank, analysis on EAT of lucky cement ltd.
• Methods in Business Research: impact of milk packaging elements on consumer buying behavior(age)
• HRM: report on HR activities of three IT companies after interviewing managers
• Organizational behavior: report on organizational structure and culture of REON energy
• Employee training and development: conduct training session on “managing the change”

INTERNSHIP:
Pakistan International Airlines from 07/25/2010 to 09/06/2010
• Aircraft maintenance hanger, overhaul shops

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Oil canvas painting
• Reading books
NIMRA BILAL
nimra.bilal@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Human Resources
• Cumulative GPA: 3.15

Electives:
• Recruitment & Selection
• Performance Appraisal & Management
• Salary & Compensation
• Public Relations & Event Management

University of Karachi, Karachi
• Bachelor of Commerce, 2011
• 1st Division (68.90%)

Govt. College of Commerce & Economics, Karachi
• Higher Secondary Certificate, 2009
• A Grade (76.91%)

St. Patrick’s Girls High School, Karachi
• Secondary School Certificate, 2007
• A1 Grade (81.64%)

ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM.

SKILLS:
• MS Office (MS Word, MS PowerPoint and MS Excel “intermediate”)
• Good interpersonal & communication skills.

MAJOR TERM PAPERS / PROJECTS:
• Salary & Compensation: comparison of pay scales and benefits of different positions in ICI Pakistan Ltd.
• Public Relations & Event Management: organized an event, a tribute to veterans.
• Performance Appraisal & Management: audit of the performance appraisals form of NAFA.
• Marketing Management: developed a whole new product and prepared the marketing plan of the product.

INTERNSHIP/WORK EXPERIENCE:
Citibank N.A. Pakistan, Human Resources, Recruitment Officer, from 19/08/2015 to present
Ufone, Corporate Sales, Intern, from 02/03/2015 to 13/04/2015.
Pakistan State Oil Company Ltd, Human Resources, Intern from 01/06/2015 to 02/13/2015
ICI Pakistan Limited, Human Resources, Intern from 07/14/2014 to 09/05/2014.

EXTRACURRICULAR ACTIVITIES:
• Participant in “Women Empowerment Seminar” Organized by Nestle.
• Volunteer in “CEO Summit Asia 2014”.
• Guest Relation Officer in “Expo Pakistan 2015”.
• Deputy HR Manager at IoBM “Marketing Society”.
• Participant in “Coke Quest” Organized by Coca-Cola Beverages Pakistan Limited
NIMRAH KHAN
nimrah.m16@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management
• Cumulative GPA: 3.21
  Electives:
  • Recruitment & Selection
  • Performance Appraisal & Management
  • Salary & Compensation Benefits
  • Public Relations & Corporate Com.

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Management, 2013
• Cumulative GPA: 3.00

Degree College for Women, Karachi
• Higher Secondary Certificate, 2008
• A Grade (72.18%)

Happy Home Secondary School, Karachi
• Secondary School Certificate, 2006
• A1 Grade (85.64%)

HONOURS / ACHIEVEMENTS:
• Selected for cultural exchange program held in South Korea at Daegu Health College (August 2015)

SKILLS:
• Easily Get Acquainted
• Optimistic
• Quick Learner
• Excellent Communication Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Performance Appraisal & Management: Problems with appraisals and rater errors project.
• Recruitment & Selection: Competency workshop and person specification assessment tool project.
• Employee Training & Development: Training needs analysis and retention through training project.
• Salary & Compensation: New salary structure project to be implemented to reduce turnover.

WORK EXPERIENCE/INTERNSHIPS:
National Industrial Parks (Development & Management Company), HR Department, Officer HR & Admin from 06/22/2015 to Present
EA Consulting Pvt. Ltd, HR Department, Executive HR from 01/01/2014 to 09/30/2014
NIB Bank, HR Department, Project Intern for Talent Acquisition from 06/01/2013 to 07/30/2013
Institute of Business Management, Internships & Placement Department, Intern from 05/01/2012 to 08/30/2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Volunteering at different social/ non-social events
• Reading, Fitness, Writing Blogs.
QURAT UL AIN
quratulainrind@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Human Resources
  - Cumulative GPA: 3.16

Electives:
- Recruitment and Selection
- Collective Bargaining and Negotiation Skills
- Labor Laws
- Public Relations

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Management (BBA), 2014
  - Cumulative GPA: 2.92

Commecs College, Karachi
- Higher Secondary Certificate, 2009
  - A Grade (74.27%)

The Metropolitan Academy
  - A Grade (72.47%)

SKILLS:
- Effective reading, writing and interpersonal skills.
- Proficient with Microsoft applications and Web browsing software.
- Multi-tasking – able to manage different projects
- Coordination skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Organizational Behaviour: Report on Employee Behaviour at Deewan group of industries
- Human Resource Management: Comparison of HR practices between Learning Minds group and Navitus
- Methods in Business Research: Research report on Generation Gap in Workplace
- Strategic Human Resource planning at Abbott Laboratories
- Total Quality Management : TQM techniques applied to HRS Global
- Recruitment and Selection : Different types of interviews

INTERNSHIP/WORK EXPERIENCE:
DAMCO, Human Resource Management, Intern from 5/20/2013 to 8/2/201

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Reading Books
- Exploring New Place
ROOMISA FAREED
roomisafareed@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Human Resource Management
• Cumulative GPA: 3.45

Electives:
• Employee Training and Development
• Recruitment and Selection
• Salary and Compensation
• Public Relation/Corporate Com.

Sir Syed University of Engineering and Technology, Karachi
• Bachelor of Science in Electronic Engineering, 2011
• Cumulative GPA: 2.92

St. Joseph’s Government College for Women, Karachi
• Higher Secondary Certificate, 2007
• A Grade (70.09%)

White House Grammar School, Karachi
• Secondary School Certificate, 2004
• A1 Grade (90%)

SKILLS:
• I am very detail oriented
• I have excellent analytical and problem solving skills
• I have good interpersonal skills and communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Seminar in Economic Policy: Topic of Term paper was “Impact of Energy Crisis on Textile Sector”
• Salary and Compensation: Comparison of salary and other benefits of two organizations of same sector
• Employee Training and Development: Conducted training session for executives students of IoBM
• Principles of Management: Video project which highlighted the management skills of our group
• MBR: Conducted research on usage of frozen foods

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Read articles related to Human Resource Management and Marketing
• Read technology related magazines
• Like to travel and explore new places
SABA JAVED CALLEA
sabacallea@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Recourses
• Cumulative GPA: 3.32
  Electives:
  • Salary and Compensation
  • Performance Appraisal Management
  • Organizational Change & Development
  • Training and Development

University of London International Programmes from Bay View College KHI
• BSc. Business, 2012
• Award Classification: 2.1 (upper second class honors)

D.A Public School O and A levels, KHI
• A-Levels, 2008
• Accounting Math and Economics

D.A Public School O and A levels, KHI
• O-Levels, 2006
• Accounting, Math, Economics, Business Studies and Statistics

SKILLS:
• Team Player
• Interpersonal Communication
• Time Management

MAJOR TERM PAPERS / PROJECTS:
• Employee Training and Development: Training session on Stress Management
• Methods of Business Research: Research on Effects of Smoking on Top Performers
• Macroeconomics: Economic Effect of Tourism in Turkey, France and Thailand
• Marketing Management: Reasons for Failure of Dawlance TV
• Principles Of Marketing: Marketing Plan of Cadbury Perk
• Salary and Compensation: Comparison of Salary Structure (HRS Global and Synergy)

WORK EXPERIENCE:
Byco Oil Limited, Human Resources, May-July 2015 (intern)
Part time Lecturer at Lecole for Advance Studies, 2015
Part time Lecturer at Bay View College, 2013
Co-Teacher at Bayview Junior School, 2012
Faysal Bank Limited, Financial Control Unit, July 2011-Aug 2011 (intern)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated in Zenith Leadership and Development Conference 2015
• Reading fictional literature
• Baking confectionaries
SAIRA JABEEN
saira_2022@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in HR
• Cumulative GPA: 3.35

Electives:
• Training & Development
• Salary & Compensation
• Performance Management Systems
• Organizational Change & Development

University of Karachi
• Bachelors of Public Administration, 2012
• 1st Division (78.37%)

Chiniot Islamia College, Karachi
• Higher Secondary Certificate, 2008
• A Grade (70.82%)

Waves Grammar School, Karachi
• Secondary School Certificate, 2006
• A1 Grade (83.64%)

HONOURS / ACHIEVEMENTS:
• Awarded financial assistance at IoBM in Spring 2015

SKILLS:
• Interpersonal Communication
• Team-Management
• Socially intelligent
• Can-do attitude

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Training & Development: Designed a training program on “Self-Defense for Women”
• Performance Management: Prepared a report on “Performance Management System at Meezan Bank”
• Salary & Compensation: Comparison of Compensation Policies of HRS Global & Synergy Advertising
• Seminar in Economic Policy: Thesis on “Factors Affecting Customers’ Preference of Islamic Banking Services in Pakistan”

WORK EXPERIENCE:
TCS (Pvt) Ltd, Customer Services, Service Ambassador from 13th July, 2015 to present
• State Bank of Pakistan, Intern, Islamic Banking Department from 4th July, 2011 to 13th August, 2011

EXTRACURRICULAR ACTIVITIES:
• Volunteered in the 5th International Conference on Business Management
• Have been a member of Department of Public Administration’s Marketing Society
• Organized a seminar on the topic of “Diversity at Workplace”, delivered by Sohail Zindani
• Participated in the 3rd Annual Learning Conference 2015 organized by PSTD
SARWAT KHAN
sarwat.musharraf@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management
• Cumulative GPA: 3.0
  Electives:
  • Salary and Compensation
  • Leadership Studies
  • Performance Appraisal & Management
  • Public Relations & Corporate Com.

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (Hons.), 2012
• Cumulative GPA: 2.5

DA College for Women, Karachi
• Higher Secondary Certificate, 2005
• A Grade (72%)

P.E.C.H.S Girls School, Karachi
• Secondary School Certificate, 2003
• A-1 Grade (82%)

SKILLS:
• Strong analytical and observational skills
• Excellent organizational skills
• Good listener, communicator and team player
• Hardworking and committed to excellence

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Salary and Compensation: Salary and Compensation Practices at Getz Pharma
• Public Relation and Corporate Communications: Panel discussion and report on Business,
  Budgetary and Household Solutions for the Common Man
• Leadership Studies: Report on Leadership Style of John F. Kennedy

INTERNSHIP/ WORK EXPERIENCE:
Hashwani Group of Companies, HR Department, Associate Manager HR and Administration, April 01,
2013 to present
• Successfully prepared and implemented HR Policy Manual and Performance Management
  System:, design training programs, conducts job evaluation and performance appraisal.
TCS Private Limited, HR Department, Internship from December 2012 to February 2013
Head Start School System Karachi, Kindergarten Section, Teacher from August 2012 to December 2012
Byco Petroleum Pakistan Limited, HR Department, Interned from March 2012 to May 2012
Shamrock Communications Pvt. Ltd., Client Services and Event Management, Interned from Septem-
ber 2011 to December 2011
Gestetner Pvt. Ltd., Corporate Department, Interned from June 2006 to September 2006
Aga Khan University Hospial Karachi, HR Department, Voluntary Service from June 2004 to July 2004

EXTRACURRICULAR ACTIVITIES/ HOBBIES:
• Member Pakistan Human Capital Forum
• Associated with NOWPDP, CFC and NICVD
• Actively attend conferences and workshops
• Arts & crafts, reading books and magazine
SIDRA FAROOQ
sidraarain333@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IOBM), Karachi
• Master of Business Administration (MBA) Major in Human Resources
• Cumulative GPA: 3.11
  Electives:
  • Performance and Appraisal Management
  • Employee Training & Development
  • Salary and Compensation
  • Recruitment and Selection

Institute of Business Education, Karachi
• Bachelor In Commerce  2010
  • 1st Division (63.09%)

PECHS Girls College, Karachi
• Higher Secondary Certificate, 2008
  • A Grade (78.82%)

CAA Model School No: 3 Karachi
• Secondary School Certificate, 2006
  • A1 Grade (88.23%)

SKILLS:
• Good Negotiation Skills
• Leadership Skills
• Problem Solving

• Good Interpersonal Skills
• Decision Making

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Human Resource Management: Term report/ HRM system in UBL
• Performance and Appraisal Management: Term report / PMS in Nissan
• Seminar in economics Policy: Thesis on increased use of HRIS in organizations
• Employee training and Development: Research paper/effect of training on career adv
• Salary and compensation: term report/ Compensation system in Herbion
• Methods in business Research: Research on effect of subliminal advertising on consumers

INTERNSHIP/WORK EXPERIENCE:
United Bank Ltd, Retail Banking, Customer Services Representative from November 2012 to present

EXTRACURRICULAR ACTIVITIES:
• Participated in Declaration, Sports events

HOBBIES:
• Reading, browsing, watching movies
SUMMAIRA HASHMI
summaira.hashmi89@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management
• Cumulative GPA: 3.00
  Electives:
  • Employee Training and Development
  • Performance Management and Appraisal
  • Salary and Compensation
  • Recruitment and Selection
Baluchistan University of IT, Engineering and Management Sciences
• Bachelors of Business Administration (Hons), Major in Finance, 2011
• Cumulative GPA: 3.10
Federal Government Degree College, Quetta
• Higher Secondary Certificate, 2006
• C Grade (54.09%)
Government Girls High School, Quetta
• Secondary School Certificate, 2004
• B Grade (66.47%)

SKILLS:
• MS Office
• SPSS
• Amos
• Peach Tree Software

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Employee training and development: Wellness training session, Information about health and fitness
• Recruitment and Selection: Hiring policy, procedure and comparison among two recognized universities
• Salary and compensation: Monetary benefits and pay structure of two companies
• Methods of Business research: Work on validation of scale through SPSS and AMOS

WORK EXPERIENCE/INTERNSHIP:
NCR Corporation, Business Administrative support services from Oct 2015 to Present
NBP Fullerton Asset Management Ltd, (HR and Research) from 1 Sep 2012 to 30 Oct 2012

HOBBIES:
• Table tennis
• Badminton
• Internet browsing
SUNDUS SYED
sundus.syed@yahoo.com
Graduation: 2014

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, HRM
• Cumulative GPA: 3.1

Electives:
• Employee Training and Development
• Public Relations
• Recruitment and Selection
• Organization Change & Development

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Marketing, Graduation: Fall, 2011.
• Cumulative GPA: 2.99

D.A. Public School O & A Levels
• A Levels, 2007
• 2Cs and 1D

D.A. Public School O & A Levels
• O Levels, 2005
• 1A, 2Bs and 4Cs

SKILLS:
• Skilled at learning new concepts quickly, working well under pressure, and communicating ideas clearly and effectively.
• Proficiency in using MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Advertising: Project on ‘Dealing between the Client and the Advertising Agency’.
• Brand Management: Launch plan of National Food’s new product, National Raita.
• Retail Management: A detailed project covering all the retail activities that take place inside Makro.

WORK EXPERIENCE/ INTERNSHIPS:
Interflow Communications (Pvt.) Ltd., Media Department, Media Planner from 08/01/2012 - 06/30/2014
Interflow Communications (Pvt.) Ltd., Strategy, Client Service, Media Department, from 06/01/2012 - 07/31/2012
Dawn Media Group, Marketing Department, from 05/02/2011 to 06/18/2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of IoBM’s Marketing Society
• Travelling
• Reading books
• Watching movies
ABDUL SALAM MALIK

abdulsallamalik@hotmail.com

Graduation: 2015

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

Electives:
• Supply Chain Management
• New Product Development
• Storage And Warehouse
• Procurement

• Inventory Control And Management
• ERP System And Design
• Computer Integrated Manufacturing
• Health And Safety

Institute of Business Management (IoBM), Karachi
• Bachelor Graduation, Industrial Engineering & Management, August 2014
• Cumulative GPA: 2.90

The Lyceum School, Karachi
• A – Levels, 2009
• 1B, 2Cs

Jaffar Public School, Karachi
• O - Levels, 2007
• 2As, 5Bs & 2Cs

HONOURS / ACHIEVEMENTS:
• 2nd position in Sheffield Film Making Contest 2008
• 2nd position in All Karachi A-Level Drama Competition (FPS) 2007

SKILLS:
• ERP Software
• Marketing/Digital Marketing
• Team Player

• Persuasive
• Adobe Photoshop
• Interactive

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Report TQM : ISO 22000 (SHAN FOODS (PVT) LTD)
• Report Organization Behavior: Leadership (Dollar Stationary)
• Report Human Resource Management: (United Distribution Limited)

WORK EXPERIENCE:
ATCO Laboratories Limited, Procurement (Imports) & International Sales (Export), MTO from Sep 2014 to Oct 2015
Total Oil Pakistan (Pvt) Ltd, Department Direct Sales & Technical Services, Internnee (2013)
United Distribution Limited, Department DSL (Sales & Distribution), Internnee (2012)

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Rowing
• Film Making
• Movies
• Cricket
• Scuba Diving
• Swimming
ANEES AHMED
anees_khatian@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Industrial Management
• Cumulative GPA: 2.99

Electives:
• Procurement & Inventory Management
• Logistics & Inventory Management
• Transportation Techniques & Management

Mehran University of Engineering & Technology Jamshoro (Affiliated Dawood College of Engineering & Technology Karachi)
• Bachelors of Engineering ( Electronics), 2008
• 1st Division (68.13%)

Mehran Model College Pano Aqil
• Higher Secondary Certificate
• B Grade (67.18%)

Army Public College Pano Aqil Cantt
• Secondary School Certificate, 2001
• C Grade (55.52%)

SKILLS:
• Business Strategies and Business development.
• Project Management.
• Supply Chain Management.
• Technical Sales & Technical Procurement.
• Total Quality Management & Customer Relationship Management.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Project: Interview with Mr. Syed Abbas-ul-Hussaini (CEO) AuVitronics how to improve business by applying strategic management knowledge.
• Redesign/Improvement in the procurement procedure at English Biscuits manufacturing.
• Implementation of Human Resource Management at Pearl Engineering Private Limited.
• Bullet Train for Pakistan Feasible or Not.
• Implementation of Business Process Re-engineering at Queen Mary’s Own (Pak Army) workshop.

WORK EXPERIENCE:
Pearl Engineering (Pvt) Limited, Rosemount Division Engineer (Application & Sales) from August 2012 to present
Site Engineers, Associate of Electrical Engineers from February 2010 to August 2012
Siemens Pakistan Engineering Ltd, QA/QC Engineer, from February 2009 to December 2009
Third Eye Private Limited Project Engineer from June 2008 to January 2009.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading newspapers
• Social networking
• Interested in current affairs
DANISH ALI
danishalishoro@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Industrial Management
• Cumulative GPA: 3.34
  Electives:
  • Strategic Supply Chain Management
  • Logistics and Inventory Control
  • Transportation Techniques and Management

Mehran University of Eng. & Tech., Jamshoro
• Bachelor of Mechanical Engineering, 2012
• 1st division (75.95%)

Islamia Govt. Science College, Karachi
• Higher Secondary Certificate, 2008
• Grade A (70%)

New Gulshan-e-Fatima Sec. School, Karachi
• Secondary School Certificate, 2006
• Grade A1 (80%)

SKILLS:
• MS Office
• MP-soft (CMMS / ERP)
• Solid Works, Pro-E, Auto-CAD
• Peach Tree

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Management: Strategic Management Analysis - Pfizer Pakistan
• Prin. Of Management: Analysis of Engro Foods
• Supply Chain Mgmt.: Sustainability in Gravure Packaging Printing (Universal Packaging Co.)
• Strategic SCM: Effects of Green Supply Chain Strategies on Pharmaceutical Industry
• Trans. Tech. & Mgmt.: Transportation Management at Pepsi-Co.
• Log. & Inv. Control: Inventory Management at Nestle

INTERNSHIP/WORK EXPERIENCE:
Integrated Dynamics, Mechanical Design Engineer from 05/12/2014 to 08/31/2015
• Design & Development, Manufacturing, Project Management
Creative Dynamics Engineering Pvt. Ltd., System Engineer from 07/01/2013 to 05/08/2014
• Design & Development, Manufacturing, Project Management
Karachi Tools Dies & Moulds Centre, Internee from 06/08/2012 to 06/25/2012
• Reverse Engineering CAD & CAM, Fabrication of Moulds & Dies, Heat Treatment
Fauji Fertilizers Bin Qasim Limited, Internee from 06/06/2011 to 07/01/2011
• Maintenance (Plant & Utilities), Production of Utilities, Inventory Management

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Socializing
• Community work
• Volunteer work
• Cricket
MIRZA HANNAAN BEGG
begghannaan@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Industrial Management
• Cumulative GPA: 3.00

GiK Institute of Engineering Sciences and Technology, Swabi
• Bachelor of Science in Materials Science and Engineering (Sp: Manufacturing), 2011
• Cumulative GPA: 3.2

D.A. Degree College for Men, Karachi
• Higher Secondary Certificate, 2006
• Pre-Engineering, A(75%)

D.H.A. Model High School Phase VII, Karachi
• Secondary School Certificate, 2004
• Science, A(79%)

SKILLS:
• Production/Operations Management
• TQM
• Continuous Improvement
• Business Process Re-Engineering
• Time and Motion Studies
• Process Optimization
• Cost Reduction
• Facilities Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Environmental Impact Assessment: EIA of Sonda-Jherruk Coalmine Project, Thatta.
• Principles of Marketing: Research on marketing activities of Lucky Cement.
• Maintenance Management: Devised master maintenance plan for Aisha Steel Mills.
• Supply Chain Management: Researched and improvised SC planning of ASML.
• Strategic Management: Researched Strategic Management initiatives of Gillette Pakistan.
• Entrepreneurship: Business plan of a consultancy firm regarding TQM and Continuous Improvement.

