Message from the President

It is a matter of immense satisfaction and pride that the Institute of Business Management (IoBM) has successfully completed twenty three years of excellence in Higher Education. IoBM is ranked as a top business school by national and international rating agencies. Its graduates are highly sought after nationally and internationally, due to their well-recognized professional competence. Besides academic and technical competence, IoBM students also excel in national and international competitions.

IoBM has the unique distinction of having Academic Collaboration Agreements with over seventy reputed universities around the world for students and faculty exchange, joint research, consultancy, training and development. It also has collaboration with Senior Expert Services (SES), Germany through which technical experts come to IoBM.

We hope the IoBM Graduate Directory published on a regular basis, facilitates business organizations in fulfilling their HR requirements efficiently and effectively.

Talib S. Karim
President
Board of Governors

- Mr. Basheer Janmohammad, Chancellor
- Mr. Talib Syed Karim President, IoBM
- Chairman Higher Education Commission or his nominee
- President, Federation of Pakistan Chamber of Commerce and Industry
- President, Karachi Chamber of Commerce & Industry
- President, Karachi Stock Exchange (Guarantee) Ltd.
- Additional Chief Secretary, Education Dept. Govt. of Sindh
- 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
- Ms. Ameena Saiyid
- Mr. Muhammad Hussain Syed
- Dr. Ejaz Ahmed, Rector
- Mr. M. W. Jahangir, Secretary BoG

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- Mr. Talib Syed Karim, President, IoBM
- Mr. Justice Irfan Saadat Khan
- Chairman Higher Education Commission
- Additional Chief Secretary, Education Dept. Govt. of Sindh
- Mr. Salahuddin Qureshi
- Mr. Muhammad Ali Tabba
- Mr. Masood Hashmi
- Dr. Ejaz Ahmed, Rector
- Deans of respective Colleges
- Mr. M. W. Jahangir, Secretary

Foundation for Higher Education

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

<table>
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<tr>
<th>University Name</th>
<th>Country</th>
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<td>Sias International University</td>
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<td>IIC University of Technology</td>
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<td>University of Development Studies</td>
<td>Ghana</td>
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<td>University of Muhammadiyah Semarang Central Java</td>
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<td>University of Peradeniya</td>
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<td>I-SHOU University</td>
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<td>Istanbul Kemerburgaz University</td>
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<td>Istanbul Sehir University</td>
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<td>Yasar University</td>
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<td>International Institute of Business</td>
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<td>Vietnam National University</td>
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<tr>
<td>Arcada University of Applied Sciences (Arcada)</td>
<td>Finland</td>
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</tbody>
</table>
List of companies in Which IoBM Graduates are Employed