INTERNSHIP/WORK EXPERIENCE:
Aisha Steel Mill, Production and Maintenance, Senior Executive Engineer from 07/23/2011 to Present
• Manage shift operations & schedule all requirements efficiently and effectively.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of my faculty’s football and cricket teams.
• Occasionally participated in debates.
MUHAMMAD AMMAD FEROZE

ammad.feroze.89@gmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Industrial Management
• Cumulative GPA: 3.05

Electives:
• Procurement and Inventory Management
• Logistic and Inventory Control

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Electrical), 2011
• Cumulative GPA: 3.40

Dehli Government College, Karachi
• Higher Secondary Certificate, 2007
• Grade A (77.64%)

Hamdard Public School, Karachi
• Secondary School Certificate, 2005
• Grade A1 (84.35%)

SKILLS:
• Leadership
• End user SAP (PM Module)
• Team work
• Familiar with various computer and engineering softwares

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Procurement and Inventory Management: Research was done on Procurement Strategies followed by Pak Suzuki Ltd.
• Logistics and Inventory Control: We did a team based project to perform research on the Inventory Management activities and tools used by Siemens.
• New Product Development: We did market survey and introduced a new product in the fabric cleaning industry.
• Project Management: Team based project on a factory for completion of project.

INTERNSHIP/WORK EXPERIENCE:
Byco Oil Pakistan Limited, Maintenance Electrical, Lead Engineer from 09/07/2012 to present
• Worked as Trainee Engineer for two years and then assigned as Lead Electrical Engineer (Officer) in the company responsible for maintenance supervision and sometimes shift supervision as well.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading engineering and management journals
• Analyzing case-studies for learning
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Industrial Management
  • Cumulative GPA: 3.07
  Electives:
  • ERP Systems Design and Implementation
  • Transportation Techniques and Management
  • Procurement and Inventory Management
NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Textile), 2009
  • Second Division
Govt. College For Men Nazimabad, Karachi
• Higher Secondary Certificate (Pre-Engineering), 2005
  • A Grade (70.54%)
St. Paul’s English High School, Karachi
• Secondary School Certificate (Science), 2003
  • A Grade (76.35%)

SKILLS:
• Team Leader
• Quick Learner
• Problem Solver
• Adaptable
• Conflict Resolution
• Good Communicator

WORK EXPERIENCE:
Kassim Textile Pvt. Ltd., Rope Dyeing Department, Assistant Dyeing Incharge from 08/02/2014 to present
• Control & Manage Overall Dyeing Operations cope with Planning Department Co-operation.
• Manage & Work on Process Standardization, Process Optimization & Dyeing Cost Reduction.
• Chemical Safety Stock Planning & Assure Chemical Availability.
Kam International, Marketing Department, Merchandiser from 03/01/2014 to 08/01/2014
• Procure accessories and fabric for all shipments.
• New Product Developments Follow ups till delivered to customers.
• Shipment Follow-ups and Provide Technical Approvals where necessary.
Kassim Textile Pvt. Ltd., Rope Dyeing Department, Assistant Dyeing Incharge from 08/02/2010 to 02/28/2014
• Manage Overall Dyeing Operations including co-ordination with Planning Department.
• Monitor Total Productive Maintenance as well Destructive Maintenance.
• Maintain Chemical Consumption also plan for future consumption and safety stock.
Gul Ahmed Textile Mills Ltd., Printing Department, Management Trainee from 01/01/2010 to 08/01/2010
• Cost Reduction, Maintenance Follow-ups, R&D New Developments, Process Optimization.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Project Management related activities
• Reading novels
• Supply Chain and Six Sigma related activities
• Watching cricket
MUHAMMAD FAIZAN YAQOOB
faizanyaqoob@hotmail.com
Graduation: 2015

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

Electives:
• Maintenance Management
• Logistics & Inventory Control
• Procurement & Inventory Management

N.E.D University of Engineering & Technology, Karachi.
• Bachelor of Engineering (B.E), 2011.
• Cumulative GPA: 3.40.

• Grade A (76%)

Karachi Public School, Karachi.
• Secondary School Certificate, 2005
• Grade A (72%)

SKILLS:
• Familiar with various computer tools and engineering Softwares
• Excellent Presentation Skills.
• End user of SAP (ISU-Module).
• Leading Ability.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Maintenance Management: A project was done in order to discuss and evaluate the maintenance management done at K-Electric Maintenance Department.
• Logistics & Inventory Control: We did a team based project to perform research on the Inventory Management activities performed by the K-Electric Central Store.
• Procurement & Inventory Management: Research was done on Procurement Strategies followed by Pak Suzuki Ltd.

INTERNERSHIP/WORK EXPERIENCE:
N.E.D University of Engineering & Technology Electrical Engineering Department, Lecturer from Sep 2014 to present.
K-Electric, Assistant Manager, in Electrical Power Distribution Department from May 2012 to May 2014 Siemens Pakistan’s, Switchboards department as an Executive Engineer.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attended Seminars on Electrical Power Protection in NED.
• Worked as a member of Controller of Student Affairs at NED.
MUHAMMAD HARIS
mhhussain1987@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Industrial Management
• Cumulative GPA: 3.14
  Electives:
  • ERP Systems Design and Implementation
  • Transportation Techniques and Management
  • Procurement and Inventory Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Textile), 2010
• Second Division

Govt. Degree College Gulshan-e-Iqbal, Karachi
• Higher Secondary Certificate (Pre-Engineering), 2006
• Grade A (76.34%)

Bright Children Academy School
• Secondary School Certificate (Science), 2004
• Grade A (78.12%)

SKILLS:
• Decision Maker
• Quick Learner
• Problem Solver
• Analytical Mind
• Conflict Resolution
• Team Player

WORK EXPERIENCE:
Grace Apparel Pvt Ltd, Industrial Engineering & Planning, Industrial Engineer from 11/09/2010 to 04/14/2012
• Operational Excellence, Efficiency improvement, cost cutting & improvement, machines procurement
Feroze1888 Mills Pvt Ltd, Supply chain & Planning, S.E.O Planning from 04/16/2012 to 08/05/2014
• Develop Production Plan for ‘2’ manufacturing facilities in Karachi.
• Monitoring & Controlling the Supply Chain for Effective Production.
• Shipment Follow-ups.
Prime Safety Ltd, Supply Chain & Planning, A.M Supply Chain/ Planning from 08/11/2014 till date
• Analyze Production Plan for ‘ALL’ manufacturing facilities in Prime safety Ltd.
• Monitoring & Controlling the Supply Chain for Effective Production.
• Shipment Follow-ups and Contingency planning where required.
• Aggregate Planning for Clothing Division.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Project management related activities
• Reading novels
• Supply Chain and Six Sigma related activities
• Watching cricket
MUHAMMAD UZAIR FAROOQ
uzairfas@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management
• Cumulative GPA: 3.46

Electives:
• Maintenance Management
• Entrepreneurship and Small Business Management
• Logistic and Inventory Control

PAF-Karachi Institute of Economics and Technology, Karachi
• Bachelor of Engineering, Electronics, 2009
• Cumulative GPA: 3.09

Govt. Degree Science and Commerce College, Gulshan-e-Iqbal, Karachi
• Higher Secondary Certificate, 2004
• B Grade (65.45%)

Bai Virbaiji Soparivala Parsi High School, Karachi
• Secondary School Certificate, 2002
• A Grade (78.47%)

SKILLS:
• Field instrument and control system troubleshooting
• Electrical and instrument maintenance
• Root Cause Analysis
• Business Process Re-engineering

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Computer Application: Research paper on “Implementation of Enterprise Resource Planning in Manufacturing Industry”.
• Maintenance Management: Master Maintenance Plan for E&I Department of Aisha Steel Mills Limited.
• Supply Chain Management: Analysis on Supply Chain Management of Aisha Steel Mills Limited.
• Strategic Management: Term Report on Merger of Aisha Steel Mills Limited with Pakistan Steel Mills.
• Project Management: Planning of new meat processing factory.
• Entrepreneurship: Business plan of a consultancy firm regarding TQM and Continuous Improvement.

WORK EXPERIENCE:
Pakistan Petroleum Limited, Electrical Department – Sui Field Gas Compressor Station (SFGCS), Sui, Engineer [Electrical/Instrumentation] from 03/03/2015 to Present
• Managing and performing maintenance activities & troubleshooting of Electrical System in SFGCS.
Aisha Steel Mills Limited, Electrical & Instrumentation Department, Deputy Manager [Electrical & Instrumentation] from 10/01/2010 to 03/02/2015
• Managing and performing maintenance activities & troubleshooting of Electrical & Instrument system of Cold Roll Skin pass Mill, Electro Cleaning Line and Roll Grinding Line.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of The Institution of Engineers, Pakistan
• Playing sports

• Organizing seminars & exhibitions
• Giving in-house technical trainings
MUNEEB SHAFQAT
muneebigi@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: Fall 2014
• Cumulative GPA: 3.07
  Electives:
  • Strategic Supply Chain Management
  • Procurement & Inventory Management
  • ERP Systems Design & Implementation

Hamdard University, Karachi
• Bachelor of Engineering (Textile), 2010
• Cumulative GPA: 3.61

Govt. Degree College Stadium Road, Karachi
• Higher Secondary Certificate, 2006
• B Grade (64.54%)

ASF Public School (Karachi)
• Secondary School Certificate, 2004
• A Grade (78.94%)

SKILLS:
• Master Trainer for Production Executives in Garments Industry
• Teaching Textile/Apparel Merchandising in PHMA Institute, UNDP – YEP, SMARTI.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Supply Chain Management: Strategic Supply Chain Management’s key Practices at Gul Ahmed Textile Mills

INTERNSHIP/WORK EXPERIENCE:
PHMA Institute of Knitwear Technology Karachi, Textile Department, Program Coordinator from November 2012 to present
Midas Clothing Ltd. Karachi, Textile Production Department, Production Assistant from January 2012 to October 2012
• Supervised & controlled production & operational matters at stitching floor under the supervision of Production Manager.
SYED HUSSAIN KHALIL JAFARI
shkj786@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management
• Cumulative GPA: 3.01
  Electives:
  • Maintenance Management
  • Storage & Warehousing
  • Procurement and Inventory Management
University of Karachi, Karachi
• Master of Science, Major in Applied Chemistry: Graduation 2008
• 1st Division (73.8%)
University of Karachi, Karachi
• Bachelor of Science (Hons.), Major in Applied Chemistry, 2007
• 1st Division (68.67%)
Govt. National College, Karachi
• Higher Secondary Certificate (Pre-Engineering), 2003
• B Grade (65.90%)
Y.C.M.S. School, Karachi
• Secondary School Certificate (Science), 2001
• A Grade (72.11%)

HONOURS/ACHIEVEMENTS:
• Got 3rd Position in B.Sc. (Hons.)

SKILLS:
• Decision Maker
• Adaptable
• Problem Solver
• Vigilant
• Conflict Resolution
• Man Management

WORK EXPERIENCE:
Shabbir Tile & Ceramics Limited (House of Habib), Plant Manager CFT Plant from 16/09/2008 to present
• Joined as Management Trainee in 2008 at PFT plant.
• Confirmed as Assistant Manager in 2009 & continued work over there as a Head of Function of Raw Material, Ball Mill, Colour preparation, Spray Dryer at PFT plant.
• Worked as Deputy Manager from 2010 to 2012, lead above mentioned departments at PFT plant.
• Worked as Acting Plant Manager of PFT plant.
• Took a charge of CFT plant as Plant Head.
Siddiqsons Textile Mill (Pvt.) Ltd, Internship in 2007
Pakistan State Oil, Internship in 2008

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Hanging out with friends
• Watching cricket
• Long drive
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Industrial Management
• Cumulative GPA: 3.27

      Electives:
          • ERP Systems Design and Implementation
          • Transportation Techniques and Management
          • Strategic Supply Chain Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Textile), 2010
• 1st Division

Adamjee Govt. Science College, Karachi
• Higher Secondary Certificate (Pre-Engineering), 2006
• A Grade (78.18%)

Career Foundation School, Karachi
• Secondary School Certificate(Science), 2004
• A1 Grade (86.23%)

SKILLS:
• Attention to detail
• Troubleshooter
• Quick Learner
• Pro-active

INTERNSHIP/WORK EXPERIENCE:
International Textile Ltd., Supply Chain, A.M Supply Chain from 02/02/2015 to date
• Responsible to streamline the supply chain from raw material inputs through the manufacturing processes & finally the delivery to customers

Gul Ahmed Textile Mills, Supply Chain and Planning, A.M Planning from 06/17/2013 to 01/20/2015
• Responsible for streamlining production planning through continuous follow-ups of raw material inputs

MIDAS Clothing Ltd, Industrial Engineering & Planning, A.M I.E / Planning from 01/10/2011 to 06/12/2013
• Operational excellence, Efficiency improvement and production planning
SYED RAFIULLAH
agharafi1@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Industrial Management
• Cumulative GPA: 3.49

Electives:
• ERP System Design & Implementation
• Logistical Projects in ERP
• Strategic Supply Chain Management

• Computer Integrated Manufacturing
• Human Factor Engineering
• Logistics and Inventory Control

Institute of Business Management (IoBM), Karachi
• Bachelor of Science in Industrial Engineering and Management – BS (IE&M), 2014
• Cumulative GPA: 3.3

Gulshan-e-Iqbal Government College, Karachi
• Intermediate, 2010
• B Grade (69%)

Nova School of Excellence, Karachi
• Matriculation, 2008
• A Grade (81%)

HONOURS / ACHIEVEMENTS:
• Achieved 2nd position in Junkyard War event at LUMS Psifi (pronounced as Sci-fi) at Lahore.
• Introductory course on SAP (ERP) at IoBM EMEC.
• Basic course on Catia designing software at Karachi Tools & Dyes Manufacturing Company

SKILLS:
• Computer skills in Microsoft office (excel, word, project & power point), negotiating skills and
  Computerized Maintenance Management Information System (Maintenance Pro software).
• ERP software’s (SAP and DBA) and designing software’s (AutoCAD and Catia).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Final year project on “Quality Improvement in an Organization by using Industrial Engineering
  Techniques”.
• ERP System Design & Implementation: “Build an ERP system for sample organization on DBA
  manufacturing software”
• “Maintenance Pro Software” which is CMMIS – Computerized Maintenance Management
  Information System.
• Conducted “Work & Time Study” at Toyota Central Motors Karachi in production system design.
• Assembled a sensor device to actuate water level indicator in Automation.

INTERNSHIP / WORK EXPERIENCE:
Glaxo Smith Kline Pakistan Limited, Logistic (Supply Chain), Project Trainee, from November 2014 to
August 2015
• Develop Production Schedule on Monthly basis of demand and sales for Toll Manufacturer.
• Material management, maintain inventory level of all materials according stock policy.
Pfizer Pakistan limited, Supply Chain Internee from February 2014 to March 2014
Indus Motor Company Limited (Imc), Service Department, Internee from June 2013 to July 2013

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• As Director Logistics of the Society of Industrial Leadership (SOIL) arranged science fiction event at
  IoBM in fall 2013.
SYED SHAHARYAR HASSAN

sshassan733@gmail.com
Graduation: 2015

EDUCATION:

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

Electives:
• ERP Systems Design and Implementation
• Transportation Techniques and Management
• Procurement and Inventory Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Textile), 2010
• 1st Division (64.28%)

Dehli Govt. College, Karachi
• Higher Secondary Certificate (Pre-Engineering), 2006
• A Grade (73.63%)

H. B. Malik Public School, Karachi
• Secondary School Certificate (Science), 2004
• A1 Grade (84.11%)

SKILLS:

• Decision Maker
• Analytical Mind
• Quick Learner
• Conflict Resolution
• Problem Solver
• Project Management

WORK EXPERIENCE:

MIDAS Clothing Ltd, Industrial Engineering & Planning, D.M.I.E / Planning from 01/01/2014 till date
• Develop Production Plan for ‘ALL’ manufacturing facilities in Pakistan.
• Monitoring & Controlling the Supply Chain for Effective Production.
• Shipment Follow-ups and Contingency Planning where required.
• Aggregate Planning for Clothing Division.

MIDAS Clothing Ltd, Industrial Engineering & Planning, A.M.I.E / Planning from 01/01/2013 to 12/31/2013
• Develop Production Plan for ‘2’ manufacturing facilities in Pakistan.
• Monitoring & Controlling the Supply Chain for Effective Production.
• Shipment Follow-ups.

MIDAS Clothing Ltd, Industrial Engineering & Planning, Asst. IE from 02/17/2011 to 12/31/2012
• Operational Excellence, Efficiency improvement, cost cutting & improvement, machines procurement

EXTRACURRICULAR ACTIVITIES/HOBBIES:

• Project management related activities
• Reading novels
• Supply Chain and Six Sigma related activities
• Watching cricket and tennis
SYED UMAIR HASAN
engr_syed_umair@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA) Industrial Management, Major in SCM
• Cumulative GPA: 3.00
  Electives:
  • Strategic Supply Chain Management
  • Procurement & Inventory Management
  • Storage & Warehouse Techniques
  • Project Management

Sir Syed University of Engineering & Technology, Karachi
• Bachelor of Electronic Engineering, 2010
• Cumulative GPA: 2.39

Govt. College for Men Nazimabad, Karachi
• Higher Secondary Certificate, 2005
• B Grade (60.90%)

S.M. Public Secondary School, Karachi
• Secondary School Certificate, 2003
• A Grade (76.94%)

SKILLS:
• SAP (ERP) Introduction Certificate Course - Certificate issued by Institute Of Business Management
• Radiation Protection, Detection Equipment and Emergency Response & Safety - Pakistan Nuclear Regulatory Authority
• PLC, Hydraulic & Pneumatic Control Systems - Pak-Swiss Training Institute, PCSIR Karachi.

WORK EXPERIENCE:
Nuctech Company limited, at Karachi Int. Container Terminal Ltd., A.M Maintenance from 08/17/2010 to present
• Work as Electronic/Electrical Engineer at Nuctech’s Container Scanner system at KICT, West Wharf.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading engineering and technical journals
• Playing cricket
• Computer games
USMAN ARSHAD
uarshad333@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management
• Cumulative GPA: 3.22

Electives:
• Transportation Technique and Management
• Procurement and Inventory Management
• Logistics and Inventory Control

Synthetic Fiber Development and Application Centre, Hamdard University, Karachi
• Bachelor of Engineering (Textile), 2010
• Cumulative GPA: 3.46

DJ Sindh Science College, Karachi
• Higher Secondary Certificate, 2006
• C Grade (57.81%)

HEJ Foundation Public School, Karachi
• Secondary School Certificate, 2004
• A-1 Grade (81.52%)

SKILLS:
• Proactive
• Lean Manufacturing and Six sigma
• Trouble shooting
• Attention to detail

INTERNSHIP/WORK EXPERIENCE:
Gul Ahmed Private Limited, Centralized Planning Department, Deputy Manager from September 2014 to present
• Macro level business planning and operational excellence

Midas Clothing Limited, Industrial Engineering Department, Deputy Manager from February 2011 to August 2014
• Led the production planning and costing activities

Unicon Garments, Industrial Engineering Assistant from September 2010 to February 2011
• Designing of Modular Stitching Lines
VILAYAT ALI

engr_vilayat@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (IM), Major in Supply chain Management
• Cumulative GPA: 3.02

Electives:
• Procurement and Inventory Management
• ERP Systems Design and Implementation
• Transportation Techniques and Management

Hamdard University, Karachi
• Bachelor of Engineering (Electronics), 2009
• Cumulative GPA: 2.82

Govt. Dehli College, Karachi
• Higher Secondary Certificate, 2005
• B Grade 63.82%

St. Johns Grammar School, Karachi
• Secondary School Certificate, 2003
• A-1 Grade (84.35%)

SKILLS:
• Time Management     • People Management
• Warehousing         • Decision Making
• Team Building       • Cost Analysis and Budgeting
• Inventory Planning and Control • Quality and Safety Management

MAJOR TERM PAPERS:
• Procurement and Inventory Management: Vendor Management Framework
• Human Resource Management: Reduce Employee Turnover in Textile Industry
• Financial Management: Financial Analysis of Oil Marketing Companies in Pakistan
• Strategic Management: Strategic Analysis of Indus Dyeing and Manufacturing Company
• Business Process Re-engineering: Re-Design the production process in Acme Textile Mill

INTERNSHIP/WORK EXPERIENCE:
Karachi Electric Supply Company Limited, Intern from 12/10/2007 to 01/10/2008
• One month internship project at KESCL Generation Unit Bin Qasim.
Friends Enterprise, Warehouse Assistant from 05/07/2012 to Present
• One month internship project at KESCL Generation Unit Bin Qasim.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading research papers
• Participate in social activities
• Playing games
• Travelling
AAMNAH YOUSUF
aamnah.yousuf@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing
• Cumulative GPA: 3.17
  Electives:
  • Brand Management
  • Advertising
  • Sales Management
  • Integrated Marketing Communication
DA Degree College for Women, Karachi
• Bachelor of Arts, 2011
• 1st Division (63.00%)
Govt. Degree Girls College Gulistan e Jauhar, Karachi
• Higher Secondary Certificate, 2009
• C Grade (54.73%)
• Secondary School Certificate, 2007
• A Grade (77.88%)

SKILLS:
• MS Office (MS Word, and MS Power Point)
• Organized and detail oriented
• Teaching and coaching skills
• Good at research work
• Good interpersonal communication skills
• Fast learner

MAJOR TERM PAPERS / PROJECTS:
• Methods in Business Research: Research project on media expose’ programs.
• Sales Management: Complete research on Novo Nordisk pharmaceutical’s compensation and performance appraisal.
• Entrepreneurship and Small Businesses: Developed a complete business plan for a new business
• Marketing Management: Developed a whole new product and prepared the marketing plan of the product.
• Corporate Social Responsibility: Project on Lucky Cement’s CSR initiative.
• Brand management: Re-launch of Hico Ice cream.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Participated in Unilever’s Talent Hunt 2014
• Certificates of appreciation and participation in various seminars, courses and events Reading and writing.
• Member of Creative Department of the Marketing Society at IoBM
• Volunteered at FLOW
ABEER FATIMA

abeerfatima4@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA.), Major in Marketing
• Cumulative GPA: 3.27

   Electives:
   • Brand Management
   • Integrated Marketing Communication
   • Distribution and Channel Management
   • Public Relations and Event Management
   • Consumer behavior
   • Advertising
   • Media Planning
   • Direct and Digital Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2013
• Cumulative GPA: 3.17

DA College for Women, Karachi
• Higher Secondary Certificate, 2009
• A Grade (74.09%)

The City School, Karachi
• O - Levels, 2007
• 1 A, 4 Bs and 4 Cs

SKILLS:
• Strong communication and negotiation skills
• A team player who can work well under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Launch plan of a brand extension of Olper’s chocolate
• Advertising: Devised an advertising campaign and IMC plan of reviving the brand Omung Lassi
• Integrated Marketing Communication: Prepared an IMC plan of the brand Menu
• Distribution and Channel Management: Devised a case study over the distribution of Anne French
• Direct and Digital Marketing: Prepared a direct and digital plan for a new online food business
• Consumer Behavior: Researched the effects of Facebook ads on consumer behavior

INTERNSHIP/WORK EXPERIENCE:
Rocket Internet, Key Account Management, Key Accounts Manager – Health & Beauty from 2014 to present
• Drive performance of the category through key accounts and preparing online and offline campaigns for the beauty category.
Pfizer Pharmaceutical, Consumer Division, Brand Executive from May to November 2014
• Carried out various BTL, merchandising and digital campaigns and worked closely with distribution partners for sales and marketing research companies

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• General Secretary for The Management Society at IoBM
• Fond of making handmade photo frames
• Basketball and Throw ball
• Reading articles related to marketing
AMAL SALEEM KHAN
ama_369@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.51
  Electives:
  • Direct & Digital Marketing
  • New Product Development
  • Advertising
  • Distribution & Channel Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 3.18

The Lyceum School, Karachi
• A - Levels, 2009
• 2 Bs & 2 Cs

Foundation Public School, Karachi
• O - Levels, 2007
• 4 As & 6 Bs

SKILLS:
• Team management and leadership skills
• Marketing Research & Social Media Marketing Skills
• Fluent in English and Urdu
• Proficient in MS Word, MS PowerPoint, MS Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Project on brand extension plan for Capri brand
• Integrated Marketing Communications: Project on IMC plan for Bake Parlor Ketchup
• Consumer Behavior: Secondary Research on Role of Emotions in Advertising
• Direct & Digital Marketing: Project on Digital Marketing Plan for Kolson Pasta
• Advertising: Project on Advertising Campaign for Tetley Tea
• Distribution & Channel Management: Report on Distribution System of an FMCG Company

INTERNSHIP/ WORK EXPERIENCE:
Manhattan International, Client Services Department, Interned from June 24 to August 2, 2013
• Competitive analysis and research work for various brands and clients
Reckitt Benckiser, Marketing Department, Interned from June 2 to June 30, 2011
• Worked on the BTL project for Dettol - conducted market research, survey and analysis

EXTRACURRICULAR ACTIVITIES/ HOBBIES:
• Deputy Director, Marketing Dept, Club IT at IoBM
• Participated in Zenith - Leadership and Development Program in 2011 and 2012
• Member of Rotaract Club at IoBM
• Reading, photography, baking, art & craft, badminton, and listening to music
AMEET KUMAR
std_9318@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.17
  Electives:
  • Media Planning
  • Brand Management
  • New Product Development
  • International Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Joint Hons.), 2014
• Cumulative GPA: 2.64

Govt. Boys Higher Secondary School, Kashmore
• Higher Secondary Certificate, 2008
• A Grade (73.18%)

Govt. Boys Higher Secondary School, Kashmore
• Secondary School Certificate, 2006
• A Grade (78.58%)

HONOURS / ACHIEVEMENTS:
• Awarded MS Office Certificate by e-cube

SKILLS:
• Ability to work in teama
• Adaptive with good communication skills
• Time & Stress Management Skills
• Leadership Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Media Planning: Report on Tiger Biscuit
• Investment Analysis: Trading in Stock Exchange & investment in commodities
• Strategic Financial Analysis & Design: Project on Dairy Farm
• New Product Development: Introduced a new product

INTERNSHIP (S)/WORK EXPERIENCE:
Meskay & Femtee, Finance Department, Interned from August 27 to October 13, 2014

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Reading newspapers
• Travelling
• Playing cricket
ANUM ALI JUNEJO
anumjunejo@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master’s of Business Administration (MBA), Major in Marketing
• Cumulative GPA:3.03

Electives:
• Media Planning
• Direct & Digital Marketing
• Brand Management
• Advertising

• Public Relations
• International Marketing
• Employee Training & Development
• Recruitment & Selection

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013

DA Public School, Karachi,
• A – Levels, 2008
• 1 C & 2 DS

DA Public School, Karachi,
• O - Levels, 2006
• 3 As, 4 Bs and 3 Cs

MAJOR TERM PAPERS / PROJECTS:
• Brand Management: Brand extension plan & presentation for Gluco Biscuits to launch Gluco Verve Milkshake
• Business Ethics: Stem Cell Research
• Principles of Marketing: Presented marketing plan for customized shoe business Comfito
• Sales Management: Sales forecasting techniques for ICI Pakistan
• Entrepreneurship: Prepared and presented the business plan for a sea-food restaurant Fisherine
• Media Planning: Prepared and presented media plan for Gold Puff Nan Khatai Biscuits

INTERNSHIP/EXPERIENCE:
Askari Bank Limited, Account Opening Officer at Clifton Branch from January to December 2014:
• Maintained client relationships as account opening in-charge.

JWT Advertising, Creative, Client and Team Media Departments, Interned from August to Sept. 2013
NajmiBilgrami Collaborative Design Centre (arket.com), Interned from July to August 2013
• Worked on variety of projects like; database creation, content writing and editing, social media management & creative marketing services. Wrote scripts for Radio ads for transmission on FM91.

British Council, Cambridge Exam Sessions, Invigilator from May to June 2013:
Askari Bank Limited, Clifton Branch, Interned from June to July 2012:
• Account opening, cheque-book & ATM handling, locker maintenance, clearing & transfers handling and customer management.

EXTRACURRICULAR ACTIVITIES:
• Volunteered as a Mentor for TCF Rahbar, 2014
• Deputy Head of Promotions for Entertainment Plus Society and Member of Finance Society at IoBM
• Master of Ceremony for Environment and Energy Management Workshop at IoBM, 2011
• Master of Ceremony for Finance Seminar Invest-o-Mania at IoBM, 2011
• Participated in Zenith Leadership and Development Conference, 2011
• Completed Level 1 of Ikebana- Japanese Art of Floral Arrangement at the Japanese Consulate General
• Completed a Basic Literacy Tutor Training Workshop at Lompoc Library, California, USA 2009.
• Member Of School Disciplinary Committee
• Participated in Aga Khan University Inter School Basketball Tournament
• Captained School Inter House Basketball Team
AREEBA JAVAID
areeba_javaid@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.25

Electives:
• Integrated Marketing Communications
• New Product Management
• Marketing Analytics
• Strategic Marketing and Planning
• Comparative Management
• Public Relations & Event Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2014
• Cumulative GPA: 3.26

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2010
• A Grade (78.73%)

St. Patrick’s Girls’ High School, Karachi
• Secondary School Certificate, 2008
• A Grade (71.05%)

HONOURS / ACHIEVEMENTS:
• Awarded financial assistance during graduation years at IoBM.
• Attended Novartis Biotechnology Camp 2013.

SKILLS:
• Time management and people management skills
• Interpersonal and business communication skills
• Able to handle pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Marketing & Planning: Strategic Marketing Plan of Daraz.pk
• Brand Management: Brand Audit of Searle Vitamin Water
• Strategic Management: Research based report on Strategic Planning and Management at PTCL.
• Principals of Marketing: Planned the Market Launch Marketing Strategy of new Self-Designed Product
• Methods in Business Research: Research on the causes of the downfall of Pizza Hut Sales.
• Direct & Digital Marketing: Term Project to do Direct & Digital campaign on AlephETC

INTERNSHIP/WORK EXPERIENCE:
Rocket Internet Group - Daraz.pk, Social Media Specialist from January 26, 2015 to present
• Responsible for social media marketing on the facebook, googleplus, twitter, viber & Instagram and analysis and implementation of best products to market on which medium in what way via data from Google

Interflow Communications Pvt. Limited, Client Services Department, Interned from June 3 to July 15, 2013
• Arranged event for USAID on “Mother& Child Health and Launch of K-Electric SMS service communication & overall rebranding of KE

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Public Relations Manager of Finance Society at IoBM
• Deputy Head Prefect of Aga Khan Higher Secondary School, 2009-2010
• Reading history journals
ASAD HUSSAIN

hussain729@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM)
• Masters of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.08

Electives:
• Public Relations & Event Management
• Sales Management
• Brand Management
• Advertising

Govt. College of Commerce & Economics, Karachi
• Bachelors of Commerce, 2012
• Division Second

Meritorious Science College, Karachi
• Higher Secondary Certificate, 2009
• B Grade (69%)

St. Patricks High School, Karachi
• Secondary School Certificate, 2007
• A Grade (75%)

SKILLS:
• Problem solving
• Good Team player
• MS Office
• Good Communication Skills
• Ability to work under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing Management: Complete launch plan for Continental Biscuits extension into Coffee Flavor Biscuits
• Principles of Marketing: Developed Launch Plan for COC-COLA’s extension into Sugar Cane Juice
• Methods in business research: Term research project to find out what are the expectations of customers for after sales services
• Entrepreneurship: Developed a business launch plan Car-Ease
• Brand Management: Conducted brand activation for Glaxos-D and brand audit of Mortein

INTERNSHIP/WORK EXPERIENCE:
UBL Funds Managers, Interned from June to August 2015
Together Strategic and Development Consultants, Interned from June to July 2014

EXTRA CURRICULAT ACTIVITIES/HOBBIES:
• Director-Club Services, Rotaract Club of IoBM, 2014
• Member the Training Organization (FLOW)
• Member Youth X-Po
AZHAR HUSSAIN
az.hussain1989@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.46

  Electives:
  • Brand Management
  • Sales Management
  • Advertising
  • Distribution and Channel Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Metallurgy), 2011
• 75.89 %

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2007
• A Grade (75.09%)

Sultan Mohammad Shah Aga Khan School, Karachi
• Secondary School Certificate, 2005
• A-1 Grade (87.29%)

HONOURS / ACHIEVEMENTS:
• 2nd Position in Social Posters category in All Pakistan Techno Social Poster Competition, 2010
• 3rd Position in All Pakistan Inter-Universities Essay Competition organized by Institute of Modern Sciences & Arts Hyderabad, 2010

SKILLS:
• Problem solving
• Leadership skills
• Creativity
• Analytical skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Brand Management: Brand Activation of Blue Band and Brand Audit of Tapal
• Advertising: IMC Plan of Quice Ice Cream Syrup
• Marketing Management: Marketing Plan and Product Launch of a new biscuit named Treasure Trio
• Methods in Business Research: Impact of Various News Media on Students’ Newspaper Readership
• Principles of Marketing: Marketing Plan of Qarshi Johar Joshanda

INTERNSHIP/WORK EXPERIENCE:
Atlas Honda Limited, Marketing & Sales Department, Assistant Manager from February 16, 2015 to present
• Planning and executing marketing and sales activities
Byco Petroleum, Refinery Sales Department, Interned from June 23 to August 4, 2014
• Designed marketing strategies for Byco Petroleum

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Event management
• Graphic designing
• Sketching
CYRUS FAROKH VARIAVA

cyrus.variava@gmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.31

Electives:
• Direct and Digital Marketing
• Social Marketing
• Public Relations and Event Management
• Advertising

• Brand Management
• Consumer Behavior
• Integrated Marketing Communication
• International Marketing

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (Hons.), 2013
• Cumulative GPA: 2.87

DA Degree College for Men, Karachi
• Higher Secondary Certificate, 2009
• A Grade (75.45%)

BVS Parsi High School, Karachi
• Secondary School Certificate, 2007
• A-1 Grade (81.76%)

HONOURS / ACHIEVEMENTS:
• Cleared 2nd Phase of Digital Minds Competition, Group Symmetry, 2011
• Awarded a Gold Medal for Best Student in school’s Commerce Division

SKILLS
• Excellent interpersonal and problem solving skills
• Flexible and quick in adapting to new conditions
• Team player with a learning attitude
• Blogger/Content Writer

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Launched a new chocolate brand Choc O’ Spoon
• Direct & Digital Marketing: Comprehensive project on activation of Chocomellow Biscuits on direct and digital platforms
• International Marketing: Prepared a Case Study on the Downfall of Medora of London
• Integrated Marketing Communication: Prepared an IMC Plan for Medicam Dental Toothpaste
• Consumer Behavior: Research Report on the Success of Sports (Football) Marketing
• Advertising: Prepared an Ad Pitch for JS Bank
• Social Marketing: Prepared a Campaign on Thalassemia Awareness

INTERNSHIP/WORK EXPERIENCE:
• Talk Android Phones, Tech Analyst and Blogger from January 1, 2012 to present
• Barclays’s Bank PLC, Interned from May 9 to August 5, 2013
FAHAD FEROZ ALI
fahad.feroz@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing
• Cumulative GPA: 3.06

Electives:
• Brand Management
• Sales Management
• Distribution & Channel Management
• Advertising

Government College of Commerce and Economics, Karachi
• Bachelor of Commerce, 2010
• 1st division (60.54%)

Institute of Business Education, Karachi
• Higher Secondary Certificate, 2008
• A Grade (78.72%)

Foundation Public School, Karachi
• O - Levels, 2006
• 5 Bs & 2 Cs

HONOURS / ACHIEVEMENTS:
• Participated in Brand Brawl held at IBA and won 2nd prize, 2012
• Participated in LUMS Marketing Colloquium, 2014

SKILLS:
• Leadership qualities
• Team player
• Good Communication skills
• Creative

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Marketing Management: Conducted an exhibition and developed a new concept for biscuits
• Distribution & Channel Management: Conducted research on Distribution of Young’s Food
• Brand Management: Conducted Brand Audit on Rafhan
• Strategic Marketing and Planning: Conducted research on Pakistan Business Express
• Corporate Social Responsibility: Conducted research work on Bahria Town

INTERNSHIP (S)/WORK EXPERIENCE:
Advent Interactive, Interned in Marketing Department, 2015
United Bank Limited, Interned in Marketing Department, 2011

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Director Logistics of Marketing Society at IoBM
• Watching documentaries
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.01

Electives:
• Brand Management
• Advertisement

• Sales Management
• Direct and Digital Marketing

Karachi University, Karachi
• Bachelor of Commerce, 2011
• 2nd Division (59.81%)

Government College of Commerce and Economics, Karachi
• Higher Secondary Certificate, 2009
• B Grade (63.18%)

New Day Secondary School, Karachi
• Secondary School Certificate, 2007
• A-1 Grade (81.29%)

SKILLS:
• MS Office
• Team Oriented and Problem solving skills
• Interpersonal Communication Skills

• Teaching Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand audit of Rooh Afza and brand activation of Comfort Fabric Conditioner
• Sales Management: Analyzed the sales training of ABBOT and proposed suggestions for improvement
• Advertisement: 360 degree advertisement plan.
• Direct and Digital Marketing: Planned digital strategies for Rooh Afza.

INTERNSHIP EXPERIENCE:
Byco Petroleum Pakistan Limited, Refinery Sales, Interned from May to June 2015
• Marketing strategies, SWOT analysis of oil refining industry, developed strategies to improve shipping & logistics department, regular updated of POL product prices

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Creative Member of Marketing Society at IoBM
• Monitoring and evaluation member at Aga Khan Social Welfare Board
• 2nd position in inter class presentation skills
• Member Communication at Aga Khan Social Welfare Board
• Report writing for Aga Khan Council
GHULAM ABBAS

abbas_ghazi123@hotmail.com

Graduation: 2015

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

Electives:
• Integrated Marketing and Communication
• International Marketing
• Industrial Marketing
• Media Planning
• Brand Management
• Advertising
• Consumer Behavior
• Supply Chain Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2012
• Cumulative GPA: 2.85

Bahria College N.O.R.E-1, Karachi
• Higher Secondary School Certificate, 2007
• A grade (77.90%)

Happy Home School, Karachi
• Secondary School Certificate, 2005
• A-1 grade (81.52%)

HONOURS / ACHIEVEMENTS:
• Awarded financial assistance during graduation years at IoBM.