10Pearl
14th Street Pizza
1LINK (Guarantee) Limited
360 Training
3M Pakistan Pvt. Limited
A.F. Ferguson & Co. Chartered Accountants
A.I. MIR LLC
AAJ News TV
Aaj TV
AASA Consulting (Pvt) Ltd.
Ab Ali Habib Securities Pvt Ltd
Abacus Consulting
Abacus-Global
ABAMCO Limited
Abbott Laboratories Pakistan Ltd.
Abudawood Trading Company
ACCA Pakistan
Ace Insurance Limited
ACM Gold Pvt. Ltd.
Adam Motor Co. Limited
Adamjee Life Insurance Company
Adcom Leo Burnett
Adcom Pvt. Limited
ADM Denim
ADVANS Micro Finance Bank
Aftab Associates
Aga Khan Education Services
Aga Khan Health Services
Aga Khan University
Agha Steel
Agility Logistics Pakistan
Agro Processors and Atmospheric Gases (Pvt.) Ltd.
Ahmed Foods
AIG Pakistan
Airmen Golf Course & Recreational Park
Aisha Steel Mills Ltd.
Akber Ali & Sons
AKD Commodities
AKD Investment Management Ltd
AKD Securities
Akhuwat Foundation
Al Marai, Saudia Arabia
Al Meezan Investment Management Limited
Albaraka Bank Limited
Alfalrah Securities
Ali Asghar Textile Mills Ltd.
Ali Gohar and Company (Pvt) Limited
Al-Khair Distributor
Allianz EFU Health Insurance Limited
Al-Mughal Trading Corporation
Alstom Pakistan (Pvt.) Limited
Alternate Research Pvt. Ltd.
Aman Foundation
American Pacific Enterprises LLC
AMFCO International
Amir Adnan
Amreli Steels Limited
Anjum Asim Shahid Associates Limited
APL Pakistan Pvt. Ltd.
Apna Karachi FM 107
APTECH Computers Education
Arif Habib Bank Limited
ARMTECH Business Solutions (Pvt.) Ltd.
Arpatech Pvt. Ltd.
Artal Group of Companies
Artistic Milliners (Pvt.) Ltd
ARY Communications
ARY Digital Television Network
AsiaCare Health & Life Insurance
Asiatic Public Relations Network Ltd.
Askari Bank Limited
Askari General Insurance Co. Ltd.
Asktourism
Atco Laboratories (Pvt) Limited
Atlas Asset Management
Atlas Honda
Attocq Cement Pvt. Limited
Auspak
Automobile Corporation Pakistan
Avanza Solutions
Aventis Pharma Pakistan Limited
Axis Communications
Badar Expo Solutions (BXSS)
Bakri Energy (formerly Bakri Pakistan Pvt. Ltd.)
Bandhani Group
Bank Al Baraka
Bank Alfalah Limited
Bank Al-Habib Limited
Bank of Punjab
BankIslami Pakistan Limited
Barclays Bank Limited
BASF Pakistan
Bayer Pakistan
Bays International (Pvt.) Limited
BDO Ebrahim & Co. Chartered Accountants
BenchMatrix
Bentham Science Publishers
Berger Paints Pakistan Limited
Beyond Profits
Blitz Advertising (Pvt.) Limited
Blue Chip FMCG (UAE)
Blue Communications
BMA Capital Management Limited
BOC Pakistan Limited
BOL Network
Boom Group Pakistan
Bosch Pharmaceuticals
Bottomline, Pvt.Ltd
Bounty Studio
Brand Mileage
Brand Synario
Breezecom Pvt. Ltd
Bridgestone Tires Pakistan Limited
British Council Pakistan
Brookes Pharma
Bulls Eye Communications
Bullseye 360
Burj Bank Ltd.
Business Plus
Business Recorder
Byco Petroleum Pakistan Ltd.
Cadbury Pakistan Ltd.
Calibre Vintage
Candyland Industries Limited
Capital Management (Pvt.) Limited
Carbonated TV
Careem Pakistan
Cartfirst
Celentas Digital Solutions
Centegy Technologies (Pvt.) Ltd.
Central Depository Company of Pakistan
Charter for Compassion Pakistan
Child Life Foundation
CIM Shipping
Citi Security
Citibank N.A. Pakistan
Citizen Archive of Pakistan
Citizens Foundation
Clariant Pakistan Limited
Classic Designs
Clicktrade
Cloud BPO
Cloud Innovators Solution
CM Pak Ltd.
Coats Pakistan Pvt. Ltd.
Coca-Cola Beverages Pakistan Ltd.
Colgate Palmolive Pakistan Ltd.
Collective Wisdom
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-Life
Cubix Labs
Cupola Pakistan Limited
Custom HR Solutions
Cybernet
Dadabhoy Investments Pvt. Ltd.
Dadex
Daewoo Pakistan Express Bus Service
Dalasa Foods Pvt. Ltd.
Dany Technologies
Daraz.pk
Dawlance (Pvt.) Limited
DAWN News
Dawood Hercules Corporation
Deal Club
Deal Today
Dealon
Deloitte Pakistan
Descon Engineering
Deutsche Bank
Dewan Group of Companies
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
Drug Information Systems
Dubai Islamic Bank Limited
Duleaf
Dupont Pakistan
EDGE Financials
EFU General Insurance Limited
EFU Life Assurance Limited
Elahe Group
Elixir Securities Pakistan Ltd.
Empact
Engage 24X7
Engage Consulting Limited
English Biscuits Manufacturers Ltd.
Engro Corp.
Engro Fertilizer Ltd
ENI Pakistan Limited
EPFirms
Ephlux
EPlanet Communication
Epoxy Industries (Pvt.) Limited
Escape Advertisement
eSys Pakistan
Etihad Airways
Etilize Pvt. Ltd.
Evaluation Factor (Pvt) Ltd.
Evernew Entertainment
Evolution Advertising
Excelerate
Express Media Network
Express News
EY Ford Rhodes
Faysal Asset Management Ltd.
Faysal Bank Limited
Fidelity Insurance
Finja Pvt Ltd
First Capital Equities Pvt. Limited
First Women Bank Ltd.
Fitness Republic
Flight Connections
Float Securities [Pvt.] Ltd
Folio 3
Food Connections Pakistan
Forex Financial Products
Fortec Pakistan Pvt. Ltd.
Foundation Public School
Freight Systems Co. Ltd.
Friends of Literacy & Mass Education
Fulcrum Pvt Ltd
FYSL Trade
Gatron Industries Ltd./Novatex Ltd.
GEMCO Pakistan Ltd.
General Tyre & Rubber Company Ltd.
Genix Pharma Private Limited.
Gentipak
Getz Pharma
GfK Ellize Pakistan
Ghulam Farooq Group
Ghulam Faruque Group
Giga Group of Companies
GlaxoSmithKline Pakistan Limited
Global Food Marketing
Global Industries Intelligence
Global Securities Pvt. Ltd.
Goodcore Technologies
Greaves Airconditioning (Pvt) Ltd.
Green Cherry Solutions
Greenstar Social Marketing Pakistan Limited
Gul Ahmed Textiles
Gul-Ahmed Textile Mills Pvt. Ltd.
Gumcorp Pvt. Ltd.
Gwadar International Terminals Ltd
Habib Bank AG Zurich
Habib Bank Limited
Habib Metropolitan Bank Ltd.
Habib Oil Mills Limited
Habib University Foundation
Habitt
Haleeb Foods,
HANDS Pakistan
Hard Howell International
Hashwani Group of Companies
Hasnain Tanweer Associates (Pvt.) Ltd
HBL Asset Management Ltd.
Herbion International Inc.
Hilal Confectionary Pvt. Ltd.
Himont Pharmaceutical Pvt. Ltd.
Hinopak Motors Limited
Hirelabs
Home Express
HR Outsourcing & Consulting
HRS Global
HRS International
HRSG Pvt Ltd
HSBC Bank Middle East Ltd.
HUBCO
HUBCO Laraib Energy Limited
Hudson Pharma
Hum Network Ltd
Hum TV
Human Resource Solutions
Hurd Consultancy
IAL Satchi & Satchi
IBEX Global Solutions (Private) Limited
IBL Group
IBM Pakistan
ICE Animation
ICI Pakistan Limited
Icon Global
ICS Group of Companies
Ifrasoft Technology Limited
IGI Financial Services
IGI Life Insurance
IJARA
imrooz.com
Inbox Business Technology
Indus Bank Limited
Indus Motors Company
Industrial & Commercial Bank of China
Industrial Development Bank of Pakistan
Information Technology Services
Institute of Chartered Accountants of Pakistan
Intel Pakistan
Interactive Cell
Interactive Health Solutions
Interflow Communications Pvt. Ltd.
International Advertising Pvt. Ltd.
International Asset Management Company Ltd.
Interwood Mobel
INVATERRA
Invest & Finance Securities Limited
Invortex Technologies
Iris Communication
Islamic Investment Bank
Ismail Industries
Ismail Iqbal Securities Pvt. Ltd.
IT Link Online
J. Walter Thompson Asiatic (Pvt.) Ltd.
Jaag Broadcasting Systems Pvt Ltd.
Jaffer Agro Services
Jaffer Brothers Limited
Jahangir Siddiqui & Co. Limited
Jason Group of Companies
JCR -VIS
Jeem Solutions
Johnson & Johnson Pakistan Ltd.
Jotun Paints
JP Coats Pakistan (Private) Limited
JS Bank Limited
JS Global Capital Limited
JS Investment
Jubilee Life Insurance Pvt Ltd
Jumani Group of companies
<table>
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<th>Company Name</th>
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<td>Junctionz</td>
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<td>Kafi Commodities Private Ltd</td>
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<td>Karachi Vocational Training Institute</td>
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<td>Novartis Pharma Pakistan Limited</td>
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<td>OBS Group</td>
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<td>Oman National Electronics, Dubai</td>
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<td>OMD Pakistan</td>
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<td>OMV Pakistan Exploration</td>
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<td>Optimus Capital Management</td>
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<td>Oratech Systems Pvt. Ltd.</td>
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<td>Orient Automotive Industries (PVT.) Ltd.</td>
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Orient Public Relations
ORIX Leasing Company
Orix Pakistan Limited
Oxford University Press
Oxygen Pakistan
P&O Nedlloyd
Packages Limited
Pak Mediacom Pvt. Limited
Pak Oman Microfinance Bank
Pak Petrochemical Industries
Pak-Arab Refinery Limited
Pakistan Institute of Corporate Governance
Pakistan Institute of Management
Pakistan Mercantile Exchange Limited
Pakistan Petroleum Ltd.
Pak Reﬁned Ltd.
Pakistan Services Limited
Pakistan State Oil Company Ltd.
Pakistan Telecommunication Co. Ltd.
Pakstani Tobacco Corporation
Pakistan Tobacco Company (British American Tobacco)
Pakistan Vehicle Engineering (Pvt) Ltd.
Pak-Kuwait Investment Co. Ltd.
Pak-Petrochemical
Pak-Suzuki Motors Co. Limited
Parke Davis & Co. Limited
Pastel Communications
Path Group of Companies
PCI Group
Pearl Packages
Pegasus Consultancy (Pvt.) Ltd.
Pfizer Laboratories Limited
Pharmatec
PharmEvo (Pvt.) Ltd
Philip Morris International
Philips Electrical Co. of Pakistan
Philips Pakistan
Pirana Group
Pixarch
Pizza Hut – MCR (Pvt) Ltd.
Pizza Next - MFC Pvt. Ltd.
Plastech Products (Pvt.) Ltd.
Point Blanc Media
Polaris
Premier Software (Pvt.) Ltd
Premier Systems Pvt. Ltd.
Prestige Communications Ltd.
Prestige Grey
Price Solution Pvt. Ltd.
Price Waterhouse Coopers Pakistan (PWC)
Primatics Financial
Prime HR
Procter & Gamble
Promotech Media Solution (Pvt) Ltd.
Protege Global
Qinetiq
Qubee
Rafi Securities
Rain Bargain
Reckitt Benckiser Pakistan Ltd.
Red Tape Media
Resource Linked Private Limited
Reveal Pakistan
RG Blue Communications (Pvt) Limited
Rhone Poulenc Rorer Pakistan Ltd.
Rising Technologies
Robotics Labs
Roche Diagnostics
Roche Pharmaceuticals Limited
Rocket Internet
Rohi International Pvt. Ltd.
Roshan Media
S13 - Systems Innovations Pvt. Ltd.
Sach International
Sagacious Business Consultancy
Saisal Technologies Pvt. Ltd
Samba Bank Ltd.
Sana Safinaz
Sanofi Aventis Pakistan Ltd.
Sapphire Textile Mills Limited
SASPAK Cargo Pvt Ltd.
SBT Japan
Schneider Electric
School of Leadership
SCT Group
Searle Pharmaceuticals
Service Sales Co.
Shabbir Tiles & Ceramics Ltd.
Shafi-Reso Chemicals
Shaheen Airlines
Shajar Capital
Shajar Capital Pakistan (pvt) Ltd
Shamrock
Shan Foods Pvt. Ltd.
Shandaar Corporation
Shangrila Pvt. Ltd.
Sharaf Shipping Agency
Sheild Corporation
Shekha & Mufﬁ
Shell Pakistan Limited
Shipco Transport Pakistan (Pvt.) Ltd
SibiSoft Inc.
Sidat Hyder Masood Associates Private Limited
Siddiquisons Limited
Siemens Pakistan Engineering Co. Limited
Signium International
Sindh Education Foundation
Singer Pakistan Limited
SKF Pakistan Pvt. Ltd
Snack Bites Company
So Safe Pakistan
Social Investment Managers and Advisors (SIMA) LLC
Social Sell
Socially Global
Soﬁcom (Private) Limited
Softech Microsystems
Solutionicks
Soorty Enterprises
Stancos Pvt. Limited
Standard Chartered Bank Limited
Starcom Pakistan
Starcrest Communications
State Bank of Pakistan
Statuspro Inc.
STEP Consultants
Stitches International
Stork Prints Pakistan
Strategic HR Promotion (SHRP)
Streebo
Strongman Medline
Sufi Brothers
Sui Southern Gas Company Ltd.
Sukoon.pk.com
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 Microfinance Bank Limited
Tapal Tea Pvt. Ltd.
Target Resourcing
Tarzz
Tata Group of Industries
Tata Textile Mills Ltd.
Taurus Securities Ltd.
TBH Employment and Consulting Services
TCS – E Com
TCS (Pvt.) Limited
Teach for Pakistan
Teamants
Teamz International
TeleCard Ltd.
Telenor Pakistan Limited
TenPears
Thai Ltd
Thatta Cement Company Limited
The Arkadians, AKD Group
The Bank of Khyber
The Bank of Tokyo, MUFG
The Brand Consultants (TBC)¹
The Citizen Foundation
The Express Tribune
The First Micro Finance Bank Ltd.
The Hub Power Company Ltd
The Learning Organisation
The Leatger Grandeur
The Recruiters
The Searle Company Ltd
The Snack Bites Company
Thinkline
Third Eye Managed Services
Time & Vision Advertising
Times Consultant (Pvt) Ltd.

TNLI - Worldwide Partners Inc.
Top Boss
Torque Corporation Pvt. Ltd
Total Lubricants
Touchpoint (Pvt) Ltd.
Toyota Indus Motor Company
TPL Holdings
TradeKey
Transit HR Consulting
Transworld Associates
Travel Mate
Travel Solutions
Travelport
Triple E Pvt. Limited
TV One - Airwaves Media Pvt. Ltd.
Uber
UBL Fund Manager
UBL Insurers
Ufone
UNDP Pakistan
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
Unity Foods
Universal Brush Ware Pvt. Ltd.
Urbanite
US Consulate, Karachi
USAID Pakistan
Versa Canada Inc.
Warid Howell International
Warid Telecom
Waterlink Group of Companies
Wavetec Pvt. Ltd.
Weekend World Marketing Limited
Wemsol Pvt. Ltd (KEENU)
Westminster & Eastern Financial Services Ltd.
Winstar Pvt. Ltd.
World Tel
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 China Mobile
ZRG International
List of companies in which IoBM Students do Internship

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
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<tbody>
<tr>
<td>10Pearls</td>
<td>APTECH Computers Education</td>
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<tr>
<td>14th Street Pizza</td>
<td>Arif Habib Bank Limited</td>
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<td>360 Training</td>
<td>Arif Habib Limited</td>
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<td>3M Pakistan Pvt. Limited</td>
<td>Arpatech Pvt. Ltd.</td>
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<td>A.F. Ferguson &amp; Co. Chartered Accountants</td>
<td>Artal Group of Companies</td>
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<tr>
<td>A.I. MIR LLC</td>
<td>Artistic Milliners</td>
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<td>AAJ News TV</td>
<td>ARY Communications</td>
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<td>Aaj TV</td>
<td>ARY Digital Television Network</td>
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<tr>
<td>AASA Consulting (Pvt) Ltd.</td>
<td>AsiaCare Health &amp; Life Insurance</td>
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<tr>
<td>Aba Ali Habib Securities</td>
<td>Asiatic Public Relations Network Ltd.</td>
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<td>Abacus-Global</td>
<td>Askari Bank Limited</td>
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<td>ABAMCO Limited</td>
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<td>Abbott Laboratories Pakistan Ltd.</td>
<td>Atco Laboratories (Pvt) Limited</td>
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<td>Abudawood Trading Company</td>
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<td>Automobile Corporation Pakistan</td>
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<td>Bank Al-Habib Limited</td>
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<td>Bank Islami Limited</td>
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<td>Bank of Punjab</td>
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<td>Akhuwat Foundation</td>
<td>Berlitz</td>
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<td>Al Marai, Saudia Arabia</td>
<td>Beyond Profits</td>
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Cadbury Pakistan Ltd.
Calibre Vintage
Candyland Industries Limited
Capital Management (Pvt.) Limited
Carbonated TV
CDC Pakistan
Celentas Digital Solutions
Centegy Technologies (Pvt.) Ltd.
Central Depository Company of Pakistan
CIM Shipping
Citi Security
Citibank N.A.
Citizen Archive of Pakistan
Citizens Foundation
Clariant Pakistan Limited
Classic Designs
Clicktrade
Cloud BPO
Clouds Innovators Solution
CM Pak Ltd.
Coats Pakistan Pvt. Ltd.
Coca-Cola Beverages Pakistan Ltd.
Colgate Palmolive Pakistan Ltd.
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
Crown Group of Companies
Crystal-Lite
Cubix Labs
Cupola Pakistan Limited
Custom HR Solutions
Cybernet
Dadabhoy Investments Pvt. Ltd.
Dadex
Dalda Foods Pvt. Ltd.
DAMCO Pakistan (Pvt) Ltd.
Dany Technologies
Daraz Pakistan
Daraz.Com
Dawlance (Pvt.) Limited
DAWN News
Dawood Hercules Corporation
Deal Club
Deal Today
Dealon
Deloitte Pakistan
Descon Engineering
Deutsche Bank
Dewan Group of Companies
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
Drug Information Systems
Dubai Islamic Bank Limited
Duleaf
Dupont Pakistan
EDGE Financials
EFU General Insurance Limited
EFU Life Assurance Limited
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
Escape Advertisement
eSys Pakistan
Etihad Airways
Ettize Pvt. Ltd.
Evaluation Factor (Pvt) Ltd.
Evernew Entertainment
Evolution Advertising
Excelerate
Express News
Express News Tv
Ey Fords
Faysal Asset Management Ltd.
Faysal Bank Limited
Fidelity Insurance
Finja Pvt Ltd
First Capital Equities Pvt. Limited
First Women Bank Ltd.
Fitness Republic
Flight Connections
FM91
Folio 3
Food Connections Pakistan
Forex Financial Products
Forte Pakistan Pvt. Ltd.
Foundation Public School
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
HR Outsourcing & Consulting
HRS Global
HRS International
HRS Total Solutions
HRSG (PVT) LTD
HSBC Bank Middle East Ltd.
Huawei Internship Program
HUBCO
HUB-PAK SALT REFINERY
HUM Network Limited
Hum TV
Human Capital Solutions
Human Resource Solutions
HURD
IAL Satchi & Satchi
IBEX Global Pvt Ltd
IBL Group
IBM Pakistan
ICE Animation
ICl Pakistan Limited
Icon Global
ICS Group of Companies
Ifrasoft Technology Limited
IGI Financial Services
IGI Life Insurance
IJARA
imrooz.com
Inbox Business Technology
Indus Bank Limited
Indus Motors Company
Industrial & Commercial Bank of China
Industrial Development Bank of Pakistan
Information Technology Services
Inforox Limited
Institute of Chartered Accountants of Pakistan
Intel Pakistan
Interactive Cell
Interactive Health Solutions
Interflow Communications Pvt. Ltd.
International Advertising Pvt. Ltd.
International Asset Management Company Ltd.
International Foundation and Garments (PVT) Ltd.
International Industries Limited (III)
Interwood Mobel
INVATERRA
Invest & Finance Securities Limited
Invortex Technologies
Iris Communication
Islamic Investment Bank
Ismail Industries
Ismail Iqbal Securities
IT Link Online
J. Walter Thompson Asiatic (Pvt.) Ltd.
Jaag Broadcasting Systems Pvt Ltd.
Jaffer Brothers Limited
Jahangir Siddiqui & Co. Limited
Jason Group of Companies
Jazz Warid
JCR -VIS
Jeem Solutions
Johnson & Johnson Pakistan Ltd.
Jotun Paints
JS Bank Limited
JS Global Capital Limited
JS Investment
Junctionz
KalSoft (Pvt.) Limited
Karachi Deals
Karachi International Container Terminal Ltd.
Karachi Stock Exchange Limited
Karachi Vocational Training Institute
KASB Capital
KASB Funds Limited
KASB Securities
K-Electric
Khaliq Fashion
Khwaja Ghareeb Nawaz Trust
KNYSYS
Kopak Shipping Company
KPMG Taseer Hadi & Co.
KZR Associates
Lakson Group of Companies
Lalani & Associates
Land O’Lakes Inc.
Lane 12
Lasmo Oil Pakistan Limited
LGS Matrix
Liberty Books
Lilly Pakistan (Pvt) Ltd.
Linde Pakistan
Live Securities Pvt. Ltd.
Lo’real Pakistan
Logic Information’s
Logicose
Lootla.pk
Lucky Cement Ltd.
Lucky Knits
M. Yousuf Adil Saleem & Co. Chartered Accountants
Maersk Sealand
Magnus Investment Advisors Ltd.
Majsons Corporation
MAL Pakistan Limited
Manhattan Leo Burnet
Manzar Pakistan
Maple Pharmaceuticals Pvt. ltd.
Marie Stopes Society
Markematics Pvt. Ltd.
Martin Dow Pharmaceutical
Mass Advertising Pvt. Ltd.
Mazars
MCB Bank Limited
MCB-Arif Habib Savings & Investments Limited
Meat One
Media Axis
Media Max Pvt. Limited
Media Pulse Pvt. Limited
Meezan Bank Ltd.
Mehran Enterprises
Merck Marker Pvt. Ltd.
Merit Packaging Pvt. Ltd.
Meritocracy
Metro Cash & Carry Pakistan
Metropolitan Bank Limited
MGH Group
Microsoft Corporation
Midas Safety
Mindshare Pakistan Pvt. Limited
Mitsubishi Corporation
Mobil Askari Lubricants
Moblink
Mobitel, KSA
Monsieur
Mother and Child Welfare Foundation
MS Associates
MullenLowe & Rauf
Mulier & Phipps Pakistan Pvt. Ltd.
Multinet Pakistan Pvt. Ltd.
Mushawar Consulting
Mustafa & Co. Pvt. Limited
MWM Studio
Nabiqasim Industries
Najmi Bilgrami Collaborative Pvt. Ltd.
Nanosoft Technologies Pvt. Ltd.
Narejo Human Resources
National Bank of Pakistan
National Clearing Company of Pakistan Ltd.
National Commodity Exchange
National Foods Limited
National Fullerton Asset Management Ltd.
National Industrial Parks Ltd. (NIP)
National Insurance Company
National Investment Company of Pakistan
National Investment Trust
National Marketing Services
Naveena Export Pvt. Limited
Neda Corporation
Nestle Pakistan
Net Space Systems
New Era Industries
New Jubilee Insurance Co. Limited
Next Degree
Next Generation Innovations
NIB Bank Ltd
Nielsen Pakistan
Nike Pakistan Limited
Nizami Biji
Nolin BPO
Novartis Pharma Pakistan Limited
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Oceanic Star Line (Pvt) LTD
Oman National Electronics, Dubai
OMD Pakistan
OMV Pakistan Exploration
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Oxford University Press
Oxygen3e Pakistan
P&O Nedlloyd
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Pak Oman Microfinance Bank
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Pakistan Institute of Management
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Protege Global
Qineqt
Qordata
Qubee
Rain Bargain
Reactivate Pvt. Ltd
Reckitt Benckiser Pakistan Ltd.
Red Tape Media
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Reveal Pakistan
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Roche Pharmaceuticals Limited
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The Express Tribune
The First Micro Finance Bank Ltd.
The Learning Organisation
The Leatger Grandeur
The Recruiters
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Transworld Associates
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Travel Solutions
Travelport
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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
Unity Foods
Universal Brush Ware Pvt. Ltd.
Universal Brushware
Urbanite
US Consulate, Karachi