SKILLS:
• Languages: English, Urdu, Sindhi and Persian.
• Proficient in MS Office (Word, PowerPoint, Excel)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Consumer Behavior: Does color matter in building brands
• Brand Management: Introducing new line extension of National Ketchup
• Advertising: Critical evaluation of Sting’s Advertising Campaign.
• Supply Chain Management: Abbot’s Supply Chain Problems and Recommendations
• Media Planning: Media Plan for Cocomo Biscuit
• International Marketing: Should PIA be privatized?
• Integrated Marketing and Communication: IMC at K&Ns

INTERNSHIP / WORK EXPERIENCE:
Al-Bukhsh Group, Sales Department, Interned from August 27, 2012 to October 5, 2012
Synergy Advertising (Pvt.) Ltd., Blah Magazine, Brand Ambassador from April 1 to August 31, 2011
• To promote the magazine in IoBM, as well as online through social media

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Participated in various national business competitions.
• Reading current affairs, holy books and playing cricket
GURMUKH DAS

gurmukhdas91@gmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (Regular), Major in Marketing
• Cumulative GPA: 3.06

Electives:
• Sales Management
• Brand Management
• Distribution and Channel Management
• Advertising

SAAT Degree college University of Karachi
• Bachelor of Commerce, 2012
• 1st Division (60.36%)

Bright Future Public College, Umerkot
• Higher Secondary Certificate, 2009
• A-1 (80.0%)

Bright Future Public School, Umerkot
• Secondary School Certificate, 2007
• A-1 (85.64%)

HONOURS / ACHIEVEMENTS:
• Certificate Holder in Kangaroo Mathematical Contest

SKILLS:
• Team Building
• Analytical Skills
• Computer Skills (DIT)
• Presentation Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Brand Audit Report of Walls-Paddle Pop
• Brand Activation of Fair & Lovely, 2014.
• Launched a new product with the name of Jel ‘O’ Fun, 2013
• Marketing plan of launching a new product of Shan Foods Pvt Ltd., 2013.
• Research report - why the Toyota Corolla Car sales are declined, 2013.
• Comparative Financial Analysis of OGDLo, POL, PPL, 2013.
• Companies focus on CSR projects and why?

INTERNSHIP/WORK EXPERIENCE:
Sui Southern Gas Company Limited, Customer Relationship Department, Interned from June 22 to August 31, 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Volunteer in 5th Annual International Conference of Business Management organized at IoBM
• Certificate of Participation Why Phy Event organized by SET Society at IoBM
• Volunteered the training program Talent of Pakistan by Flow
• Attended three day workshop TFT (Train the Future Trainer) arranged by Flow Pakistan.
• Help flood victims by distributing food, clothes and medicines at Badin, 2011
HABIB IRSHAD

habib.irshad@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.03
  
  Electives:
  • Service Marketing
  • Brand Management
  • Sales Management
  • Distribution and Channel Management

Govt. college of commerce, Karachi University
• Bachelors of Commerce, 2011
• 2nd Division (57%)

Al-Hamd College of Professional Education, Karachi
• Higher Secondary Certificate, 2009
• B Grade (64.64%)

Citizens Public Secondary School, Karachi
• Secondary School Certificate, 2007
• A Grade (73.52%)

HONOURS / ACHIEVEMENTS:
• Future Leader Program, 2013 (flow)
• Awarded a certificate of appreciation for taking part as a volunteer in 5thCoBM held in Institute of Business Management (2015).
• Train the Future Trainer (flow)

SKILLS:
• Problem Solving
• Team Building
• Negotiation skills
• Innovative Ideas
• Selling Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand Activation of Lifebuoy and Brand Audit of Knorr Noodles
• Entrepreneurship: Event Management of Marriages, Funeral Ceremonies and Seminars
• Marketing Management: Marketing Plan and Product Launch of a new biscuit named Koffeans
• Seminar in Economic Policy: Spending Habits of Credit Card Users in Pakistan
• Service Marketing: Service Delivery of Restaurant Industry in Karachi.
• Organizational Change & Development: Changes Adopted by the Organizations in Pakistan

INTERNSHIP/WORK EXPERIENCE:
• Searle Pakistan Limited, Consumer Division, Sales Trainee from June 8 to July 17, 2015

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Event Management
• Managed the 5thCoBM held in Institute of Business Management.
HAIDER ABBAS RAZA
haiderabbasraza@gmail.com
Graduation: 2015

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

Edguts:
• Sales Management
• Brand Management

University of Engineering & Technology, Lahore
• Bachelor of Science (Mechanical Engineering), 2009
• 1st Division (82.47%)

Bahria College N.O.R.E-I, Karachi
• Higher Secondary Certificate, 2005
• B Grade (60.72%)

Bahria College N.O.R.E-I, Karachi
• Secondary School Certificate, 2003
• A Grade (70%)

SKILLS:
• Negotiation & Presentation
• Word, Excel & PowerPoint
• Work under all circumstances with dedication

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Sales Management: Analysis of sales process of Shan Food Pvt. Ltd.
• Brand Management: Brand Extension of Jaffarjees
• Electronic Commerce: Design of Jewelry Website
• Advance Financial Management: Analyze financial ratios of Cement Sector
• Seminar in Economic Policy: Impact of brand extension on parent brand of P&G

INTERNSHIP/WORK EXPERIENCE:
Pakistan State Oil, Lubricant Department, Interned from December 2013 to January 2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Volunteered in IDEA 2012 Defense Exhibition
• Member of EPS Society
• Sports
HAMZAH MANIAR
hamzahmaniar@gmail.com
Graduation: 2015

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

Electives:
• Brand Management
• Social Marketing
• Media Planning
• Direct and Digital Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Commerce), 2013
• Cumulative GPA: 2.98

Lecole High School, Karachi
• A – Levels, 2006
• 1 B and 2 Cs

The Oyasis School, Karachi
• O - Levels, 2006
• 2 Bs 2 Cs and 3 Ds

HONOURS / ACHIEVEMENTS:
• Completed a development course for managers at Pakistan Institute of Management (PIM) with managers of top organizations
• Certificate for Live Art Marketing at LUMS Olympiad

SKILLS:
• Branding
• Advertising
• Marketing Strategy
• Marketing Research

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Media Planning: Comprehensive Media Plan for English Boot House
• Brand Management: Omore Branding and Challenges
• Direct and Digital marketing: Digital campaign for 6 weeks on 24/7new.com
• Social Marketing: Made a documentary on Depression, its causes and solutions.

INTERNSHIP/WORK EXPERIENCE:
Creek Developers Private Limited (AKD Group), Senior Marketing and Sales Executive from June 2013 to present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Blog writer at ARY blogs
• Social Marketing
HASSAAN ADIL
std_9285@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.41
  Electives:
  • Integrated Marketing and Communications
  • Consumer Behavior
  • Services Marketing
  • International Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 2.88

Lawrence College, Murree
• Higher Secondary Certificate, 2006
• A Grade (75.36%)

Lawrence College, Murree
• Secondary Secondary Certificate, 2004
• B Grade (79.64%)

HONOURS / ACHIEVEMENTS:
• Launched a new business venture in IoBM, named Doodh Patti Junction as entrepreneurial project

SKILLS:
• Excellent Communication skills
• Microsoft Office, Adobe Photoshop, Use of SPSS for research purposes
• Fluent in English, Urdu, Arabic & Chinese

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• In Depth Analysis of Pakistani Cement Industry
• Studied the Management Structure of PSO (Pakistan State Oil)
• Studied the Social and Educational Activities of TCF (The Citizens Foundation)
• How does the higher management take decisions and importance of scorecards in strategic management and decision making
• Studied the Salary and Appraisal Structure of Bari Textile Mills
• In Depth Analysis of Child Labor Issues

INTERNSHIP/WORK EXPERIENCE:
USMANCO International Pvt. Ltd., Accounts Department, Interned from May 20 to July 20, 2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated in sports events at IoBM
• Presentations and debates
HINA UROOJ
h_ina@live.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing
• Cumulative GPA: 3.55
  Electives:
  • Sales Management
  • Consumer Behavior
  • Brand Management
  • Service Marketing
University of Karachi, Karachi
• Bachelor’s in Statistics, 2012
• Cumulative GPA: 3.48
Govt Girls Gizri College Zamzama, Karachi
• Higher Secondary Certificate, 2008
• B Grade (69%)
Dr. Saras School, Karachi
• Secondary School Certificate, 2006
• B Grade (69%)

HONOURS / ACHIEVEMENTS
• Awarded Gold Medal for First Position in BS Statistics, 2013.

SKILLS:
• Microsoft Office
• SPSS
• Eviews 6 and 7
• ITSM

MAJOR TERM PAPER
• Econometrics: Impact of gold prices on stock market returns
• Finance: Financial Analysis of Textile Sector of Pakistan
• Marketing: Analysis on Marketing Strategies of Hilal Confectionary
• Management: How employee engagement differs in family own firms and NMCs?
• Micro & Managerial Economics: How money demand determined in an economy?

EXPERIENCE:
Kassim Textiles, Quality Control Department, Interned.
Byco Petroleum, Procurement Department, Interned.
• Documented a complete study on Oil Pricing Mechanism History in Pakistan

EXTRACURRICULAR ACTIVITIES
• Follow service quality seminars especially of keynote speaker Ron Kaufman.
• Avid reader of economic issues available on World Economic Forum website.
HIRA ALAVI
hiraalavi@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA) Major in Marketing
• Cumulative GPA: 3.75
  Electives:
  • Brand Management
  • Integrated Marketing Communications
  • Consumer Behavior
  • Advertising
  • Direct and Digital Marketing
  • PR and Event Management
  • International Marketing
  • Distribution and Channel Management
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 3.31
D.A. Degree College for Women, Phase VIII, Karachi
• Higher Secondary Certificate, 2009
• A-1 Grade (82.91%) – First Position Holder in Karachi Board of Intermediate Education

P.E.C.H.S. Girls’ School, Karachi
• Secondary School Certificate, 2007
• A-1 Grade (86.11%)

HONORS/ACHIEVEMENTS:
• Merit Scholarship at Institute of Business Management from 2009 to 2013
• First position holder in Board of Intermediate Education Karachi in the year 2009. Secured first position among 30,392 students

SKILLS:
• Proficient in the use of Microsoft Word and Microsoft PowerPoint
• Good communication skills in English and Urdu
• Good debater and an eloquent speaker.
• Creative writing and idea generation skills
• Possess good presentation skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand extension plan for Ol’frute.
• Integrated Marketing Communication: IMC plan for Jubilee Chocolate
• Consumer Behavior: Project on the role of colors in Advertising and Marketing
• Advertising: How advertising is done by advertising agencies
• Public Relations and Event Management: Organized an event Preventive Management of Floods and Rain in Sindh
• Direct and Digital Marketing: Project on digital marketing plan for Kolson Pasta
• International Marketing: Prepared a case study on the mkt. issues related to Medora of London
• Distribution and Channel Management: A project on the distribution and channel management of Reckitt Benckiser Pakistan

INTERNSHIP/WORK EXPERIENCE:
GlaxoSmithKline Pakistan, Marketing and Sales Dept., Management Trainee from 2015 to present
GlaxoSmithKline Pakistan, Pharmaceutical Marketing Dept., Marketing Intern from June to July 2013
Reckitt Benckiser Pakistan, Sales Department, Sales Executive from May to August 2012

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Deputy Head Marketing and Promotions of Mathematics Society at IoBM
• Participated in LEC (Ladies Fund Entrepreneurship Conference)
• Attended elocution, debate competitions, plays, speech competitions, milad, classical singing
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Bi-Majors in Marketing & Supply Chain Management
• Cumulative GPA: 3.02

Electives:
• Sales Management
• Consumer Behavior
• ERP System Design & Implementation
• Procurement & Inventory Management
• Brand Management
• Supply Chain Management
• Advertising
• Business Process Re-engineering

Institute of Business & Technology, Karachi
• Bachelor of Business Administration, 2012
• Cumulative GPA: 3.61

DA Degree College For Men, Karachi
• Higher Secondary Certificate, 2009
• B Grade (62.27%)

St. Paul’s English High School, Karachi
• Secondary School Certificate, 2007
• A-1 Grade (84.82%)

HONOURS / ACHIEVEMENTS:
• Awarded Summa Cum Laude Academic Distinction during BBA

SKILLS:
• Proficiency in MS-Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Brand Management: Conducted brand audit for Magnum.
• Sales Management: Conducted research on sales training practices in Banking Industry.
• Advertising: Prepared advertisement campaign for Jubilee Insurance.
• Business Process Re-Engineering: Prepared process re-engineering report for The Indus Hospital.
• Supply Chain Management: Research Paper on Bullwhip Effect.
• ERP: Research on ERP Life Cycle in Pepsi Co.

INTERNERSHIP/WORK EXPERIENCE:
Atlas Asset Management Company, Marketing & Sales department, Interned from June to August 2014
• Ramzan campaign for Atlas Meraj Funds.
KANCHAN KOMAL
kanchan.motlani@yahoo.com
Graduation: 2015

EDUCATION
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.15

  Electives
  • Sales Management
  • Public Relations & Event Management
  • Advertising
  • Brand Management

Govt. College of Commerce & Economics, Karachi
• Bachelors of Commerce, 2011
• 1st Division (67.72%)

Khatoon-e-Pakistan Govt. Degree College, Karachi
• Higher Secondary Certificate, 2009
• B Grade (62.09%)

Trinity Methodist Girls’ Higher Secondary School, Karachi
• Secondary School Certificate, 2007
• A Grade (78.94%)

SKILLS:
• Well equipped with MS Word & PowerPoint, sufficient know how of MS Excel.
• Communication & linguistic skills
• Flexibility & Adaptability, sense of urgency
• Ability to effectively prioritize multiple projects, meet deadlines, and to co-ordinate and co-operate with a diverse workforce.

MAJOR TERM PAPERS/PROJECTS:
• Brand activation of Dettol
• Brand audit of Pantene
• Launched a new product for Continental Biscuits – Koffeans
• Comprehensive business plan of Emergency vehicle assistance under the name of Car-ease
• Arranged an event Entrepreneurship 360

INTERNSHIP/EXPERIENCE:
Sui Southern Gas Company, CCD and CSR, Interned from June to August 2015
• media planning of a campaign Gas Conservation, print ads, content development for magazine Flame, event management, corporate video shoot, press releases, media snapshot and making proposals for CSR initiatives, identifying gaps and corporate visits.

Coca Cola Beverages Private Limited, Coke Quest Program 2015
• Training on hard core marketing of beverages industry, learning & development center and Sales activation, represented CCBPL as a sales officer and managed the client’s orders and complains
• Together Strategic & Development Consultants, Interned from June to August 2014
• Creative development, formulating strategies and making proposals for an NGO (Taraqee Foundation and KCDR), recruitment, and sales.

EXTRACURRICULAT ACTIVITIES/HOBBIES:
• Member of Rotract Club at IoBM
• Volunteered for Orange Tree Foundation in their fund raising event, Conducted workshop for underprivileged at Noor Muhammad Village; Delivered considerable time in managing and leading activities in community events.
• Member of the training program on Train the Future Trainers by Flow
• Attended three day workshop FLP (future leaders program) arranged by Flow Pakistan.
LALARUKH ADIL
lalarukh22adil@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Bi-Majors in Marketing and Human Resource Management
• Cumulative GPA: 3.17

Electives:
• Brand Management
• New Product Development
• Salary And Compensation
• Recruitment And Selection

Jinnah University For Women, Karachi
• Bachelor of Commerce, 2011
• 1st Division (85.29%)

DA College for Women, Karachi
• Higher Secondary Certificate, 2009
• A Grade (78%)

La Canadiana children Academy, Karachi
• Secondary School Certificate, 2007
• A-1 Grade (85.64%)

SKILLS:
• Proficient in MS Office
• Good Interpersonal and communication skills
• Teaching & coaching skills

MAJOR TERM PAPERS / PROJECTS:
• Brand Management: Brand Audit of Pepsodent & Brand Activation of Dalda
• Sales Management: Key Account Management at International Brands Pvt. Limited
• Employee Training and Development: Training on safety and security for an educational institute
• Marketing Management: Developed a whole new product and prepared the marketing plan of the product.
• New Product and Development: Introduce a new concept of customized jewellery with whole marketing plan
• Salary And Compensation: Report on retirement benefits of Meezan Bank Limited

INTERNSHIPS/WORK EXPERIENCE:
Meezan Bank Limited, Risk management Department, Interned from July 2015 to August 2015
• Financial analysis of textile industry in Pakistan.

EXTRACURRICULAR ACTIVITIES
• Marketer Marketing Society at IoBM
• Volunteered in CEO Summit Conference
• Volunteered in 5th International Conference on Business Management
• Awarded Best Performance of the year at school
MOHAMMAD BILAL MUMTAZ
m.bilal.mumtaz@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing
• Cumulative GPA: 3.1

  Electives:
  • Brand Management
  • Industrial Marketing
  • Services Marketing
  • Direct and Digital Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 2.86

Private, British Council, Karachi
• A – Levels, 2009
• 2 Bs

Falconhouse Grammar School, Karachi
• O - Levels, 2008
• 2 As, 4 Bs and 3 Cs

HONOURS / ACHIEVEMENTS:
• Google Certified Professional (Adwords & Analytics), 2014-2015

SKILLS:
• Adwords Digital Marketing
• DoubleClick Digital Marketing
• Sizmek Digital Marketing
• Facebook Digital Marketing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Method in Business Research: Brand project analysis of integrating SPSS software
• Financial Management: Financial feasibility analysis of Abbot, GSK, Johnsons & Johnsons

INTERNSHIP/WORK EXPERIENCE:
Shell Pakistan Limited, Marketing Department, Interned from May 18 to July 1, 2013
• Case study and report on Cost and Volume Optimization of Gantry, Pumps and Tanks.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Health Camp 2014 by CBM Society of Health Managers (CSHM) at IoBM
• Semi Finalist - CIMA Global Business Challenge 2011
• Semi Finalist - Digital Minds Competition
• Director Club Services at Rotract Karachi
MOHAMMAD MIR AHSAN UDDIN

mmirahsan@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.00
  Electives:
  • Advertising
  • Brand Management
  • Public Relations & Event Management
  • Sales Management
University of Karachi
• Bachelor of Commerce, 2008
• 1st Division (62.81 %)
DA Degree College for Men, Karachi
• Higher Secondary Certificate, 2006
• A Grade (72.72%)
St. Patrick’s High School, Karachi
• Secondary School Certificate, Year 2004
• A-1 Grade (82.11%)

SKILLS:
• Communication Skills
• Creative Thinking
• Negotiation Skills
• Computer literacy skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand Plan of K&N’s Chicken.
• Advertising: Commercial Brief and Budgeting of a New Travelling Agency
• Event Management: Live Discussion on Importance of Higher Education with Faculty and Students
• Sales Management: Sales Forecasting and Budgeting of Herbion Pharmaceutical

INTERNSHIP/WORK EXPERIENCE:
Agri Auto Industries Limited, Marketing Department, Interned June 2015 to July 2015
KPMG, Audit Intern from January 2010 to August 2010

EXTRACURRICULAR ACTIVITIES:
• Volunteered for a CSR Conference.
• Playing Football
MUAWIYA YOUNUS
muawiyayounus90@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.15
  Electives:
  • New Product Development
  • Brand Management
  • Sales Management
  • Distribution and Channel Management
University of Karachi
• Bachelor of Commerce, 2011
• 1st Division (62%)
DA Degree College, Karachi
• Higher Secondary Certificate, 2009
• A Grade (70.27%)
Clifton Grammar Junior & Senior School, Karachi
• Secondary School Certificate, 2007
• A Grade (74%)

SKILLS:
• Problem Solving
• Communication Skills
• Team Player

MAJOR PROJECTS:
• Brand Management: Brand activation of Brite and brand audit of Surf Excel
• Marketing Management: Marketing plan and product launch of a new biscuit Koffeans
• Methods in Business Research: Research on Suzuki Dealership Network Customer Satisfaction; Research on Consumer Behavior regarding Smartphones
• Principles of Marketing: Marketing Plan of a new product Sugarcanno

INTERNSHIP/WORK EXPERIENCE:
GroupM Pakistan, Interned from June to August 2015
• Visited to live cooking shows and Iftar Transmissions in order to ensure proper integrations

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Future Leaders Program (FLOW)
• Train the Future Trainer (FLOW)
• Gaming & gadgets
MUDDASSIR S/O ZAKARIA
aryanz273@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.02
  
  Electives:  
  •  Service Marketing  
  •  Sales Management  
  •  Consumer Behavior  
  •  Strategic Marketing and Planning

University of Karachi, Karachi
• Bachelor of Business Administration, 2011
• Cumulative GPA: 3.21

Govt. National College, Karachi
• Higher Secondary Certificate, 2007
• C Grade (58.54%)

Guards Public School, Karachi
• Secondary School Certificate, 2004
• A Grade (74.82 %)

SKILLS:
• Research  
• C++  
• Candela ERP system  
• Content Development

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Marketing: Strategy Design of Coca-Cola Beverages
• Seminar in Economic Policy: Bad Effect of Cola Drink on Health
• Methods in Business Research: Low Sales of Coca-Cola in conjunction with Pepsi in Karachi
• Marketing Management: Detailed Project on Marketing practices of Dalda Foods
• E-commerce: Security issues involved in online business
• Services Marketing: Detailed report on Services Design of Microsoft Pakistan

INTERNSHIP/WORK EXPERIENCE:
Elite Travels and Toursisms Services, Marketing Intern from July to August 2015
• Social Media Marketing and Print Media Marketing
Mausummery Textiles, Retail Business Intern from May to June 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member Executive Council, Mentors Society
• Member Media Society
• Reading current affairs & history
MUHAMMAD FAHAD ARAB
m.fahadarab@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing
- Cumulative GPA: 3.49
  
  Electives:
  - New Product Development
  - Distribution & Channel Management
  - Brand Management
  - Direct & Digital Marketing
  - PR & Event Management
  - Industrial Marketing
  - Advertising
  - Consumer Behavior

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration (Hons.), Major in Marketing, 2013
- Cumulative GPA: 2.87

Bahria College Karsaz, Karachi.
- Higher Secondary Certificate, 2009
- A Grade (75.27 %)

Happy Home High School, Karachi
- A-1 Grade (84.23%)

HONORS & ACHIEVEMENTS:
- 2nd Position - Video Rama Contest for making the ad of Blackberry Smart Phone, April 2011
- Award of Distinction from the Board of Matriculation Karachi, 2007
- 1st Position - Art Competition, 1998

SKILLS:
- Creative and innovative in advertising and promotion
- Time management skills and organized
- Command in MS Word, Power Point and Excel
- Fluent in English and Urdu

MAJOR TERM PAPERS:
- Advertising: Report on the strategies in detail for the re-launch of Fair Menz by Skincare
- Consumer Behavior: Survey report on Consumer Advertisements Retention Factors
- Brand Management: Launch of brand extension for Medicam by the name Medicam – Go
- Distribution & Channel Management: Analyzed detailed distribution structure of Reckitt Benckiser
- Direct & Digital Marketing: Internet marketing strategies for Fair Menz by Skincare
- New Product Development: Launch of new product HiLo-adjustable heels for working women

INTERNSHIP/WORK EXPERIENCE:
United Bank Limited, Financial Institutions Department, Interned from May 2013 to July 2013
- Research about potential clients and drafting credit approvals.