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Versa Canada Inc.
Visa International (Asia Pacific) Ltd.
Vision Express
Walnut Communications
Ward Howell International
Warid Telecom
Waterlink Group of Companies
Wavetec Pvt. Ltd.
Weekend World Marketing Limited
Westminster & Eastern Financial Services Ltd.
Winstar Pvt. Ltd.
World Tel
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 China Mobile
ZRG International
## List of Graduates

<table>
<thead>
<tr>
<th>BBA (Honors)</th>
<th>Names</th>
</tr>
</thead>
</table>
| Finance      | Mehdia Fatima  
Rebaal Hussain Qureshi  
Zeeshan Khalid  
Munshi Vishal Rohra  
(Bi Majors in Marketing) |
| Human Resource Management | Omair Khan Tareen  
Naureen Piyar Ali  
Shahzadi Sara  
Sarah Tariq  
Rija Zafar |
| Marketing    | Aysha Amin  
Muhammad Bilal  
Asad Hussain Khan  
Syed Muhammad Ibrahim Ali  
Zeeshan Khawaja  
Zaid Mahmood Butt  
Leon Mendes  
Musa Mohammad Khan  
Huzaifa Naeem  
(Hi Major in Supply Chain Mgmt.)  
Hira Sikander Khan  
Ahsan Tariq  
Muhammad Umer Aslam  
Adeel Ur Rehman  
Syed Zain Ul Abedin Raza Abbas Naqvi |
| Logistics & Supply Chain Management | Hammad Ahmed  
Muhammad Usman Solangi |
| BE (Electrical Engineering) | Sohaib Ahmed |
| BS (Honors) Accountancy, Management & Law | Yahya Inam  
Doha Sajjad |
| BS (Actuarial Science & Risk Management) | Nashia Khan |
| BS (Computer Science) | Rohma Anwer  
Fariya  
Syeda Imrana Imran  
Sakina Jivani  
Muhammad Umer Farooq |
| BS (Industrial Engineering & Management) | Ahmed Ali  
Khadija Iqbal |
| BS (Joint Honors) Accounting & Finance | Muhammad Moiz |
| BS (Joint Honors) Economics & Finance | Musaddiq Maroof Talib |
## List of Graduates

<table>
<thead>
<tr>
<th>Program</th>
<th>Names</th>
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<tbody>
<tr>
<td>MBA</td>
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<tr>
<td>Advertising &amp; Media Management</td>
<td>Shahbaz Ahmed Awan</td>
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<td></td>
<td>Bilal Nazar Sibtian</td>
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<td>Shaheer Ud Din</td>
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<td>Education Management</td>
<td>Anam Bilwani</td>
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<td>Meher Saigol</td>
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<td>Finance</td>
<td>Ali Abbas</td>
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<td>Syed Afaqee Hashmi</td>
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<td>Muhammad Essa Paracha</td>
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<td>Madiha Gulshaid</td>
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<td>Talia Iqbal</td>
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<td>Samra Javed</td>
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<td>Syed Junaid Ali</td>
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<td>Khurram Masood</td>
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<td>Arsalan Nadeem</td>
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<td>Saad Pervez</td>
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<td>Muhammad Raza</td>
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<td>Azhar Shallwani</td>
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<td>Shumaila</td>
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<td>Bisma Zia Hassan</td>
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<td>Health Management</td>
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<td>Human Resource Management</td>
<td>Maliq Kousain Khaliq</td>
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<td>Muhammad Owais Danish</td>
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<td>Salman</td>
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<td>Pearl Samra</td>
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<td>Komal Shakil</td>
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<td>Industrial Management</td>
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<td>Fatima Aslam Farooqui</td>
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<td>Naveed Irshad</td>
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<td>Ahmed Saeed Khan</td>
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<td>Logistics and Supply Chain Management</td>
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<td>Wahaj Ahmed</td>
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<td>Ubaid Ahmed</td>
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<td>Haider Amjad Noukhez</td>
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<td>Mubashraah Babar</td>
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<td>Muhammad Faizan Khan</td>
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<td>Raafi Gul</td>
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<td>Ali Hasan</td>
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<td>Hamid Khan</td>
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<td>Mahesh Kumar Chugh</td>
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<td>Danish Mansoor Ali</td>
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<td>Muhammad Mustajab Ibrahim</td>
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<td>Muhammad Nabeel Khan</td>
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<td>Danish Naeem</td>
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<td>Waqas Patras</td>
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<td>Muhammad Yasir Bokhari</td>
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## List of Graduates