EXTRACURRICULAR ACTIVITIES:
- Member of The Management Society at IoBM.
- Participated in Young Leader’s Conference 2012 organized by School of Leadership
- Volunteered for Dawn Special Events held at Expo Centre Karachi, 2012
- Participated in Mind the Gap with Sidra Qubal on Business Plus TV, 2011
- Youth Activist under the Debater Category by Blinck International Youth Day, August 2011
- Organized an event MAX - Free the Beach and Save the Environment, March 2011
MUHAMMAD JUNAID MOHSIN

std_8758@iobm.edu.pk

Graduation: 2015

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

Electives:
• Digital & Direct Marketing
• Social Marketing

• Marketing Analytics
• Advertising Management & Strategy

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 2.57

Adamjee College, Karachi
• Higher Secondary Certificate, 2008
• A Grade (71.09%)

Hamdard Public School, Karachi
• Secondary School Certificate, 2006
• A-1 Grade (86.11%)

HONORS/ACHIEVEMENTS:
• Hubspot Inbound Marketing Certification from Hubspot Academy, 2015

SKILLS:
• Proficient at MS Word, PowerPoint and Excel.
• Proficient at Axure RP (Wireframing Software)
• Inbound and Outbound Marketing Skills

MAJOR TERM PAPERS / PROJECTS:
• Advertising Management & Strategy: Term paper on Slice Juice Advertising Strategy
• Marketing Analytics: Case study on the failure of Fanta Citrus
• Brand Management: Term paper on Tapal brand extension

INTERNSHIP/WORK EXPERIENCE:
Gaditek (A disrupt.com Company), Marketing Department, Digital Marketer from May 2015 to present
• Execution of different inbound and outbound digital marketing tactics and strategies.

Novo Nordisk Pharma, Commercial Effectiveness & Purchase Department, Interned from September to December 2013
• Carried out various tasks related to Commercial Marketing and Administration.

Abbott Laboratories, Finance & Distribution Department, Interned from May to July 2012
• Assisted in completion of various tasks related to finance and distribution.
MUHAMMAD RIZWAN AHSAN
riz67@yahoo.com
Graduation: 2015

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

Electives:
• Sales Management
• Brand Management
• Distribution & Channel Management
• Advertising

University of Karachi, Karachi
• Bachelor of Commerce, 2011
• 2nd Division (57.09%)

Govt. Degree Science College, Malir Cantt., Karachi.
• Higher Secondary Certificate, 2009
• B Grade (68.55%)

Bright Career School Landhi, Karachi.
• Secondary School Certificate, 2007
• A-1 Grade (82.82%)

HONOURS / ACHIEVEMENTS:
• Scholarship by Sindh Endowment Fund from Education & Literacy Department, Govt. of Sindh

SKILLS:
• Team Building and Leadership
• MS Office
• Good Interpersonal communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand audit report of Maria.B and brand activation of Harpic
• Sales Management: Report on key account management of J&J by IBL
• Distribution & Channel Management: Report on Distribution Channels of DHL.
• Advertising: 360 degree campaign for a new brand of tourism
• Principle of Marketing: Marketing plan for launching a new product of Shan Foods
• Marketing Management: Launched a new product Jell ‘O’ Fun

INTERNSHIP / WORK EXPERIENCE:
• Karachi Lubricants (Pvt.) Limited, Customer Service & Sales Executive from July 2015 to present
• Allied Services International (Pvt) Ltd., Marketing & Sales Intern from May to June 2015

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Reading newspapers, books & articles
• Internet Surfing
• Volunteer at 5th International Conference of Business Management (ICoBM 15)
• Certification by Train The Future Trainer (TFT) – Flow
• Member of the training program on Talent of Pakistan by Flow.
MUHAMMAD UMNAIR HAMDANI

umair_hamdani@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing
- Cumulative GPA: 3.11

Electives:
- Brand Management
- Distribution and Channel Management
- Integrated Marketing Communications
- Sales Management

University of Karachi, Karachi
- Bachelor of Commerce, 2011
- 2nd Division (54.63%)

Commecs Institute of Business and Emerging Sciences, Karachi
- Higher Secondary Certificate, 2009
- A Grade (70.55%)

M.B.C.S, Karachi
- A1 Grade (83.64%)

SKILLS:
- Leadership Skills
- Negotiation Skills
- MS Office
- Interpersonal Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Brand Management: Rebranding HICO Ice Cream Pakistan.
- Distribution & Channel Management: Case Study on, Cold Chain Distribution Practice at Engro Foods.
- Integrated Marketing Communications: IMC practices at Engro Foods Fresh Dairy Segment.
- Methods in Business Research: Consumer Behavior, Pricing and Taste of National Foods Frutity
- Marketing Management: Launched Health Cookies in Collaboration with Bisconni

INTERNSHIP/WORK EXPERIENCE:
ENGRO FOODS LTD, DairySales, Territory Manager from 06/22/2015 to Present
- Managing General Trade and Whole Sale segment.

ENGRO FOODS LTD, Marketing, Project Intern from 10/14/2014 to 12/15/2014
- Devised potential outlets when Fresh Dairy Brand was planning to enter General Trade

ENGRO FOODS LTD, Marketing, Summer Intern from 06/16/2014 to 08/15/2014
- Brand Activation and Customer Relationship, Ramadan Campaign for Fresh Dairy.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- President - Marketing Society of IoBM, 2014-2015
- Sub-Editor, CIBES College Magazine, 2008-2009
- Sports
NABIHA SAIF
nabihasaif@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.32

Electives:
• Sales Management
• International Marketing
• Brand Management
• Consumer Behavior
• Advertising and Promotion

• Services Marketing
• Retail Management
• Market Research
• Strategic Marketing

Bahria University, Karachi
• Bachelor of Business Administration, 2013
• Cumulative GPA: 3.52

Khatoon e Pakistan Girls Govt. College, Karachi
• Higher Secondary Certificate, 2008
• B Grade (64.55%)

Brilliant Scholar’s Academy, Karachi
• Secondary School Certificate 2006
• A-1 (80.47%)

SKILLS:
• Time Management
• Flexibility/Adaptability
• Leadership

• Team Player
• MS Office
• Online Research and Report Writing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand Activation of D-Man Styling Gel
• Organizational Behavior: Training programs run by Engro Eximp to enhance the ability of organization members.
• Marketing Management: Term Project on KFC Management Change.
• Principles of Marketing: Marketing plan for newly introduced confectionary MACBURY
• Principles of Management: Project on CSR activities of Lucky Cement

INTERNSHIP/WORK EXPERIENCE:
Interflow Communications, Interned September to October 2015
• Worked in Strategy Planning, Media, and Creative Departments

National Bank of Pakistan, Interned from June to August 2011
• Worked in Clearing, Remittance, Deposit, Accounts and Cash Departments

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Director of Communications - Marketing Society at IoBM, 2014-2015
• Member Marketing Society at IoBM, 2013-2014
• Assistant General Secretary of Youth Parliament at Bahria University,
• Member of Event Management Club and Dramatics Club at Bahria University, 2010-2012
• Play cricket and badminton
• Watch cricket, tennis, darts and football
• Read geographical and religious books
SAHER DANISH
rehmansaher@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.06
  Electives:
  • Strategic Marketing and Planning
  • Event Management
  • Services Marketing
  • Industrial Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2010
• Cumulative GPA: 2.72

Degree College Cantt., Karachi
• Higher Secondary School Certificate, 2004
• A Grade (78.18%)

Shaheen Public School, Karachi
• Secondary School Certificate, 2002
• A1 Grade (81.52%)

SKILLS:
• Proficient in use of Microsoft Word and PowerPoint
• Good communication and presentation skills
• Capable of leading team(s)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Methods in Business Research: Conducted a detailed research on Awareness of Hepatitis B in Women
• Consumer Behavior: Needs and Motivation & its Marketing implications
• Advertising: Term report on Ad Appeals and its Marketing Implications.

INTERNSHIP/WORK EXPERIENCE:
Dadex Eternit Ltd., Interned from July to September 2009
• Marketing research analysis of Dadex customer services with a view that where Dadex actually stands in the minds of its customers and where it needed to improve

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Volunteered Shell Tameer’s event at IoBM organized by Shell and SMEDA
• Member of Marketing Society at IoBM
• Reading marketing articles and economics journals
SAHRISH NASEER
sahrish.naseer@gmail.com
Graduation: 2015

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

Electives:
• Integrated Marketing Communications
• Retail Management
• Public Relations
• Media Planning

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (Hons.), 2013
• Cumulative GPA: 3.16

The Foundation Public School, Karachi
• A - Levels, 2009
• 1 B, 2 Cs and 1 D

The Mama Parsi Girls Secondary School, Karachi
• O - Levels, 2006
• 4 As and 6 Bs

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Integrated Marketing Communications: Research on IMC Implementation in Kolson Foods
• Brand Management: Launched a new brand of instant drink for Shan
• Direct and Digital Marketing: Created a direct and a social media campaign for Miranda
• Retail Management: Research on Zubaida’s Retail Strategy (countrywide)
• Media Planning: Designed a complete Media Plan for Searle Vitamin Water

INTERNSHIP / WORK EXPERIENCE:
Herbion Pakistan, Pakistan Operations Department, Marketing Services Officer from September 12, 2013 to August 13, 2014
Herbion International, Pakistan Operations Department, Management Trainee from June 12 to September 11, 2013
GroupM, Corporate Department, Interned from July 4 to August 12, 2011
Radio1FM91, Marketing Department, Interned from June 16 to July 11, 2008
SAJJAD HUSSAIN SHAIKH
sajjadhshaikh@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.0
  Electives:
  • Media Planning
  • Social Marketing
  • Direct and Digital Marketing
  • Marketing Analytics

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 2.60

Bahria Foundation College, Khairpur
• Higher Secondary Certificate, 2006
• A Grade (73.72 %)

Bahria Foundation College, Khairpur
• Secondary School Certificate, 2004
• A Grade (79.52%)

SKILLS:
• Quick Learner
• Ability to work in team and independently
• Good Communication Skills
• Proficient in MS Office (Word, PowerPoint and Excel)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Consumer Behavior: Does color matter in building brands.
• Brand Management: Launched a flavored drink.
• Methods in Business Research: Research project on Facebook advertisements
• Media Planning: Re-launched Cocomo Biscuit by using different channels of media
• Marketing Analytics: Worked on different strategies for Dollar Pen to increase Sales
• Social Marketing: How does poverty affect humanity?

INTERNSHIP/WORK EXPERIENCE:
• Sui Southern Gas Company Limited, Interned during Fall 2012 for 6 weeks
• Engro Foods Limited, Interned from May 13 to July 1, 2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing cricket and badminton.
• Reading books based on history and politics.
• Participated in sports competition, debates and had been awarded certificates for participation at college level
• Organized and participated in informational seminars and workshops
SANIA KHURSHEED  
saniya.kahren@gmail.com  
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi  
• Master of Business Administration (MBA), Major in Marketing  
• Cumulative GPA: 3.07

Electives:  
• Advertising  
• Sales Management  
• Brand Management  
• PR and Event Management

DA Degree College for Women, Karachi  
• Bachelor of Science, 2011  
• 1st Division (69.14%)

DA Degree College for Women, Karachi  
• Higher Secondary Certificate, 2009  
• B Grade (61.18%)

DHA High School, Phase 4, Karachi  
• Secondary School Certificate, 2007  
• A-1 Grade (80.23%)

SKILLS:  
• MS office  
• Interpersonal communication skills  
• SPSS  
• Flexible

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:  
• Strategic Management: Industry Analysis of Engro Polymer  
• Advertising: New ad campaign of IGI Insurance  
• Marketing Management: Launched a new product Brownie Bytes  
• Principles of Marketing: Launched Organic Cafe

INTERNSHIP (S)/WORK EXPERIENCE:  
Pakistan State Oil (PSO), Interned from May to July 2015

EXTRACURRICULAR ACTIVITIES / HOBBIES:  
• Facilitator CSR Conference 2015 at IoBM  
• Reading books
SARAH MASHHOOD
sarahmzak@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.07
  Electives:
  • Services Marketing
  • Social Marketing
• Sales Management
• Event Management

Government Commerce College for Women, Karachi
• Bachelor of Commerce, 2009
• 1st Division (61.54%)

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2005
• A Grade (77.09)

St. Joseph’s Convent School, Karachi
• Secondary School Certificate, 2003
• A Grade (79.17%)

HONOURS / ACHIEVEMENTS:
• Awarded the best throwball player award at Dawood Public School
• Awarded the best student award at St. Joseph’s Convent
• Awarded the best student award at Aga Khan Higher Secondary School
• Moderated panels and conducted sessions at various youth events
• Hosted a crowd of 3,500 students at IoBM at the event ‘Challenges Ahead’ organized by The Management Society

SKILLS:
• Interpersonal Communication Skills
• Project Management Skills
• Business Writing Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Services Management: An Event Management Company Proposal
• Social Marketing: Anti-Doping Campaign – Say Nope to Dope!
• Consumer Behavior: Report and presentation on Colgate Total
• Marketing Management: Candyland and Ismail Industries
• Corporate Governance: A report on Meezan Bank Ltd
• Methods in Business and Research: A report and analysis on Horlicks

INTERNSHIP/WORK EXPERIENCE:
Tune.TV, General Manager Marketing & Operations from October 2015 to present
The Indus Entrepreneurs (TiE) Karachi, Executive Director from August, 2015 to present
School of Leadership (SoL), Torque, SoL Foundation, TiE & TRG, Corporate Communications from 2011 to 2013
PICIC Bank Limited, Interned from June 1 to July 31, 2004

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• President, The Management Society at IoBM
• President, Sports Society at AKHSS
• Hosted & emceed events at IoBM and as a freelancer
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.00
  Electives:
  • Integrated Marketing and Communication
  • New Product Development
  • Advertising
  • Social Marketing
  • Brand Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2012.
• Cumulative GPA: 2.62

New Ali Garh College, Tando Adam
• Higher Secondary Certificate, 2008
• A Grade (75.09%)

Haji Roshan Din Boys High School, Tando Adam
• Secondary School Certificate, 2006
• A-1 Grade (80.82%)

SKILLS:
• English, Urdu, Sindhi and Punjabi
• Proficient in MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Made a service product Thematic Places
• Telecom industry analysis and developed a report on Warid’s attractiveness and competitiveness in the market
• A Study of Organizational Behavior Practices at Unilever
• Developed a report on the Pakistan’s industrial products competitiveness in comparison with rest of the world
• Brand extension of Olper’s Milk to Olper’s Lassi
• Made the Feasibility report on an entrepreneurial product Solar Backpacks
• Detailed research on Illicit Drug impact on the society and economy
• Developed the feasibility report on event project Pakistan Premier League

INTERNSHIP/WORK EXPERIENCE:
Renowned Media Channel, Marketing Executive from February 2013 to September 2014
Synergy Advertising, Blah Magazine, Brand Ambassador from April to August, 2011

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Participated in various national business competitions
• Best debater in inter-school debating competition, 2006
• Reading current affairs, holy books and playing cricket
SHEHZAD USMAN

shehzad.usman91@gmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing
  • Cumulative GPA: 3.20

  Electives:
  • Advertising
  • Social Marketing
  • Integrated Marketing Communication
  • Treasury and Fund Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
  • Cumulative GPA: 3.20

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2009
  • A Grade (77.73%)

Mama Baby Care School, Karachi
• Secondary School Certificate, 2007
  • A Grade (78.94%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Financial Assistance at IoBM, 2010

SKILLS:
• Can work with people from different backgrounds
• Analyzing and Forecasting Skills
• Ability to absorb pressure
• Conflict Resolution

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Brand Management: Brand launch of Olpers Jam by covering all aspects of a brand Mgmt.
• Direct and Digital Marketing: Digital Campaign on Fair Menz
• Advertising: 14th Street Pizza Ad highlighting new features of Pizza
• Distribution and Channel Management: Analyzed the whole distribution system of AbuDawood Pakistan
• Social Marketing: Analyzed the condition of Child Labor in Pakistan and suggested remedies
• Consumer Behavior: Analyzed the psyche of shopaholic consumers

INTERNSHIP/WORK EXPERIENCE:
Engro Fertilizer, Marketing Services Department, Interned from August to September 2012
• Research on forecasted world growth of agriculture to plan fertilizer production and coordinated on a brand launch of ENVY

EXTRA CURRICULAR ACTIVITIES:
• Participated in Zenith Leadership and Development Conference at IoBM, 2012
• Reading international relations, politics, religion & history
• Travelling
SIDRA KANWAL
sidra.kanwal@awamiawaz.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
  • Cumulative GPA: 3.08
  Electives:
  • Strategic Marketing & Planning
  • Advertising
  • Industrial Marketing
  • Brand Management
  • Consumer Behavior

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Commerce), 2013
  • Cumulative GPA: 2.81

Guards Public College, Karachi
• Higher Secondary Certificate, 2009
  • C Grade (57.36%)

ETN High School, Karachi
• Secondary School Certificate, 2007
  • C Grade (58.9%)

SKILLS
• Teaching & training
• Social Networking
• Counseling
• Responsibility & Flexibility
• Event Management & Planning
• Customer Service
• Interpersonal communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising: Advertising Plan for Sunsip Limopani
• Environmental Studies: Water Waste Management at IoBM
• Human Resource Management: Conducted detailed HR Survey at SSGC
• Personal Management: Conducted survey on Employee Development Training at AMS
• Strategic Marketing and Planning: Conducted survey on Engro Foods Ltd. for innovation in company
• MARKETING MANAGEMENT: The new products and trends of market adopted by Bonanza

INTERNSHIP/EXPERIENCE:
Awami Awaz Media Group, Business Coordinator from June 2014 to present
• Communication with internal stake holders on project development, timelines, and results and look after Marketing and Sales for the newspaper

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Director-Club Services at Rottract Club of IoBM, 2013
• Sports, traveling, music & movies, active participation in sports and in different kinds of social activities
SIDRAH SAEED
saeed.sidrah@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.00

Electives:
• Brand Management
• Advertising
• Integrated Marketing Communications
• Sales Management

Shaheed-e-Millat Govt. Degree College for Women, Karachi
• Bachelor of Commerce, 2010
• 2nd Division (58.45%)”

Mehran Girls College F.B. Area, Karachi
• Higher Secondary Certificate, 2007
• A Grade (70.54 %)

St. Patrick’s Girls’ High School, Karachi
• Secondary School Certificate, 2005
• A Grade (74.23 %)

SKILLS:
• MS Office, SPSS, MS Project
• Content writing
• Good managerial, leadership and interpersonal skills
• Adaptive and eager to learn new skills/tasks

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Comprehensive brand audit on Tapal Iced Tea
• Advertising: Creative brief, story board, TVC and print ad of Murree Brewery Malt Drink
• Strategic Marketing and Planning: Case study on Tiger Biscuit
• Marketing Management: Case study on Lawrencepur
• Marketing: Comprehensive Marketing Plan on The Body Shop
• Integrated Marketing Communications: Term report on Dalda Foods Private Limited

INTERNERSHIP/WORK EXPERIENCE:
Cybernet, Corporate Sales, Corporate Sales Coordinator from September 1, 2015 to present
• Managing all pre-sales and post-sales operational activities pertaining to Customer Relationship Management

Ecommerce Gateway Pakistan Pvt. Ltd., Communication Department, Communication Executive from April 1, 2015 to August 31, 2015
• Worked for the exhibition Health Asia 2015. Made international sales for the exhibition stalls, international client servicing and made arrangements for the event

Ecommerce Gateway Pakistan Pvt. Ltd. Interned from January 23 to March 6, 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Swimming, jogging & reading
SYED MAAZ ASAD ALI
maaz.asad01@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.17
  Electives:
  • Integrated Marketing Communication
  • Public Relations and Event Management
  • Social Marketing
  • International Marketing
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 2.7
Beaconhouse School System, Karachi
• A – Levels, 2009
  • 1 B & 2 Cs
Beaconhouse School System, Karachi
• O - Levels, 2007
  • 7 As, 1 B & 1 C

SKILLS:
• Proficient in Microsoft Word, Excel and Power Point
• Good command over English and good public speaking skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Introduced Olpers Lassi for the term project and learned how to manage a brand
• Integrated Marketing Communication: Designed a marketing campaign for Atlas Honda
• Advertising: Learned how brands advertise, what elements are necessary to successfully advertise a product and make it affective
• Social Marketing: Designed a marketing campaign Awareness of Thalassemia in Pakistan

INTERNERSHIP/WORK EXPERIENCE:
Babson & Noller Corporation, Online Marketing Specialist, from 2013 to present
• Managing the company’s presence over digital mediums like Alibaba.com, Facebook etc
Agribusiness Support Fund (USAID), Marketing Department, Interned from June to August 2012
• Visited Interior Sindh to find out what issues plagued the farmers and how to overcome them

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Head Boy in School
• Active participant in debates and discussions
• Writing and blogging
• A very avid reader
• Staying up to date with current happenings
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
  • Cumulative GPA: 3.0
  Electives:
  • Marketing Analytics
  • Consumer Behavior
  • Brand Management
  • Advertising
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Joint Hons.), 2013
  • Cumulative GPA: 3.0
Private, British Council, Karachi
• A - Levels, 2009
  • 1 A and 2 Cs
Happy Home School, Karachi
• O – Levels, 2006
  • 1 A, 2 Bs, 5 Cs and 2 Ds
HONORS/ACHIEVEMENTS:
• Harvard Manage Mentor Certification Program for Presentation Skills and Strategic Thinking
SKILLS:
• Data Analysis and Insight generation
• Competitor Analysis
• Retail strategy development
• Team Player with good communication skills
• Goal and achievement oriented
RESEARCH WORK:
• Wrote research paper on TV Banking
• Research report on Risk Forecasting in Pakistan
WORK EXPERIENCE:
AC Nielsen Pakistan, Retail Measurement Services, Client Service Executive from: March 2014 to present
AC Nielsen Pakistan, Retail Measurement Services, Interned from January to February 2014
• Worked over Philip Morris Pakistan (PMI) account and was responsible for monthly reporting and business development
JS Bank Limited, Finance and Treasury Department, Interned from June to July 2012
• Worked with money market and forex instruments to understand investment strategies
TCS Express, Finance Department, Interned from July to August 2013
• Worked in payments and receivables divisions for the operations of TCS Express
EXTRA CURRICULAR ACTIVITIES/HOBBIES:
• Conducted an event of Imran Khan on Youth empowerment at Marriot Hotel Karachi, 2008
• Organized a seminar and panel discussion on Ethics of Media for Media Society at IoBM
• Head of Research and Publications, Egalitarians (Economics Society) at IoBM
• Attended Zenith Leadership Conference, 2013
• Member Rotract Club for social services and welfare
• University Coordinator for the CIMA Global Business Competition 2013
SYED MUHAMMAD ZAFEER HASAN
s.m.zafeer.hasan@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA: 3.08
• Electives:
  • Brand Management  • New Product Development
  • Distribution & Channel Management  • Sales Management

Institute of Business Education (IBE), Karachi
• Bachelors of Commerce, 2010
  • 1st Division (60.90%)

Institute of Business Education (IBE), Karachi
• Higher Secondary Certificate, 2008
  • A Grade (73.90%)

St. Patrick High School, Karachi
• Secondary School Certificate, Commerce, 2006
  • A Grade (74.82%)

SKILLS:
• Problem Solving
• Analytical & Presentation Tools
• Team Building & Leadership Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand activation of Clear Shampoo and brand audit of Sunlight Detergent
• Entrepreneurship: Business plan of EVAC (Car-Ease)
• New Product Development: Product launch of a new biscuit Koffeans
• Marketing Management: Marketing plan and product launch of a new biscuit Jel-o-Fun
• Methods in Business Research: Factors influencing consumer behavior of smartphone users

INTERNSHIP/WORK EXPERIENCE:
Pak Suzuki Motor Company Limited, Marketing Division, Interned from June to July 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Future Leaders Program (FLOW)
• Train The Future Trainer (FLOW)
• Cost management & budgeting, Applied accounting (Skill Development Council Karachi)
• Event Management (Organizer event Talent of Pakistan)
• Public speaking & training at different universities
• Team Leader of Volunteer Committee at ICoBM 15
• Best speaker award at Iqra University
• Attending team building & Training session
TAIMUR KHAN

taimurkhan10630@hotmail.com

Graduation: 2015

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

  Electives:
  • Brand Management
  • International Marketing
  • Strategic Marketing and Planning
  • Integrated Marketing Communication

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013

Government Premier College Karachi
• Higher Secondary Certificate, 2009
• B Grade (66.09%)

The City School, Karachi
• O - Levels, 2007
• 2 Bs, 1 C and 2 Ds

HONORS/ACHIEVEMENTS:
• Distinction in Business Mathematics in Higher Secondary Certificate. 2009

SKILLS:
• Fluent in English Speaking
• Facebook marketing specialist
• Proficiency in MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Launched Tea Whitener for Tapal named Tea Max
• Integrated Marketing Communication: Devised IMC Strategy for Unilever Pakistan Ltd.
• Strategic Marketing Communication: Marketing and brand development plan for Langnese Honey
• International Marketing: Launched a Pakistani Brand Cambridge in Turkish Market

INTERNSHIP/WORK EXPERIENCE:
Trade key Pvt. Ltd., Business Development Officer from November 2013 to December 2014
• Brand development, website traffic growth, PPC revenue achieving quarterly sales targets of more than 150000 USD for Tradekey.com clients, meeting exporters and manufacturers for possible Business Development and handling New acquisition sales

Byco Petroleum Private Limited, Interned from May to July 2013
• Fleet management and the entire process of billing from receiving of the freight bills

EXTRA-CURRICULAR ACTIVITIES/HOBBIES:
• Member of Marketing Society at IoBM
• Participated in ZLDC (3 Day Leadership Conference) at IoBM
UROOJ MATEEN
urooj.mateen@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major In Marketing
• Cumulative GPA: 3.3
  Electives:
  • Brand Management
  • Consumer Behavior
  • Advertising
  • Distribution and Channel Management
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 3.0
St, Patrick’s High School, Karachi
• A – Levels, 2009
• 1 A, 2 Bs & 1D
St. Patrick’s Girls High School, Karachi
• O - Levels, 2007
• 4 As, 4 Bs

HONOURS / ACHIEVEMENTS:
• Certificate for being a part of TCF Rahbar Program.
• Awarded financial assistance during graduation years at IoBM.
• Certificate for organizing a mathematics event Colloquium at IoBM.

SKILLS:
• Strong relationship building and negotiation skills
• Proficient in MS Office
• Strong verbal and written communication skills
• Leadership and problem solving skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Seminar in Economics Policy: Research paper on Impact of Political Instability on FDI in Pakistan
• Distribution and Channel Management: Distribution & Channel Management System at Reckitt Benckiser
• International Marketing: Launch of a Pakistani brand Snowhite Drycleaners in Middle East markets.
• Integrated Marketing Communication: IMC Promotional Campaign Project on Pakola
• Advertising: Advertising Campaign on Re-launch of JS Bank
• Brand Management: Brand Launch of Young’s Food

INTERNSHIP/WORK EXPERIENCE:
Pakistan International Airlines, Brand Communication Department, Interned from June 17 to July 30, 2013
• Developed and implemented an encompassing advertising plan for Pakistan-Dubai flights
Abbott Laboratories, Marketing Department (EPD Division), Interned from June 19 to July 30, 2012
• Promotional campaigns of Moksi and Pramet FA/ Devised a slogan for Surbex Z

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attended a one day conference ‘Beacon’ held at IBA in 2011
• Mentored at TCF in Rahbar Program
• Organized 5th Math Colloquium held at IOBM in 2011
• Member of Mathematics Society at IoBM
VIJAY KUMAR JAISINGHANI

vijay.jaisinghani5@gmail.com, vijay.iobm@gmail.com

Graduation: 2015

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

  Electives:
  • Sales Management
  • Brand Management
  • International Marketing
  • Industrial Marketing

Shah Abdul Latif University, Khairpur
• Bachelor of Commerce. 2008
• 1stDivision (63.29%)

SZABIST Intermediate College, Larkana
• Higher Secondary Certificate, 2006
• A Grade (72.09%)

Govt Little Folks English Medium School. Larkana
• Secondary School Certificate, 2004
• A Grade (69.41%)

HONOURS / ACHIEVEMENTS:
• Awarded scholarship during MBA program at IoBM from Government of Sindh

SKILLS:
• Proficient in Windows 8, XP, and MS Office
• Fluent in Speaking English, Sindhi & Urdu Languages
• Strong attention to Analytical and Marketing strategy skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Project on Brand Extension of Mitchell’s Pakistan
• Strategic Marketing & Planning: Project on Active Strategy Applied on Tapal Tea
• Corporate Social Responsibility: Prepared a report on Colgate’s Sustainability & Structure
• Production & Operations Management: Term Report on Engro Foods Operations
• Seminar in Economic Policy: Research Report on Impact of Micro Finance
• Principles of Marketing: Developed a Marketing plan on Cupola Pakistan (KFC)

INTERNSHIP/WORK EXPERIENCE:
EFU Life Assurance Ltd., Marketing & Sales Division, Sales Consultant (Free Lancer) from May 2014 to June 2015
Grabit Marketing & Advertising Services Company, Marketing & Sales Division, Business Development Executive from August 2014 to December 2014
Novo Nordisk Pharma (Pvt) Ltd., Marketing Department, Interned from June 18 to September 29, 2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Active member of Marketing Society at IoBM.
• Interacting and sharing ideas with marketing professionals on social networks to enhance knowledge, skills and abilities.
• Attended workshop at Yunus Textile Mills Karachi
ZAINAB HUMAYUN KHAN
std_9849@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
• Cumulative GPA : 3.2
  Electives:
  • Advertising
  • Services Marketing
  • Social Marketing
  • Brand Management
  • Distribution and channel management
  • Public Relations & Event Management
  • Social Marketing
  • Consumer Behavior

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration - (BBA), 2013
• Cumulative GPA: 3.14

Commecs Institute of Business and Emerging Sciences, Karachi
• Higher Secondary Certificate, 2009
• A Grade (77%)

St. Joseph’s convent School, Karachi
• Secondary School Certificate, 2007
• A Grade (75.5%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM

SKILLS:
• Microsoft Office
• Good leadership skills and a team player
• Possess good presentation skills.
• Fluent in Urdu and English

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Launch of new product Medicam Pain Reliever Spray
• Consumer Behavior: Effects of different colors while selecting a product/ brand
• Integrated Marketing communication: re-launch of the brand Oolala of Good Milk
• Social Marketing: Campaign for acceptance of physically disabled children
• Advertising: A Marketing Campaign for Coca-Cola
• Distribution and Channel Management: Distribution and Channel Management at Reckitt Benckiser

INTERNSHIP/WORK EXPERIENCE:
ORIX Leasing Pakistan, Executive Treasury from September 2014 to January 2015
ORIX Leasing Pakistan, Consumer Auto Division, Account Manager from July 2013 to August 2014
ORIX Leasing Pakistan, Marketing Department-Consumer Auto Division, Interned from May to July 2013
Askari bank Limited, Finance Department, Interned from May to July 2010

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of the Marketing Department of the Mathematics Society at IoBM and organized the mathematics colloquium also organized a seminar with service marketing class on Selling The Intangibles
• Article Killing Doesn’t Restore Honor, published on ARY Blogs
• Participated in seminars and conferences like Team Building, LEC (Ladies Entrepreneurship Conference), Marketing Conference on the Social Media.
• First position in the Flower Show organized at CIBES
ZOHRA HANIF

zohra.hanif@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing
  • Cumulative GPA: 3.2
  Electives:
  • Brand Management
  • Consumer Behavior
  • Advertising
  • New Product Development

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Actuarial Sciences and Risk Management ), 2013
  • Cumulative GPA: 2.7

Superior College of Science, Hyderabad
• Higher Secondary School Certificate, 2009
  • A Grade (75.45%)

St. Mary’s Convent Girls High School, Hyderabad
• Secondary School Certificate, 2007
  • A-1 Grade (82.82 %)

HONOURS / ACHIEVEMENTS:
• Achieved 20th position in Pakistan in International Kangaroo Contest

SKILLS:
• Certified in Web-Designing and Office Management Program
• Efficiently able to use SPSS & E-
• Good Interpersonal, Analytical & Problem Solving Skills
• Successful team leader as well as team player
• Good entrepreneurial and event management skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• New Product Development: Product Development and Launching Plan
• Consumer Behavior: Analysis on Youth Spending Pattern
• Brand Management: Brand Launch Plan of Tacos
• Methods in Business Research: Strategic Marketing, Planning and Development of Electronic Ball
• Time Series Analysis: Stock Prices of Engro Foods
• Institutional Investment: Impact of war on terror and law and order situation on KSE listed co.

INTERNSHIP/ WORK EXPERIENCE:
HBL Asset Management, Risk & Compliance Department, Officer Risk Management from December 2013 to present
• Assessing overall company’s risk, complying regulations, and evaluating peer group along with analyzing consumer insights
TPL Direct Insurance, Health Insurance Department, Interned June to August 2013
• Made premium pricing of group health insurance along with quotations and other operational tasks
British Council, Examination & Invigilation Department, Examination Officer, May to June 2013
• Responsible for the examination session conducted by University of Cambridge for A & O Level and ACCA
TCS Courier & Logistics, Financial Services Department, Interned from June to August 2012
• Research project on pricing models of different insurance companies along with operational tasks

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of Event Management Committee at HBL Asset Management
• General Secretary of Actuarial & Risk Management Society (ARMS) at IoBM
ANUM AMIN MURANI
anum.murani@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• MSc. In Organizational Psychology & Human Resource Management
• Cumulative GPA: 3.66

Electives:
• Salary & Compensation
• Pay for Performance & Rewards
• Work Motivation & Attitude
• Projective Methods

Bahria University, Karachi
• Bachelor of Business Administration, Majors in HRM, 2013
• Cumulative GPA: 3.70

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2009
• A Grade (75.09%)

Aga Khan School Garden, Karachi
• Secondary School Certificate, 2007
• A Grade (77.76%)

HONOURS / ACHIEVEMENTS:
• Awarded President’s Merit Scholarship for the year 2014-2015 with CGPA of 3.69.
• Awarded ‘Honor – Cum Laude’ by Bahria University Karachi Campus for achieving 3.70 CGPA
• Listed in Rector’s honor list of Bahria University for high CGPA holders – Batch 2013.
• Awarded ‘YSB Green Award of Distinction’ by Aga Khan Youth and Sports Board for Pakistan for excellence in the field of Education.

SKILLS:
• Ability to work as a team leader
• Strong administrative and organizational skills
• Self-motivated
• Good written and verbal communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research paper on ‘Leadership effectiveness: A comparison of Self Esteem and Extraversion’
• Employee Training & Development: Organized training workshop by the name of ‘Struggle to Juggle- Work Life Balance’
• Organizational Consulting Skills: Developed a consultancy firm in IT industry for Human Capital Management Software.
• Behavior Modification: Studied and modified the behavior of a 2 year old child with mutual parental consent.
• HR Issues in Pakistan: Report on HR issues faced by the Pharmaceutical sector of Pakistan.

INTERNSHIP/WORK EXPERIENCE:
ePlanet Communications Human Resource Department, HR Specialist from 03/01/2015 to present.
ePlanet Communications Human Resource Department, HR Executive from 02/24/2014 to 02/28/2015.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Serving as Assistant Guider in Platinum Girl Guides Unit for more than 4 years and continuously serving the Community institution for more than 13 years.
• P&G Business Launch Competition 2011- organized by Procter and Gamble, Pakistan.
• Organized Seminar – Philosophy of Social Sciences 2013 – at Bahria University Karachi Campus.
HINA MALIK
malikhina0405@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• MSc in Organizational Psychology & Human Resource Management
• Cumulative GPA: 3.66

Electives:
• Work Motivation Attitude
• Projective Methods
• Salary and Compensation

The University of Punjab, Lahore
• Bachelor of Arts, 2005
• 2nd Division (52.75%)

Lahore Grammar College, Lahore
• Intermediate , 2000
• C Grade (52.72%)

Esena Foundation Girls High School, Lahore
• Matriculation, 1998
• B Grade (69.82%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM in Semester Fall 2012, Spring & Summer 2013 and from Spring 2014 till Summer 2015

SKILLS:
• Take up challenges confidently
• Analyze critical situations & suggest remedial acts

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Pay for Performance and Reward: Developed Performance Bench Marks & Reward Management Program
• Salary &Compensation: Analysis of Compensation Management for STILE & Remedial Actions for the gaps
• Work Motivation Attitude: Karachi Electric’s Motivational Policies, Incentives & Other Welfare
• Research Practicum: Altruism in Managers augments their Self- Resilience & evokes prodigious Self Esteem

INTERNSHIP/WORK EXPERIENCE:
Novartis Pharmaceutical Pakistan, Human Resources, Learning Manager from 04/13/2105 to present
• Heading Learning & Development activities of Jamshoro Plant
The Citizens Foundation, Human Resources, Senior Manager HR from 12/06/2013 to 11/14/2014
• Heading KE’s Call Center’s Training & Development related to Customer Care Practices
Karachi Electric, Customer Services, Deputy General Manager from 02/01/2009 to date 12/04/2013
• Heading KE’s Call Center’s Training & Development related to Customer Care Practices

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Writing articles on diverse topics
• Reading books – Islamic and motivational
EDUCATION:
Institute of Business Management (IoBM), Karachi
• MSc. Organizational Psychology and Human Resource Management
• Cumulative GPA: 3.02

Electives:
• Pay for Performance and Rewards
• Performance Appraisal and Management
• Work Motivation attitude
• Projective Methods

BAMM P.E.C.H.S Government College for Women, Karachi
• Bachelor of Arts, 2009
• 2nd Division (57.6%)

Bright Star College for Girls, Karachi
• Higher Secondary Certificate, 2006
• D Grade (44.54%)

St. Deney’s School, Karachi
• Secondary School Certificate , 2003
• C Grade (54.23%)

SKILLS:
• Problem analysis and providing solution
• Integrity
• Developing professionalism
• Self-motivation

RESEARCH WORK / PROJECTS:
• Research methods: Boss reality impacts upon work ethics of employees
• Principles of marketing: Idealistically Launched Product “Khaadi For Working Women”
• Salary and compensation: Presented report explaining salary and compensation structure in detail of Shabbir tiles.

WORK EXPERIENCE:
Turkish Consulate General, visa department, Visa officer, from 04/01/2013 to present
• Handling entire concerns of visa department with supervision of Deputy Head of Mission.