<table>
<thead>
<tr>
<th>MBA</th>
<th>Names</th>
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</table>
| Management | Talal Ahmed Khan  
Farhan Ali Qureshi  
Muhammad Ashar Alam |
| Marketing | Ibaad Ahmed Khan  
Fawaz Ahmed Qazi  
Syed Ahsan Naeem Akhtar  
Muhammad Ahsan Uddin  
Shahan Aijaz  
Amin Akhter  
Tehreem Azhar  
Hasan Bin Adnan  
Aroob Faruqi  
Murtaza Hasan  
Zohaib Jamal  
Hassan Javed  
Farhan Khan  
Maimoona Malik Shaikh  
Zaki Masood Siddiqui  
Muhammad Mateen Shekhani  
Bazla Mukhtar Ahmed  
Muhammad Muneer Alam  
(Bl Majors in Supply Chain Mgmt.)  
Muhammad Omer Khuhro  
Namirah Pirzada  
Atif Raza  
Muhammad Saeed  
Umama Siddiqui  
Hammad Siraj  
Mehak Sohail  
Zehbish Tauseef  
Syed Waleed Masood  
Muhammad Waqar Uddin  
Mumtaz Yaseen |
Vision & Mission Statement of IoBM

Vision:

The Institute of Business Management aims to be, nationally and internationally, a leading educational institution able to provide students with knowledge, skills and worthy values, enabling them to achieve success 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 in a manner that will allow them to perform ethically and take effective rational decisions in all endeavors in life
- Pursue leading-edge research
- Engage in the development of innovative ideas and analytical, interpersonal and leadership skills
- Encourage freedom of thought and expression
- Encourage both faculty and students to be independent and creative thinkers
- Mold our students in such a way as to make them responsible global leaders of the future.
MEHDIA FATIMA ZAHID
mehdia2008@live.com
Date of Birth: 11/07/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Majors in Finance, Graduation: Fall, 2017
• Cumulative GPA: 3.11

ELECTIVES:
• Islamic Banking and Finance
• Portfolio Management
• Treasury and Fund Management
• Project Appraisal

DA DEGREE COLLEGE FOR WOMEN
• Higher Secondary School, 2011-2013
• A-1 Grade (80.36%)

HABIB GIRLS’ SCHOOL
• Secondary School Certificate, 2009-2011
• A -Grade (73.6%)

HONOURS / ACHIEVEMENTS:
• Attended workshop on Ethical Hacking & Penetration Testing, 2015
• Awarded certificate for Inter House General Knowledge Quiz Competition, 2011
• Certificate for Inter House Computer Olympiad  2010

SKILLS:
• Foreign language : Basic Italian
• Efficient with the use of MS WORD MS Excel and MS PowerPoint
• Excellent communication skills
• Ability to work in a team

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Islamic Banking and Finance: Performance of KMI 30 and KSE 30 Indices
• Portfolio Management : Financial Modeling of Lucky Cement Pakistan Limited
• Treasury & Fund Management: Crypto Currency
• Project Appraisal : Distributed Energy Supply Companies (DESCO) In Pakistan
• Strategic Management : Business Strategy of Automobile Industry ( Honda)
• Taxation : Critical Analysis of Tax Amnesty Scheme

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Mentor Society, 2014
• Member of Media Society, 2015
• Member of Bits & Bytes Society, 2011
REBAAL HUSSAIN QURESHI
rebaal7@hotmail.com
Date of Birth: 06/26/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Majors in Finance and Marketing, Graduation: Fall 2017
• Cumulative CGPA: 2.82

ELECTIVES:
• International Finance
• Marketing Research
• Islamic Banking and Finance
• Integrated Marketing Communication

Govt. Dehli College, Karachi
• Higher Secondary School Certificate, 2013
• A Grade, (70.91%)

St. Patrick’s High School, Karachi
• Secondary School Certificate, 2011
• A-1 Grade, (83.64%)

HONOURS/ ACHIEVEMENTS:
• Got best department award as a Director Club Services.
• Brought sponsors for the events.
• Achieved certificate for organizing "Rotary District Conference 2016".

SKILLS:
• Leadership and an ability to go an extra mile
• Excellent Adobe Photoshop skills
• Excellent Communication, Inter personal & Management Skills
• Well versed in MS Office applications

MAJOR TERM PAPERS/RESEARCH WORK/PROJECTS:
• Consumer Behavior: Launched and made an Ad of a sun block soap with all communication channels
• Brand Management: Made a logo, Infomercial and complete brand plan of an online business

WORK/INTERNSHIP EXPERIENCE:
Cloud Innovators Solution, Research Analyst from 28/11/2017 to present
• Responsible for doing research and academic writing
Bank Alfalah Limited (Islamic), Corporate Branch, Internee from 25/10/2017 to 03/11/17
• Assisted in executing daily based operations of the branch from cash to corporate

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Photography
• Former Vice President of Rotaract Club of IoBM
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), Major in finance, Graduation: 8th, 2017
• Cumulative GPA: 2.77

ELECTIVES:
• Portfolio Management
• Financial Modelling
• Corporate Finance
• Investment Analysis

Private candidate
• Intermediate, 2011
• 61.73%, B grade

Lamartine Academy, Karachi
• Matric 2008
• 73.76%, A grade

SKILLS:
• interpersonal skills
• good communication skills
• profound understanding of using excel
• team worker

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Portfolio Management: Did valuation of Cherat cement using FCFF
• Investment Analysis: Launched a balanced fund
• Financial Modelling: Valuation of HCAR and DGKC
• Corporate Finance: Research report on impact of different variables on Debt to Equity in Auto assembling sector.
• Introduction to Business Finance: Detailed ratio analysis of financial statements of Sitara chemicals
• Organizational Behaviour: Learned about behavioral conduct practiced within Al-Habib Capital Market (Pvt) Ltd.
• Financial Management: Forecasted additional financing needs for EFOODS.

INTERNSHIP/WORK EXPERIENCE:
• Did multiple internships at Al-Habib Capital Market Ltd. in equity research department and in equity sales department.
• Did internship at Office of the Accountant General muzaffarabad in F.I section

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Passionate about table tennis.
• Used to play football for local clubs
• Reading equity research coverage of different brokerage houses.
• Passive investing in Equities
VISHAL ROHRA

vishalrohra030@gmail.com
Date of Birth: 12/15/1994

EDUCATION:
Institute of Business Management (IOBM), Karachi
• Bachelor of Business Administration (BBA), Graduation: Fall 2017
  • Cumulative CGPA: 2.81

  ELECTIVES:
  • International finance
  • Corporate finance
  • Analysis of financial statements
  • Portfolio management

Girne American University (GAU), Kyrenia
• Bachelor of Business Administration (exchange program fall 2016)
  • Cumulative CGPA: 3.26

The Avicenna School, Karachi
• A – Levels, 2011-2013
  • 1B and 2C

The City School, Larkana
• O- Levels, 1999-2011
  • 5B, 1C, 1D, 1E

SKILLS:
• Good Interpersonal Communication
• Adobe Photoshop
• Fluent in English
• Adobe Illustrator
• Proficient in MS Office

INTERNSHIP (S)/WORK EXPERIENCE:
Multiline securities limited, Investment analyst, from March.2018- Present
PWC A F Ferguson, Internee from June.2017-July 2017

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Photography
• Video-games
OMAIR KHAN TAREEN
Tareen91@hotmail.com
Date of Birth: 10/20/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Human Resources Management, Graduation: Fall, 2017
• Cumulative GPA: 3.12

ELECTIVES:
• Employee Training and Development
• Recruitment and Selection
• Organizational Change and Development
• Performance Appraisal and Management

College of Accounting and Management Sciences (CAMS), Karachi.
• Higher Secondary School Certificate, 2013
• A Grade, (71%)

Matriculation (Private) Sindh Board, Karachi.
• Secondary School Certificate, 2011
• C Grade, (60%)