HOBBIES:
• Reading articles related to positive psychology
• Listening to documentaries related in quantum mechanics in relation with psychology. (law of vibration, attraction, success)
SONAL ARSHAD SIRAJ
sonalarshad@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• MSc. Organizational Psychology and Human Resource Management
• Cumulative GPA: 3.5

Electives:
• Pay for Performance & Reward
• Work Motivation and Attitude
• Behavior Modification

SZABIST, Karachi
• Bachelor of Science Social Sciences, Major in Psychology, May 2013
• Cumulative GPA: 3.01

Bay View High School, Karachi
• A – Levels, 2009
• 3 Cs

Bay View High School, Karachi
• O – Levels, 2007
• 3 As, 5Bs, 1D

SKILLS:
• Proficient in Microsoft Office, SPSS Software, Adobe Premier Pro, Photoshop, Illustrator, Picasa, Window Live Movie Maker, FrontPage
• Able to read/write/speak Urdu, English and French (level 2)
• Good communication skills
• Ability to work under pressure
• Capable of analyzing things well
• Passionate about writing poems, stories and articles, painting, script writing and doing social work.
• Interested in creative writing, blogging and social networking

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Employee Training: Structured and carried out a training workshop by the name of Struggle to Juggle
• Research Practicum: Research paper on self esteem and it’s effect on stress and work-life balance
• Recruitment and Selection: Analysis of recruitment practices at ePlanet Communications
• HR Issues in Pakistan: Report on HR issues faced by the education sector of Karachi

INTERNSHIP/WORK EXPERIENCE:
The Express Tribune Blogs, Blogs Desk, Sub Editor from 02/08/2014 to 01/06/2015
Women’s Own Magazine, Assistant Editor from 11/11/13 to 20/06/14
Lawyers for Human Rights and Legal Aid (LHRLA), Intern, 2012
Pakistan State Oil (PSO), Intern, CSR department, 2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Blogger at the Express Tribune blogs
• Member, SZABIST Social Science Society
SYEDA FATIMA IFTIKHAR
fatimasyed1@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• MSc. in Organizational Psychology & Human Resources Management
• Cumulative GPA: 3.26

Electives:
• Pay for Performance
• Salary and Compensation
• Work Motivation and Attitude
• Projective Techniques

Textile Institute of Pakistan
• BBA (Hons) Textile Management and Marketing, 2011
• Cumulative GPA: 3.52

Commecs College, Karachi
• Intermediate Pre Engineering, 2007
• A Grade (74.36%)

Beacon house School, Karachi
• O - Levels, 2007
• 2As, 5Bs & 2Cs

HONOURS / ACHIEVEMENTS:
• Awarded Merit scholarship during BBA (Hons) in 5th 6th 7th and 8th semester

SKILLS:
• Successfully worked to strict deadlines
• Excellent presentation skills
• Excellent mathematical skills
• Ability to work well under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Salary and compensation: Detailed study of salary and compensation benefits of a textile company
• HR practicum: Finding relationship between spiritual intelligence and leadership skills at a workplace
• Leadership strategies: Detail analysis of the achievements and characteristics of a leader of a company
• Projective techniques: Detail analysis of a personality of a class mate through projective tests like drawing, story writing etc

WORK EXPERIENCE:
Kerring Global Sourcing, Marketing Department, Merchandiser from 04/01/2012 to 09/17/2014
• Managed supply chain activities involved in making a garment.

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Participated in CBMUN (Model United Nations)
• Participated in IBA business idea competition
• Volunteered in Rahbar as a mentor in TCF
• Participated in ad making competition held in TIP
ERUM ASIF RATHORE
erum.asif1@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
• Cumulative GPA: 3.12
  Electives:
  • Supply Chain Management
  • Procurement and Inventory Management
  • Storage and Warehousing
  • SAP/ERP
Govt. College of Commerce & Economics, Karachi
• Bachelor of Science, 2010
• First Division (60.90%)
Govt. Science & Commerce College for Women, Karachi
• Higher Secondary Certificate, 2008
• B Grade (67.81%)
Happy Home High Secondary School, Karachi
• Secondary School Certificate, 2006
• B Grade, (67.52%)

SKILLS:
• MS Office
• Peach Tree
• Interpersonal Skills
• Flexibility

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
Strategic Management: Industry Analysis of Dalda Cooking Oil
Procurement and Inventory Management: Procurement & Inventory Practices at PSO
Marketing Management: Launched a new product Brownie Bytes
Supply Chain Management: Inventory Management & BullWhip effect at Atlas Honda

INTERNSHIP/WORK EXPERIENCE:
• Institute of Business Management Karachi, Supply Chain Department, Interned from September to October 2015

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Facilitator at CSR Conference, 2015
• Reading articles
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain and Logistics Management
• Cumulative GPA: 3.03

Electives:
• Supply Chain Management
• ERP System Design and Implementation

• Storage and Warehousing Techniques
• Procurement and Inventory Control

Institute of Business Administration (IBA), Karachi
• Bachelor of Business Administration (Exec), 2010
• Cumulative GPA: 2.32

College of Economics and Social Development, Karachi
• Higher Secondary Certificate, 2004
• C Grade (59.09%)

DA SKBZ High School, Karachi
• Secondary School Certificate, 2002
• A Grade (77.64%)

SKILLS:
• Fluent in using MS Office
• Developing SOPs and training manuals
• Good interpersonal skills
• Ability to grasp concepts quickly

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• SUPPLY CHAIN MANAGEMENT: Research project on Supply Chain of Oil industry
• Storage and Warehousing Techniques: Research project on Storage and Warehousing Techniques used in Oil industry
• ERP Systems design and implementation: Term project Oil refinery and running the day to day operations of the refinery using ERP system

INTERNSHIP / WORK EXPERIENCE:
TCS Express and Logistics, Warehousing and Logistics Department, Interned from June to August 2014
• Deputed at TCS store, Sanofi, DKT, SHAN FOODS, ENGRO FOODS for professional development

Rastagar & Co. Pvt. Ltd., Marketing Support Department, Market Analyst from January 2011 to January 2012
• Responsible for forming, training and managing 3 teams namely; IVECO ASTRA, Partnership development & Air Audit

Interflow Communications, Strategy Department, Interned from October to November 2010
• Worked on Stiefel, Ufone, FM91, Smart Sugar and Sting

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• SGS certified training course - Halal Food Science and Audit Methodology
IRFAN ABBAN
irfan.abban@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Bi-Majors in Supply Chain & Logistics Management and Marketing
• Cumulative GPA: 3.23

Electives:
• Transportation Techniques and Management
• Storage and Warehouse Management
• Marketing Analytics
• Distribution and Channel Management
• ERP Systems Design and Implementation
• Procurement and Inventory Control
• Sales Management
• Brand Management

National University of Science & Technology, Karachi
• Bachelor of Engineering, 2012
• Cumulative GPA: 2.4

DJ Science College, Karachi
• Higher Secondary Certificate, 2008
• 81.64%

ABC Public School, Karachi
• Secondary School Certificate, 2006
• Grade, 82.58%

SKILLS:
• Team Management
• Oracle
• Leadership
• SharePoint

WORK EXPERIENCE:
Sui Sothern Gas Company Limited, Measurement Department, Assistant Engineer from July 2014 to present
• Responsible for measurement of gas consumption of industrial customers
Dawlance Pakistan, Production Department, Senior Officer from July 2012 to July 2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Movies
• Badminton
LAKHAMI CHAND

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
• Cumulative GPA: 2.99

Electives:
• Supply Chain Management
• Storage and Warehouseing Techniques
• ERP Systems Design and Implementation
• Strategic Supply Chain Management

University of Karachi, Karachi
• Bachelor of Commerce, 2010
• Second Division (53.45%)

DA Degree College for Men, Karachi
• Higher Secondary Certificate, 2008
• B Grade (59.91%)

St. Patrick’s High School, Karachi
• Secondary School Certificate, 2006
• A Grade (76%)

SKILLS:
• Proficient in MS Office
• Team work, interpersonal, leadership, time management, and analytical skills.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: Term report on Supply chain Management System of Gul Ahmed Textiles
• ERP System Design and Implementation: Report on implementing DBA Manufacturing ERP software on Business for Dazzle Cosmetic Company
• Storage and Warehouse Techniques: Term report on Storage and Warehousing Techniques in Pharmaceutical Companies with Special Reference to Hilton and Getz Pharmaceuticals.
• Production and Operations Management: Term report on Production and Operations Process at Lotte Pakistan PTA Limited

INTERNSHIP/WORK EXPERIENCE:
Habib Metropolitan Bank, Trade Department (Export and Import), Interned from January to March 2015
AIESEC Cairo University, Global Community Development Program, Interned from June to July 2013.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Listening songs
• Internet surfing
• Playing cricket
M. UZAIR IQBAL
uzairbantva.ub@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Supply Chain and Logistics Management
• GPA: 3.06

    Electives:
    • Storage and Warehousing Techniques
    • Transportation Technique and Management
    • Procurement and Inventory Management
    • Introduction to SAP & ERP System Application

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Computer Science), 2013
• CGPA: 2.9

Collage of Economics and Social Development, Karachi
• Higher Secondary Certificate, 2009
• C Grade (52.73 %)

Islamic Institute Of Education (IIFE)
• Secondary School Certificate, 2007
• A Grade (71.76%) 

SKILLS:
• Quick Learner
• Good Communication Skills
• Good Analytical Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS
• Warehousing Techniques of Chemical Industry
• Suggestions to Improve Transportation System in Pakistan
• Procurement of Leather industry in Pakistan
• ERP System of Shell Pakistan
• SAP System of Shell Pakistan
• Third Wave Feminism

INTERNSHIP/WORK EXPERIENCE:
Pakistan Refinery Ltd., Interned for six weeks during Summer 20

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of Entertainment Society at IoBM
• Member of Club IT at IoBM
• Socializing
MIR OVAIS ALI
movaisali@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain Management and Logistics
• Cumulative GPA: 3.32

    Electives:
    • ERP System Design and Implementation
    • Procurement and Inventory Management
    • Design of Business Process Workflow Management
    • Storage and Warehousing Techniques

Karachi University, Karachi
• Master of Arts (Economics), 2012
• 2nd division 57.25%

Karachi University, Karachi
• Bachelor of Commerce, 2008
• 2nd Division (52.63%)

Government College for Men Nazimabad, Karachi
• Higher Secondary Certificate, 2006
• B Grade (61.45%)

Mount View School, Karachi
• Secondary School Certificate, 2004
• A Grade (76.11%)

SKILLS:
• Communication Skills
• Leadership Skills
• Analytical and Research Skills
• Negotiation Skills

MAJOR TERM REPORTS:
• ERP system Design and Implementation: Designed the whole manufacturing procedure of Control
  Cables in an ERP system and performed order fulfillment cycle in the system
• Storage and Warehouse Techniques: Designed the warehouse layout of a textile firm
• Procurement and Inventory Management: Report on the procurement and inventory practices at
  Coca-Cola
• Seminar in Economic Policy: Research on the impact of devaluation on the trade balance of
  Pakistan.

INTERNSHIP/WORK EXPERIENCE:
Masood Engineering (MEW), Projects Department, ERP Implementation Coordinator from July 2013 to
May 2014

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Reading economics and photography magazines
• Listening to music
• Sports
• Photography
MOHAMMAD SAAD AWAN
saad.awan@live.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
• Cumulative GPA: 3.36

Electives:
• Supply Chain Management
• Transportation Techniques & Management
• Procurement and Inventory Management
• ERP Systems Design & Implementation

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Joint. Hons.) 2013
• Cumulative GPA: 2.98

Commecs Institute of Business and Emerging Sciences, Karachi
• Higher Secondary Certificate, 2009
• A Grade (74.36 %)

Stanmore Public School, Karachi
• Secondary School Certificate, 2007
• A-1 Grade (80.58%)

HONOURS / ACHIEVEMENTS:
• Second position in Zenith Leadership & Development Conference, 2013

SKILLS:
• Leadership
• Communicational
• Microsoft Office, ERP, SPSS
• Motivational

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: Analyzed Bullwhip effect in Syngenta Pakistan
• Procurement & Inventory Management: Analyzed procurement and inventory management process of Syngenta Pakistan
• Transportation Techniques & Management: Analyzed transportation of Dangerous Goods by Road
• ERP Systems Design & Implementation: Implemented ERP for an imaginary cricket bat manufacturing business on DBA Manufacturing Next Generation Software

INTERNSHIP/WORK EXPERIENCE:
Damco Pakistan (Pvt.) Ltd., Supply Chain Department, Senior Officer from February 2015 to present
• Nomination based export SCM business
Damco Pakistan (Pvt.) Ltd., Finance Department, Interned from June to September 2013
• Assisted in all financial operations both internal and external and assisted in conducting an internal audit

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of HSSE Committee at Damco
• Follow TED talks
• Socializing
• Sports follower
MUHAMMAD AHSAN
std_14309@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain and Logistics Management
• Cumulative GPA: 3.16

Electives:
• Supply Chain Management
• Transportation Techniques & Management
• Strategic Supply Chain Management
• ERP System Designs & Implementation
• Procurement & Inventory Management

University of Karachi, Karachi
• Bachelor of Commerce, 2012
• 2nd Division (58.54%)

Meritorious Science College, Karachi
• Higher Secondary Certificate, 2009
• B Grade (62.18%)

Meritorious School Network
• Secondary School Certificate, 2007
• A Grade (73.41%)

SKILLS:
• Leadership
• Team Player
• Hardworking
• Passionate

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Supply Chain Management: Research paper on Pepsi Co. using Sustainability as Lean Objective
• Methods In Business Research: Electricity Theft at K-Electric
• Seminar in Economic Policy: Repercussion of Exchange Rate on Inflation

INTERNSHIP/WORK EXPERIENCE:
Pakistan Beverages Ltd., Interned from May to July 2014
Olympia Spinning & Weaving Mills Limited, Accounts Department, Assistant, from Aug-2009 to Aug-2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Entrepreneurial Club
• Sports & workout
MUHAMMAD HARIS JANOO
harisjanoo@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
• Cumulative GPA: 3.34

  Electives:
  • Supply Chain Management
  • Storage & Warehouse Techniques
  • Transportation Techniques & Management
  • Procurement & Inventory Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2014
• Cumulative GPA: 2.92

The City School P.A.F Chapter, Karachi
• A – Levels, 2009
• 1 B and 2 Cs

The City School PAF Chapter, Karachi
• O - Levels, 2007
• 3 As and 6 Bs

HONOURS / ACHIEVEMENTS:
• Won of Business Plan Game Top Sim

SKILLS:
• Leadership and Teamwork
• Quick learner.
• MS Office
• Flexible and Adaptable
• Eager and passionate.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Portfolio Management: Stock Research Model of Attock Cement
• Islamic Banking and Finance: Report detailing Asset, Liability and Treasury Management of BankIslami
• Introduction to Business Finance: Analysis of HUBCO through Ratios

INTERNSHIP/WORKEXPERIENCE:
HUBCO, Finance Department, Interned from October to December 2011
• A/C Payable Department, Treasury Department and Taxation
Dupont Pakistan Operations, Finance Department, Interned from February to May 2014
• A/C Payable entries on SAP, entries on FACT and Vendor Tax working

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attended IoBM Marketing Conference, 2011
• Member – I Own Karachi (a project of City District Karachi)
• Completed Emergency First Aid Training
• Member of Student Council, 2008-2009
• Runner-up School Volley Ball Tournament, 2008
MUHAMMAD SADIQ
std_10228@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Management (MBA), Major: Supply Chain & Logistics Management
• Cumulative GPA: 3.07

Electives:
• Supply Chain Management
• Transportation Techniques and Management
• Procurement and Inventory
• ERP System Design and Implementation

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Actuarial Science and Risk Management), 2013
• Cumulative GPA: 3.26

The City School PAF chapter, Karachi
• A – Levels, 2009
• 3 As

The City School PAF Chapter, Karachi
• O - Levels, 2008
• 6 As and 3 Bs

SKILLS:
• Commands of MATHEMATICA 8.0 for analyzing derivative instruments
• Good command over ARIMA modeling using R software
• Efficient in Operating with SPSS and E-views software for Data Analysis
• Proficient in MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Pricing of Exchange Options using ARIMA models
• Product Analysis of the policies and plans offered by Insurance Company MetLife Alico
• Forecasting on Stock Prices of Engro Foods Ltd. by using ARIMA models
• Determinants of Capital Structure for Food Producing Sectors of Pakistan
• Validity of Capital Asset Pricing Model on Pakistani Stock Market
• Research on Radicalization in Younger Generation
• Conducted a Focus Group as the moderator for establishing market analysis report for launching a new product

WORK EXPERIENCE:
Decent Engineering Works, Supply Chain Manager from May 2014 to present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Following stock market
• Reading economics & finance journals
MUHAMMAD SAMEED Q AISER KHAN

sameed.kaiser@gmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Bi- Majors in Supply Chain & Logistics Management & Marketing
• Cumulative GPA: 3.14

Electives:
• Supply Chain Management
• Storage And Warehousing Techniques
• Enterprise Resource Planning
• Transportation Techniques And Management

• Sales Management
• Distribution and Channel Management
• Advertising
• Brand Management

University of Karachi
• Bachelor of Commerce 2010
• 2nd Division (55.54%)

Sindh Muslim Gov. Science College
• Higher Secondary Certificate, 2007
• B Grade (66.36%)

St. Patrick’s High School, Karachi
• Secondary School Certificate, 2005
• A Grade (73.88%)

SKILLS:
• Good Communication and Interpersonal Skills
• Enthusiastic and Result Oriented
• Proficient at Microsoft Office
• Extremely Productive in a High Volume High Stress Environment.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: Project on elaborating the entire supply chain workings at GUL Ahmed Textiles
• Storage And Warehousing Techniques: Status of storage at Pharmaceutical industry with respect to Hilton Pharma
• Enterprise Resource Planning: Made a hypothetical organization and its entire business operations on DBA software.
• Transportation Techniques And Management: Detailed workings of the transportation of Agility Logistics
• Research Thesis: Adaptability of RFID Technology in Pakistani Retail Industry with reference to Hyperstar.

INTERNSHIP/WORK EXPERIENCE:
AbuDawood Trading Company Pakistan, Senior Officer Procurement from July 2015 to present
Pakistan Petroleum Limited. Commercial & Supply Chain Department, Interned June to July 2013
Pink Rose Autos (Pvt.), Ltd., Supply Chain Analyst from August 2008 to December 2010

EXTRACURRICULAR ACTIVITIES:
• Professional networking
• Writing satirical blogs
MUHAMMAD UZAIR KHAN
uzair153@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain and Logistics Management
• Cumulative GPA: 3.37
  Electives:
  • Strategic Supply Chain Management
  • Procurement and Inventory Management
  • ERP Systems and Design Implementation
  • Transportation Techniques and Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Electronics), 2012
• 1st Division (61.89%)

DJ Sindh Science College, Karachi
• Higher Secondary Certificate, 2008
• A-1 Grade: (81.82%)

BVS Parsi High School, Karachi
• Secondary School Certificate, 2006
• A-1 Grade: (85.53%)

HONOURS / ACHIEVEMENTS:
• Silver medal in Inter-Departmental Hockey at NED University, 2012
• Silver medal in Inter-Departmental Swimming at NED University, 2012
• Bronze medal in Inter-Departmental Relay Race at NED University, 2011

SKILLS:
• Can work on MATLAB, Peachtree and SPSS
• Familiar with programming on PLC
• Good at using MS WORD, EXCEL, POWER POINT & ACCESS
• Competent in circuit analyzing and debugging
• Knows C-Language

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Statistical Inference: Evaluated service quality of KFC in the context of SERVQUAL parameters, using SPSS
• Advanced Financial Management: Evaluated trend analysis of HBL for the rise/decline in Earnings per Share
• Seminar in Economic Policy: Measured the Impact of Macro-Economic variables on Stock Prices
• Marketing Management: Created the Marketing plan of an assumed but potential product
• Strategic SCM: Assessed Supply chain operations sustainability in the context of Environment, Economic & Social parameters
• Transportation Techniques & Management: Assessed the modes, costs and importance of Transportation of Coal

INTERNSHIP EXPERIENCE:
Karachi Electric (K.E), Instrumentation department, Interned from June to July 2011
• Familiarized with the industry environment and the plant working.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing sports and computer games
• Watching movies and reading History
• Fishing & swimming
MUHAMMAD WAQAS ARIF
std_13140@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain and Logistics Management
• Cumulative GPA: 3.00

Electives:
• Supply Chain Management
• ERP Systems Design and Implementation
• Storage and Warehouse Techniques
• Procurement & Inventory Management

University of Karachi, Karachi
• Bachelor of Commerce, 2010
• 2nd Division (53%)

Board of Intermediate Education, Karachi
• Higher Secondary Certificate, 2007
• C Grade (57.18%)

Happy Palace Grammar School, Karachi
• Secondary School Certificate, 2005
• A-1 Grade (80.47%)

SKILLS:
• Proficient in Windows and Microsoft Office.
• DBA Manufacturing (ERP Software Sample Version).
• Good Communication Skills
• Enjoys working in Cross-functional Teams.
• Good command over written and spoken English

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• ERP Systems Design and Implementation: Implementation of ERP systems on Steel Manufacturing Business using DBA manufacturing (sample company version)
• Storage and Warehouse Technique: Storage and Warehouse at Engro Vopak Terminal Limited
• Supply Chain Management: Strategies of Supply Chain at Power Cement Limited
• Methods in Business Research: Research report on Subliminal Advertising
• Entrepreneurship & Small Business: Played a Stimulation Game (TopSim) on Decision Making as entrepreneur.

INTERNSHIP/WORK EXPERIENCE:
Dewan Cement Ltd., Marketing/Commercial Department, Officer from July 2015 to present
Dewan Cement Ltd., Marketing Department, Interned from March to June 2015
Institute of Business Management Karachi, EMEC, Interned from January to March 2015

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Deputy Logistics of Vanquishers – Sports Society at IoBM
• Cricket.
• Photography
• Community welfare services
NADIA NAZIR AWAN
nadia_awan@outlook.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Bi-Majors: Supply Chain & Logistics Mgmt. & Finance
  • Cumulative GPA: 3.27
  Electives:
  • Supply Chain Management
  • Transportation Techniques and Management
  • Financial Derivatives
  • Asset Liability Management
  • Treasury and Fund Management
  • Portfolio Management
  • Procurement & Inventory Management
  • ERP Systems Designs & Implementation
  • Advertising
  • International Finance
  • Corporate Finance
  • Brand Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2013
  • Cumulative GPA: 3.24

DA Degree College for Women, Phase VIII, Karachi
• Higher Secondary Certificate, 2009
  • A Grade (74.82 %)

FG Minwala Girls High School Karachi Cantt., Karachi
• Secondary School Certificate, 2007
  • B Grade (68%)

SKILLS:
• Proficient in English & Urdu
• Able to perform all tasks on Tally ERP software & have a good command over MS Excel, PowerPoint and Word
• Capable of performing well within a team or individually and ability to build effective relationships & resolve conflicts and with people
• Competent enough to work under pressure and stressful environments
• Confident and motivated personality with dedicated and committed attitude towards work

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Term reports on ERP Life Cycle of Unilever, Transportation of dangerous goods, Honda Vender Management & Bullwhip Effect, PSO’s Procurement of Lubricants, Global Financial Crisis and Euro Crisis, Gap Analysis of Burj Bank, Alternative Investments
• Brand Management: Launch of Kolson Ketchup
• Developed Battery Powered Portable Fan Through Research
• Prepared case study on Nike & Child Labor

INTERNSHIP/WORK EXPERIENCE:
Tianjin China Petroleum Drilling Co. Ltd., Accountant from August 2013 to August 2014
• Verification of salary sheet issued by HR, gap analysis of physical vs. system record, maintenance of cash receipt and payment record, keeping track of petty cash expenses, verification and preparation of invoices etc.

Agility Logistics, Interned from June to July 2015
Burj Bank Limited, Finance & Control department, Interned from May to July 2012
English Biscuit Manufacturer (Pvt) Ltd., Finance Department, Interned from May to June 2011

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Volunteered as Guest Relationship Officer at IoBM Health Camp 2013
• Participated in Cardio Pulmonary Resuscitation (CPR) Training Program
• Attended seminar on “Time Management” and “Dealing with Procrastination
• Captain Integrity House at school
NASIR UDDIN MAHMOOD
mnasirmahmood45@yahoo.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain and Logistics Management
  • Cumulative GPA: 3.03

  Electives:
  • Supply Chain Management
  • Procurement & Inventory Management
  • Storage & Warehousing Techniques
  • ERP System Design & Implementation

University of Karachi, Karachi
• Bachelor of Commerce, 2012
  • 2nd Division, (56.55 %)

NCR College, Karachi
• Higher Secondary Certificate, 2009
  • B Grade (61.09%)

Aitchison Model School, Karachi
• Secondary School Certificate, 2007
  • C-Grade (56%)

SKILLS:
• Beginner level proficiency in ERP system
• Proficient in MS Office
• Excellent writing skills
• Good interpersonal skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: Report on the supply chain of Atlas Honda (Motorcycle Division)
• Procurement & Inventory Management: Report on procurement practices in Leather Industry.
• Storage & Warehousing Techniques: Report on handling & storage of chemicals at Engro Vopak Terminal Ltd.
• ERP System Design & Implementation: Designed a ERP system for a wrist watch manufacturing company.
• Financial Management: Ratio analysis and comparative analysis of companies in the Energy Sector
• Advanced Financial Management: Analysis of changes in 5 years of weighted average cost of capital at PSO

INTERNSHIP/WORK EXPERIENCE:
Pakistan State Oil Company, Logistics Department, Interned from June to July 2015
• Carried out freight economics and planned for the routes for timely supply

EXTRACURRICULAR ACTIVITIES:
• History, geo-politics and international relations
• Reading books and, business journals
NAVEED AHMED
naveed8999@gmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
• Cumulative GPA: 3.08

Electives:
• Transportation Techniques & Management
• Procurement & Inventory Management
• Strategic Supply Chain Management
• ERP Systems Design & Implementation

Shah Abdul Latif University, Khairpur
• Bachelor of Business Administration, 2011
• Cumulative GPA: 3.40

Govt. Degree College, Gambat
• Higher Secondary Certificate, 2007
• A Grade (78.18%)

Murad High School, Gambat
• Secondary School Certificate, 2005
• A Grade (78.47%)

HONOURS / ACHIEVEMENTS:
• Blog Published in Pakistan Tribe - Government Failed to Protect Minor Rights

SKILLS:
• Good problem solving and time management skills with the ability to learn challenging concepts
• Can easily work in a team as well as lead with proven interpersonal skills
• Leadership and negotiation skills
• Reliable, flexible and hard working

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• ERP Systems Design & Implementation: Project on the Shirt Manufacture Business Process with complete supply chain cycle by ERP software DBA Manufacturing
• Transportation Techniques and Management: Project on Unique Transportation Techniques at Dawlance Pakistan
• Strategic Supply Chain Management: Research work on Sustainability Supply Chain of EBM
• Procurement & Inventory Management: Term report on Procurement Process & Vender Management at Midas Safety

INTERNSHIP/WORK EXPERIENCE:
• Sindh Bank Limited, Administration Department, Interned from November to December 2014

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Reading Harvard Business Review
• Attended seminars
• Social networking
• Sports
SHALAL BIN YOUSUF
shalal.bin.yousuf@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Supply Chain and Logistics Management
• Cumulative GPA: 3.17

Electives:
• Supply Chain Management
• Business and Process Re-engineering
• Financial Derivatives
• Procurement and Inventory Management
• Strategic Supply Chain Management
• Portfolio Management
• Storage and Warehouse Techniques
• ERP System Design & Implementation

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (Hons.) 2013
• Cumulative GPA: 3.17

Cordoba School for A levels, Karachi
• A – Levels, 2009
  • 1 A, 1 B, & 1 D

Falconhouse Grammar School, Karachi
• O - Levels, 2007
  • 2 As, 3 Bs, 3 Cs, & 1 D

SKILLS:
• Inventory Management
• Proficient in MS Excel
• Demand Planning
• Team Player and Leadership

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: Analyzed the issues in the Supply Chain of Pepsi Co. and ways to improve it.
• Portfolio Management: Determined the effect on share price of 5 companies with the help of accounting variables.
• ERP System Design and Implementation: Designed ERP System for “Mini Portable Refrigerator”
• Strategic Marketing and Planning: Studied Company’s market competitiveness with respect to Pharma industry structure and developed plan to increase market share in Pakistan

INTERNSHIP/WORK EXPERIENCE:
Cambridge Garment Industries, Senior Category Manager – Supply Chain GUTS from December 2014 to present
• Demand Planning and forecasting of upcoming season and staying in touch with upcoming fashion trend

Cambridge Garment Industries, Supply Chain Executive – Supply Chain GUTS from November 2013 to December 2014
• Responsible for inventory management of 18 Retail outlets in Pakistan
• Project based contractual job to clear backlog of SAP entries in QM, and PP module.

Aisha Steel Mills Limited, Trainee SAP Analyst from July to October 2013
• Production schedules and to ensure availability of material required to create a batch of medicine

Swiss Pharmaceuticals (Pvt) Ltd., Procurement and Production Planning Trainee from May to August 2012

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Chess
• Table tennis
• Football
SHEHR BANO YAWAR ALI
bano.yawar@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
• Cumulative GPA: 3.32

Electives:
• Supply Chain Management
• Transportation Techniques & Management
• Procurement and Inventory Management
• ERP Systems Design & Implementation

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Joint Honors), 2013
• Cumulative GPA: 2.66

Commecs Institute of Business and Emerging Sciences, Karachi
• Higher Secondary Certificate, 2009
• A Grade (75.55 %)

Habib Girls’ School, Karachi
• Aga Khan University Examination Board, 2007
• B Grade (68.0 %)

HONOURS / ACHIEVEMENTS:
• Second position in Zenith Leadership & Development Conference, 2013

SKILLS:
• Leadership
• Microsoft Office, SPSS and ERP
• Communication
• Teaching skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: Analyzed Bullwhip effect in Syngenta Pakistan
• Procurement & Inventory Management: Analyzed procurement and inventory management process of Syngenta Pakistan
• Transportation Techniques & Management: Analyzed implementation of Green Logistics for Coca-Cola
• ERP Systems Design & Implementation: Implemented ERP for an imaginary Jam and Jelly Business on DBA Manufacturing Next Generation Software

INTERNSHIP/WORK EXPERIENCE:
Muller & Phipps Pakistan (Private) Limited, Costing & Planning Department, Interned from July to September 2013
• Responsibilities included making budgets for all the expenses of company
First Dawood Investment Bank Limited, Finance Department, Interned from May to August 2011
• Responsibilities included making financial statements, making adjustments and preparing invoices

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Director of Creative Department of Sports Society at IoBM
• Member throw ball team
• Socializing, baking and cakes decoration
SYED FARHAN RASOOL
std_10731@iobm.edu.pk
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
• Cumulative GPA: 3.13
  Electives:
  • Strategic Supply Chain Management
  • Procurement and Inventory Management
  • ERP Systems Design and Implementation
  • Transportation Techniques & Mgmt.
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Commerce), 2013
• Cumulative GPA: 3.11
Pakistan Education Foundation College, Karachi
• Higher Secondary Certificate, 2009
• C Grade (57.45%)
E-ComplexSecondary, School Karachi
• Secondary School Certificate, 2007
• A Grade (79.29%)

HONOURS/ACHIEVEMENTS:
• Award for organizing Damco’s “How to 2015”
• Successfully achieved NIKE 10 GOLD (100%) KPIs in 2014
• Team Lead Nike La Redoute, Quiksilver
• CIMAGlobalBusinessChallenge2012 Qualifier (2nd Round)

SKILLS
• SAP & Oracle ERP (Introductory Level)
• Yard/Vessel Planning (SPARCS, NAVIS)
• Supply Planning
• Vender Management Skills
• Proficient in MS Office

MAJOR TERMPAPERS/RESEARCHWORK/PROJECTS:
• Storage & Warehousing Techniques: Analysis on the storage & transportation of LPG and CNG in Pakistan
• ERP System Design and Implementation: SAP Roll Out at Unilever Pakistan
• Strategic Supply Chain Management: Innovative Supply Chain at Coca-Cola
• Analysis of Financial Statements: Analysis of Tata Textile
• Methods in Business Research: Conducted research on the effectiveness of e-marketing on consumer buying behaviour

INTERNSHIP/WORK EXPERIENCE:
DP World Karachi Management Trainee, Interned from July 2015 to present
Damco Pakistan, Supply Chain Department, Supply Chain Executive from April 2014 to June 2015
Damco Pakistan, Supply Chain Department, Interned from December 2013 to March 2014
AbuDawood Trading Co. Pakistan, Customer Service & Logistics Department, Interned from July to August 2013

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member Damco’s Entertainment Committee – 2014
• Vice President of Rotaract Club of Karachi
• Volunteered at Project Jinnah Cleanup Drive at Jinnah Hospital Karachi by Go Green PK
• Attended TiEcon 2012 Mind Your Business organized by TiE Karachi at Sheraton
SYED OSAMA AFZAL

osama_afzal@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics Management
• Cumulative GPA: 3.36

Sir Syed University of Engineering & Technology, Karachi
• Bachelor of Science (Telecommunication), 2013
• Cumulative GPA: 3.52

Govt. Degree College Gulshan-e-Iqbal, Block-6, Karachi
• Higher Secondary Certificate, 2008
• B Grade (67.36%)

Chiniot Islamia Public School, Karachi
• Secondary School Certificate, 2006
• A-1 Grade (80%)

HONOURS/ ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM from September 2013 to August 2015
• Awarded 8 Scholarships at SSUET from June 2009 to December 2012
• Awarded Sponsorship for FYP From ICTR&D Fund, May 2011

SKILLS:
• Troubleshooting network problems
• Planning & managing teams effectively
• Resolving problems within teams

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Methods in Business Research: Customer Xare Service through Social Media Websites
• Procurement & Inventory Management: Procurement & Investment Management Techniques in Telecom Sector
• Transportation Techniques and Management: LNG Transportation
• Seminar in Economic Policy: Economic Benefits of Extensive Internet Services in Pakistan
• Spectrum Sensing By using Energy Detector (Published in IEEE 28th Seminar)

INTERNSHIP/ WORK EXPERIENCE:
Nokia Siemens Network, Managed Service For Telenor LDI Operations, Network Engineer from March 2015 to present
Tele card Pvt. Ltd, LDI Operations, Network Engineer from March 2014 to February 2015
Civil Aviation Authority Pakistan, Interned from December 2011 to January 2012
Kom Konsult Pvt. Ltd., Interned from July 1 to July 31, 2012
PTCL, Interned from December 2010 to January 2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books & cases of supply chain
• Playing cricket, football
UMAIR AHMED SHEIKH
umairshaikh_123@hotmail.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Major of Business Administration - (MBA) in Supply Chain Management
• Cumulative GPA: 3.31
  Electives:
  • Supply Chain Management
  • Introduction to ERP-SAP
  • Integrated Marketing Communications
  • Transportation & Logistics Management
  • Procurement & Inventory Management
  • PR & Corporate Communications

Institute of Business Management (IoBM), Karachi
• Bachelors in Business Administration (Hons.), 2013
• GPA: 3.63

Government Dehli College, Karachi
• Higher Secondary Certificate, 2009
• C Grade (57.64%)

Private Candidate (Board of Higher Secondary Education Karachi), Karachi
• Secondary School Certificate, 2007
• A-1 Grade (81.52%)

SKILLS:
• Excellent time management skills
• Proficient in MS Office, SAP
• Strong interpersonal communication skills.
• Strong verbal and written communication skills.
• Strong relationship building skills and negotiation skills.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand extension of Shan Foods to Ready-to-eat Pakistani Cuisines
• Strategic Marketing Planning: Analysis of problems faced by Snowhite Dry Cleaners in Pakistan.
• Introduction to ERP-SAP: Analysis of ERP modules used by Coca-Cola Beverages Pakistan Limited
• Transportation & Logistic Management: Analysis of Reengineered Transportation Structure at Byco Petroleum
• Supply Chain Management: Vendor development & managing the Bullwhip effect at Atlas Honda
• Inventory & Procurement Management: Analysis of Procurement Process followed at Midas Safety

INTERNSHIP/ WORK EXPERIENCE:
AdMail Connection Magazine, Business Development Department, Interned from July to August 2013
• Build relationships with different brands/customers of AdMail Connection Magazine

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Selected in top 5 participants at Coke Quest 2015
• Attended Zenith Leadership and Development Conference 2011 and 2012
• Organized I-SEE (IoBM Social Enterprise Enrichment) Business Plan Competition, 2010
• Attended 2nd and 3rd LadiesFund Entrepreneurship Conference
• Represented cricket and hockey teams at school and college
BILAL PARVEZ
bilalparvez@outlook.com
Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Telecommunication Management
• Cumulative GPA: 3.37

Electives:
• Telecom Business Continuity Planning and Crisis Management
• Optimization of Telecom Systems

FAST-NUCES, Karachi
• Bachelor of Science, Telecommunication Engineering, 2012
• Cumulative GPA: 3.14

Army Public School and College, Hyderabad
• Higher Secondary Certificate, 2008
• B Grade (69.27%)

Army Public School and College, Rawalpindi
• Secondary School Certificate, 2006
• A1 Grade (84.76%)

HONOURS / ACHIEVEMENTS:
• Published a Paper in the INDIACOM 2015 conference held in INDIA, the paper also got published in the IEEE journal with an impact factor of 0.6 in March 2015

SKILLS:
• Project Management
• Microsoft Office
• Transmission and Distribution Network Planning
• Microwave and SCADA

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Management: Performed a Strategic evaluation and proposed a strategic plan for the NBP
• Management of Telecom Systems: Proposed steps for implementation of a Mckensy and Company article in the context of Pakistan, titled “Offline and falling behind”

WORK EXPERIENCE:
Sui Southern Gas Company, Services Department, Assistant Engineer from 02/28/2013 to 08/30/2015
• Overseeing and performing the deployment and maintenance of PABX systems

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Listening to music
• Learning new languages
• Adventure sports
MUHAMMAD FARHAN

farhan_ias@hotmail.com

Graduation: 2015

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Telecom Management
- Cumulative GPA: 3.34
  Electives:
  - Telecom Business Continuity & Crisis Management
NED University of Engineering & Technology, Karachi
- Bachelor of Engineering, 2009
  • 1st Division (86.22%)
Bahria College NORE-1, Karachi
- Higher Secondary Certificate, 2005
  • A1 Grade (85.54%)
Aga Khan School, Karachi
  • A1 Grade (80.35%)

HONOURS / ACHIEVEMENTS:
- Awarded 100% fee waiver by Bahria College during study at Bahria College NORE-1
- Received Best Student Performance award during study at Bahria College NORE-1.

SKILLS:
- Good Presentation Skills
- Excellent Communication Skills
- Good Project Management Skills
- Ability to work under stress

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Organization Behavior: Comparative behavioral analysis of Unilever & P&G
- Optimization of Telecom Networks: AGA12 implementation in SCADA (Published in IEEE Journal).
- Strategic Management: Strategic issues & recommendations in TAPAL Tea.

INTERNERSHIP/WORK EXPERIENCE:
Jubileelife Insurance Karachi, Technology, Projects & Quality, Assistant Manager from January, 2013 till date.
DTMF Networks Malaysia, Network Operations Center, VoIP Engineer from January, 2010 to August, 2011.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Reading, exploring new gadgets
SYED HARIS AFZAL
sharisafzal@hotmail.com
Graduation: 2015

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

Electives:
• Introduction To Telecomm Management
• Management of Telecomm Systems
• Management of Network Security
• Network Design
• Global Communication Industry & Policy

Sir Syed University of Engineering and Technology, Karachi
• Bachelor of Science Major in Electronics, 2007
• Cumulative GPA: 2.46

Tameer-i-Nau Public College, Quetta
• Higher Secondary Certificate (Pre-Engineering), 2002
• B Grade (65.72%)

St. Francis Grammar School, Quetta
• Secondary School Certificate, 2000
• C Grade (53.05%)

SKILLS:
• Interpersonal Manager with multiple area teams
• Thoroughbred Broadcast Professional
• Diplomacy, Leadership strategies
• SOP’s and Regulations for Organizational Operations

WORK EXPERIENCE:
Independent Media Corporation, Broadcast Operations (BOP), Associate Manager BOP from 10/01/2007
• Management of 2 teams of Engineers and Non-Linear Editors to maintain operations of a 12 channel Master Control Room (MCR)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Lifetime Member of Pakistan Engineering Council
• Research on Local Capital Markets like KSE-100
• Reading research articles and annual reports
• Following football, Formula 1 and cricket