HONOURS/ACHIEVEMENTS:
• Obtained training certificate at IoBM, 2015, 2016 and 2017
• Volunteered for Special Olympics Pakistan (young athletes), 2016
• Champions of the cricket tournament at IoBM, 2015
• Conducted a fitness training at IoBM, 2016
• Attended Model United Nations at LUMs, 2012

SKILLS:
• Time Management
• Command over Microsoft Excel, Word and Power Point
• Team Building
• Speak Urdu, English and the German language
• Detailed Oriented

MAJOR TERM PAPERS/RESEARCH WORK/PROJECTS:
• Employee Training and Development: Conducted a fitness training at IoBM
• Recruitment and Selection: Evaluated the recruitment and selection procedure of TRG
• Organizational Change and Development: Evaluated the performance appraisal procedure at HBL
• Performance Appraisal and Management: Evaluated the performance measurement in the banking industry
• Strategic Management: Conducted an Industry analysis on the pharmaceutical industry of Pakistan

INTERNSHIP/WORK EXPERIENCE:
• Working as an intern with Haroon Zakaria & Company
• Worked as an intern with Proctor and Gamble (P&G)
• Worked at Bar B Q Tonight as a customer service representative
• Worked as a child artist

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Part of Marketing Society’s cricket team at Institute of Business Management (IoBM)
• Online games (CS)
• Street cricket
• Badminton
NAUREEN PIYAR ALI

Naureenhusain95@gmail.com
Date of Birth: 17/07/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Human Resource Management, Graduation: Fall, 2017
• Cumulative GPA: 2.92

ELECTIVES:
• Training and Development
• Recruitment and Selection
• Salary and Compensation
• Organizational Change and Development

DA Degree College for Women Phase VIII, Karachi
• Higher Secondary Certificate, 2013
• A Grade, 73.64%

Nova School of Excellence, Karachi
• Secondary School Certificate, 2011
• A Grade, 75%

SKILLS:
• Training and Development
• Leadership and communication
• Exceptional networking and management skills
• Hands-on experience of
  • Microsoft Windows 2000/XP/Windows 8/Windows 10
  • Microsoft Office 2007/2010
  • Internet and E-mail

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Training and Development: Conducted a training session on the topic “Meet the meeting killers” as the lead trainer
• Analysis of Pakistan Industries: Researched on “Debt Sustainability of Pakistan” and analyzed the current debt scenarios

INTERNSHIP/WORK EXPERIENCE:
• Under the supervision of lead facilitator of Family Education Services Foundation, I was introduced to the training content of the MOVE program and observed the training (completed 10 CPD hours)

EXTRACURRICULAR ACTIVITIES:
• Have been an active member of “The IoBM Marketing Society” as the Executive Director-HR
• Have been an active member of Girls Guide association from 2000 to 2014
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (MBA), Majors in Human Resource Management, Graduation: Fall, 2017
• Cumulative GPA: 2.80

ELECTIVES:
• Public Relation
• Employee Training and development
• Salary and compensation
• Recruitment and selection

Govt. College of Commerce and Economics, Karachi
• Higher Secondary Certificate, 2012
• A Grade, (70.64%)

Metropolitan Academy, Karachi
• Secondary School Certificate, 2010
• A Grade, (76%)

SKILLS:
• MS-office, Good leader, Handle pressure in difficult situation, Proactive

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Event Organization: Organized an event in Public Relation over Sharing empowerment
• New Product Development: Introduced a product in Marketing course named as Sausy Dips
• Al-Momin Company: Assigned to work for the Distribution Channel of Engro
• Profit Earning Project: Earning 25K in a semester for Entrepreneurship Course
• Stress Management Project: Conducted a workshop for the faculty of IoBM to ensure the work life balance without having any stress

WORK EXPERIENCE:
IoBM, International Cooperation, Placement & Alumni Department, Intern, December 2017 to January 2018
• Responsible for making Cvs and issuing Alumni Cards, Jan’ 2018
Imec Solution Pvt Ltd, Marketing Intern, Responsible for making presentations and look after sales’17
Gaditek (Distrupt.com Company), Presents
• Associate Executive, responsible for collaborating with brands and BTL activation of their products at different institutes and places, Marketing Department
Stall Team head
• Entertainment Plus Society-IoBM
Founder of an Online Business Venture, Pair a Feet
• https://www.facebook.com/pairafeet.1
Founder of an online CV making page, CV Stop
• https://m.facebook/entreworks

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Advisor at Entertainment Plus Society
• Marketing Director- Entertainment Plus Society, IoBM
• Privilege Card Team Head
• HR-Coordinator-Entertainment Plus Society, IoBM
• Member Promotions and Marketing, Entertainment Plus Society, IoBM
• Badminton & Cricket
SARAH TARIQ
srhtrq@gmail.com
Date of Birth: 02/09/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Human Resources, Graduation: Fall, 2017
• Cumulative CGPA: 2.55

ELECTIVES:
- Training & Development
- Recruitment & Selection
- Salary & Compensation
- Direct & Digital Marketing

Beaconhouse School System, Karachi
• A – Levels, 2012
  • 1 B, 1C & 1D in A - Levels

Beaconhouse School System, Karachi
• O – Levels, 2010
  • 1 A, 6Bs, 1C & 1D in O - Levels

SKILLS:
• MS EXCEL/WORD/POWER POINT
• Leadership/ team management/ team building
• Good Core finance skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Conducted a market research and compiled a report on the buying behavior of consumers
• Researched and compiled a report on the employee selection methods of the top pharmaceutical companies
• Conducted a training session on stress for high school students
• Made an in-depth research on the corporate customers of Ufone
• Computed reports on financial analysis of Siemens Pakistan, PSO, HBL

INTERNSHIP/WORK EXPERIENCE:
HR Internship at Lucky Textile Ltd, Oct-Dec (7 Week)
• Assisted with HR operations management for 1 week.
• Assisted with Training design and content for training sessions for 2 weeks.
• Assisted the recruitment of cadre on frequent basis for 4 weeks.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Voluntary work for Media society at IoBM
• Certificate of participation at Experience Karachi, a 3 day Entrepreneurship and Leadership Conference in December 2014
• Certificate of participation at Young Leaders Entrepreneurship Summit (Y’Les) in January 2012 hosted by LUMS.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA - Hons.), Major in Human Resource Management, Graduation: Fall, 2017
• Cumulative GPA: 2.74

ELECTIVES:
• Employee training & development
• Performance appraisal & management
• Recruitment & selection
• Salary & Compensation

Commecs College Karachi
• Higher Secondary Certificate, Commerce 2013
• A Grade: (71.45%)

White House Grammar School Karachi
• Secondary School Certificate (Computer Science), 2011
• A Grade: (70.58%)

SKILLS:
• Team Player
• Multi-Tasking
• Quick Internet user
• Microsoft Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Human Resource Management: Research on HR department of MCR group, majorly discussing Pizza hut’s HR team’s challenge.
• Recruitment & Selection: Conducted Assessment Centre & solved a case as project
• Performance Appraisal & Management: Performed Conformity experiment with invisible rope to determine social behavior.
• Employee Training & Development: Conducted a training session on sexual harassment at workplace.

INTERNSHIP/WORK EXPERIENCE:
UBL, Human Resource, HR Intern from 01/04/2018 to 02/14/2018
• Tasks under Relationship Management.
• Rotation to Recruitment.
• Assisting the HR team with day to day administrative tasks.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Travelling
• Ted Talks
• Painting
• Member of entrepreneurship society of IoBM
AYSHA BINTE AMIN
ayshaamin@hotmail.co.uk
Date of Birth: Dec/22/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 2.96

ELECTIVES:
• Brand Management
• Advertising
• Direct and Digital Marketing
• Social Marketing

The Fahims School System, Karachi
• A – Levels, Spring, 2013
• 1 A, 2 Cs, 1 E

Happy Palace Grammar School, Karachi
• O - Levels, 2011
• 3 As, 4 Bs

HONOURS / ACHIEVEMENTS:
• Selected for international exchange scholarship from IoBM to Moscow, Russia in 2017
• Selected for international exchange scholarship from IoBM to Seoul, South Korea in 2016
• Won Inter-college table tennis competition in Alevels 2013
• Received 50 percent scholarship in Alevels in 2012
• Won 1st place in the Photography competition in IBA Youth Festival 2012
• Won 1st place in Inter-Karachi Essay Writing Competition by the Consumer Rights Council in 2011

SKILLS:
• Team Leader: Can handle a team under pressure and reach deadlines.
• Creative: Always ready to experiment with something new and unconventional.
• Writing: Can articulate ideas and have strong communication through writing.
• Flexibility: Can adapt to situations and scenarios be it working alone or in team.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Social Marketing: Did research project on how Sarim Burney Trust functions.
• Consumer Behavior: Research project on Ponds strategies to attract consumers.
• Brand Management: Project and brand activation of Rovers Adventure Club in IoBM.
• Methods in Business Research: Research report on perception of students towards societies in universities.
• Advertising: 360 advertising plan of Dalda Olive Oil.
• Business Communication 2: Research report on “Cafes in Karachi” also presented in IoBM seminar.

INTERNSHIP/WORK EXPERIENCE:
Bonanza Satrangi, Marketing and Sales department, Intern from 16th May 2017 to July 2017.
• Looked after the website for bugs and glitches, confirming and processing orders, creating excel sheets for data; looking after the website chats.

Pakistan State Oil, Marketing - Retail Department, Intern from 13th July 2016 to 19th August 2016.
• Visited COCO pumps and interviewed staff regarding problems at the pump station, uniform, working conditions; designing a new uniform from scratch along with developing its prototype; designing a new pump outlook; updating and sorting database of all the PSO franchises and making sure they meet the minimum requirements.

Karachi Marriott Hotel, HR Training Department, Intern from 15th August 2014 to 6th September 2014.
• Meeting regular checklist standard requirements from international Marriott; conducting orientations for new entrants; making regular newsletters; observing the trainer in several trainings regarding safety, housekeeping, and mannerism; conducting online Marriott tests.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Vice President of Literary and Public Speaking Society of IoBM for the year 2016-17
• Blogging/ writing articles
• Watching Korean dramas.
MOHAMMAD BILAL

m_bilal_ah@hotmail.com
Date of Birth: 10/27/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 2.77

ELECTIVES:
• Brand Management
• Media Planning

Institute of Business Education, Karachi
• Higher Secondary Certificate, 2013
• A Grade, (71.55%)

Meritorious School Network, Karachi
• Secondary School Certificate, 2011
• A Grade, (75.64%)

HONOURS / ACHIEVEMENTS:
• Finalist of Counter-Strike 1.6 in Experia’17 (Event of Digicon Informatics Society)

SKILLS:
• Certificate of Proficiency in Information Systems Management
• Certificate of Proficiency in Microsoft Office Computing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising: Marketing 360 degree campaign on 9mm pistol (Topic assigned by Sir Fawwad Afridi)
• Media Planning: Marketing campaign on Sephora (Topic assigned by Sir Taha Durrani)
• Marketing of Financial Services: Loan proposal of Rice Industry

INTERNSHIP / WORK EXPERIENCE:
Naba International Exports (Pvt.) Ltd, Marketing and Sales, Business Development Executive (16th Jan’ 18 - Present).
• Looking after import and export in Central Asia and Africa, responsibility of updating social media and promotion of business.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Executive Director of Events in Strategic Human Resource Society (2017-18)
• Director of Operation in Strategic Human Resource Society (2016-17)
ASAD HUSSAIN KHAN

std_16449@iobm.edu.pk
Date of Birth: 17/07/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 2.84

ELECTIVES:
• Retail Management
• Distribution Channel Management
• Services Marketing
• New Product Development

Commecs College, Karachi
• Higher Secondary Certificate in Pre- Engineering, 2013
• Grade B, (63.36 %)

Beaconhouse School System, Karachi
• O - Levels, 2011
• 3As, 5Bs & 1C

HONOURS / ACHIEVEMENTS:
• Awarded 3rd Position in Inter Board Gymnastic Championship.

SKILLS:
• Ability to work in team structure, solve problems and make decisions.

MAJOR TERM PROJECTS:
• Retail Management: Submitted a business proposal for opening retail outlet.
• New Product Development: Research work on developing new products for existing firms.
• Services Marketing: Submitted a case study on reasons for the decline of World Call.

WORK EXPERIENCE:
Gaditek Associates, Marketing as a Customer Success Executive from 01/2018
• Managing the inbound and outbound calls and handling compliances.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Swimming
• Reading Books
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA), Major in Marketing, Graduation: Fall’ 2017
• Cumulative GPA: 3.04

ELECTIVES:
• Brand Management
• Direct and Digital Marketing
• Advertising
• Media Planning

Govt. Degree College – Malir Cantt, Karachi
• Higher Secondary Certificate: Pre-Engineering, 2012
• B Grade, (63.64%)

Karachi Public School, Karachi
• Secondary School Certificate: Science, 2010
• A-1 Grade, (86.82%)

HONOURS / ACHIEVEMENTS:
• Google DoubleClick Search Basics Award

SKILLS:
• MS-Office
• Time Management
• Vtiger
• Good team player
• Good analytical skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Direct and Digital Marketing: Creating Direct and Digital Marketing plan for Chapter2 by Khaadi.
• Sales Management: Prepared a term report on “Training and Development” for Nuzzer Pharmaceuticals.
• Brand Management: Brand launch and activation for MyBag.pk
• Advertising: Designing an advertising campaign for Faysal Bank Mobile App.
• Media Planning: Creating comprehensive media plan and strategies for Tampax.
• Strategic Management: Prepared a term report on “Strategic Management” for EFU Life.

INTERNSHIP/WORK EXPERIENCE:
A2Z Creatorz, Marketing, Intern from 1st Feb 2018 – 31st Mar 2018
Sales, taking part in building marketing strategies and looking after existing and new business prospects.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Volunteer at TCF(The Citizens Foundation)
• Traveling
• Playing Cricket
• Listening music
ZEESHAN KHAWAJA
zeeshankhawaja93@gmail.com
Date of Birth: 07/08/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 2.72

ELECTIVES:
• Advertising
• Direct and Digital Marketing
• Media Planning
• Distribution and Channel Management

Govt. College of Commerce and Economics (PIDC), Karachi
• Higher Secondary Certificate, 2013
• B Grade, (68.36%)

Chiniot Islamia School and College, Karachi
• O - Levels, 2011
• 3As, 1B & 5Cs

SKILLS:
• Proficient in MS Office (word, excel and power point)
• Skilled in learning new concepts and working under pressure.
• Negotiation and convincing skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising: Developed an advertising campaign of Honda CBR250.
• Direct and Digital Marketing: Developed an integrated marketing campaign for Madvacy Travels.
• Entrepreneurship: Launched an online entrepreneurial venture (LOOPS N KNOTS).
• Media Planning: Developed a detailed media plan on Activade (Pakistan’s first sports drink).

INTERNSHIP/WORK EXPERIENCE:
Careem, Sales/Marketing, Intern from 06/2017 to 07/2017
• Engaging new business and deriving strategies to create awareness about product offerings.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Deputy Director (Events) in Vanquishers Sports Society of IoBM.
• Executed two Inter-Society Sports Festivals (ISSF)-IoBM.
• Executed different BTL activities for brands like LAYS and EPIC energy drink in IoBM
• Participated in Inter-College sports competition (semi-finalist)
• Represented IoBM in HEC Inter-Varsity Badminton Tournament 2016 and 2017 (ranked 3rd)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Majors in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 2.73

ELECTIVES:
• Brand Management
• International Marketing
• Direct and Digital Marketing
• Social Marketing

CREEK COLLEGE, KARACHI
• Higher Secondary Certificate, 2013
• A Grade, (72%)

THE EDUCATORS, KARACHI
• Secondary School Certificate, 2011
• A Grade, (77%)

SKILLS:
MANAGEMENT
• Director at SHRS Logistics, managed the team of members and was responsible for the completion of tasks handed over by the Executive Director.

COMMUNICATION
• Attended Summer Camp of Russian Presidential University (RANEPA) at Kazan. It helped me in improving my communication skills, network building abilities and enhanced my interpersonal skills.

LEADERSHIP
• Attended Asian Youth Leadership Learning Camp, (AYLTLC), Singapore. It allowed me to communicate with the delegates from different universities.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand Activation of Bisconni biscuits
• Social Marketing: Report on “Al Mustafa Trust”
• International Marketing: Report on “Keenu” digital wallet

INTERNSHIP:
GoLive, Marketing Department, 19th Feb to 31st March 2018
LEON FRANCIS MENDES
leonmendes11@hotmail.com
Date of Birth: 04/11/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 2.88

ELECTIVES:
• Advertising
• Service Marketing

• Brand Management
• New Product Development

Defence Authority Degree College for men, Karachi
• Higher Secondary Certificate, 2013
• B Grade, (67.73%)

St Paul’s English High School, Karachi
• Secondary School Certificate, 2011
• A Grade, (70%)

HONOURS / ACHIEVEMENTS:
• Certificate of Full attendance during secondary schooling.
• Elected as Proctor during College

SKILLS:
• Organizing files and keeping records up to date
• Communication with Marketing Vendors
• Petty cash book
• MS word, Excel, power point
• Writing Formal letters & minutes of the meeting
• Data entry

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Introduction to Psychology: Medical treatment versus spiritual healing; which is effective.
• Principles of Marketing: Creating a non-existing product, its current market situation, marketing strategy and SWOT analysis.
• Organizational Behavior: Research on Employee Satisfaction in an organization.
• Business Communication 2: Research on the Lower Staff management satisfaction Level at IoBM.

WORK EXPERIENCE:
• Shamim Zafar & Associates (SZA), Administration from Jul-15 to Aug-15
Organizing Receipts and keeping records up to date. Petty cash accounting, office inventory management and lower staff supervisor.
• Internship at De Metal Art, Marketing Intern (7 weeks) from 20-Nov-17 to 6-Jan-18
• Home based tuitions: Tutored students from Primary, Secondary and intermediate level (matric and Cambridge).

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Volunteer at Iobm Health camp
• Participated in school Science project competition
• Badminton.
• Surfing the internet.
• Reading Factual and informative Articles
EDUCATION:  
Institute of Business Management (IoBM), Karachi  
- Bachelor of Business Administration (BBA), Major in Marketing, Graduation: Fall, 2017  
- Cumulative GPA: 2.74

ELECTIVES:  
- Direct and Digital Marketing  
- Media Planning  
- Advertising  
- Discovering Film

The City School PAF Chapter  
- A – Levels, 2012  
- 2 C’s & 1D

HONOURS / ACHIEVEMENTS:  
- Director TEDxIoBM 2017  
- Research Assistant IoBM Social Media Team  
- Won LUMS Battle of the bands 2015 team IoBM  
- Exchange student to Nagoya University of Commerce and Business, Japan  
- Finalist for Nestle Case study competition

INTERNSHIP/WORK EXPERIENCE:  
IoBM, Social Media Team, Research Assistant 07/02/2017 to 12/01/2017  
- Head of Content at social media team, responsible for maintaining KPIs  
Wormhole Productions, Project Manager, 12/01/2015 to Present  
- Responsibilities include client servicing, content creation and management of business.

EXTRA CURRICULAR ACTIVITIES/HOBBIES:  
- Vice President of Music & Arts Society of IoBM  
- Beginner level in Japanese Language  
- 10 years of music composition experience  
- Sound engineer and Teachers Assistant to Nabhan Karim in sound in IoBM
HUZAIFA NAEEM
Huzzaifa.naeem.27@gmail.com
Date of Birth: 9/17/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor in Business Administration (BBA), Bi-Majors in Marketing and Supply Chain Management, Graduation: Fall, 2017
• Cumulative GPA: 3.34

ELECTIVES:
• Retail Management
• Merchandising and sales Promotion
• Logistics
• Storage and Warehouse Techniques

Adamjee Government Science College, Karachi
• Higher Secondary Certificate, Pre Engineering, 2013
• A1 Grade, (83%)

Usman Public School
• SSC – Matriculation, 2011
• A1 Grade, (86%)

HONORS/ACHIEVEMENTS:
• Shortlisted to study at Caucasus University (Georgia) under the Student Exchange Scholarship Program from the Institute of business Management.

SKILLS & INTERESTS:
• Experience in Business logistics and supply chain activities as a Sole Proprietor.
• Travelling: Had previously visited China, Thailand, Iran & Georgia
• Sound communication and Interpersonal Leadership Skills
• Proficient in Microsoft Office
• Motivated, Flexible and a keen learner
• Languages: English and Basic Chinese

MAJOR PROJECT
Retail Management: Mystery shopping of an outlet of “Hugo Boss” in Tbilisi, Georgia.
Merchandising and Sales Promotion: Formed customer’s path at ChaseUp Shaheed-e-Millat Branch.

INTERNSHIP/WORK EXPERIENCE:
CHASEUP Your Shopping Partner, Homeware Department, internee 1st Feb 2018 to 14th March, 2018

EXTRA-CURRICULAR ACTIVITIES/HOBBIES:
• Blue Belt in karate from a private institution.
• Swimming for relaxation.
HIRA SIKANDER KHAN
hirasikanderkhan22@gmail.com, std_15617@iobm.edu.pk
Date of Birth: 06-06-1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA), Major in Marketing, Graduation: Fall 2017
  • Cumulative CGPA: 2.67

  ELECTIVES:
  • Brand management
  • Advertising
  • Integrated Marketing Communication
  • Media Planning

BAMM, P.E.C.H.S. College, Karachi
• Higher Secondary Certificate (commerce), 2013
  • B Grade, (64.55%)

Happy Home School
• Secondary School Certificate, 2011
  • A-1 Grade, (80.82%)

MAJOR PROJECTS:
• Launched a virtual healthy food startup as required by entrepreneurship’s course.
• TVC of National Foods easy cook range and brand audit of same:
  https://m.facebook.com/story.php?story_fbid=1395534590506986&id=100001513745999
• Research based HR report on Novartis

INTERNSHIP/WORK EXPERIENCE:
Social Welfare and Trust (SWAT), Deputy Director Marketing, 2014-2017
• Project Pukaar, think Pink drive, blood drive, ramzan and meat distribution drive
• Other projects that run throughout the year: school project and fundraisers on and off campus marketing, online content management and scheduling, manage marketing teams, coordination with IT and Publications and the designers.

Agency: Vibrant Minds, Business Development Intern
• Client profiling
• Generating leads (through facebook, linkedin)
• Setting up meetings
• Follow up
• Making presentations
• Brainstorming ideas and pitching them to clients
• Coordinating with creative department to assure timely completion of tasks

Creek High School:
• Substitute teacher:
• Taught 1st grade students Math and English

Content writing:
• Wrote blogs, product descriptions and articles
AHSAN TARIQ
std_10680@iobm.edu.pk
Date of Birth: 05/07/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 2.79

ELECTIVES:
• Public Relations & Event Management.
• Marketing of Financial Services.
• Services Marketing.
• New Product Development.

Defense Authority Shaikh Khalifa Bin Zayed College, Karachi
• Higher Secondary Certificate, 2008
  • A Grade, (75.09%).

St. Bonaventure High School, Hyderabad
• Secondary School Certificate, 2006
  • A Grade, (74.11%).

SKILLS:
• Analysis of Financial Statements with excel.
• Marketing Research.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Business & Professional Speech: Project of social work at Dar-ul-Sakoon.
• Entrepreneurship: Initiated a startup named DESI RUNG (Handy Craft Work).
• Strategic Management: Established a hypothetical clothing store named CHIP MUNK.
• Management Accounting: Case study presented on DELL

INTERNSHIP:
The Citizens Foundation (TCF), Volunteers & Alumni Department, Internship from 03/2017 to 05/2017.
• Market research, analyzing and reporting on MS Excel along with operation related tasks.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading motivational books and success stories.
• Watching reality shows.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 2.73

ELECTIVES:
• Advertising
• Brand Management
• Direct & Digital Marketing
• Marketing of Financial Services

Adamjee Govt Science College, Karachi
• Higher School Certificate (HSC) – Grade 12th (Pre - Engineering)
  • A Grade, (71%)

White House Grammar School
• Secondary School Certificate (SSC) – Grade 10th
  • A1 Grade, (87%)

HONOURS / ACHIEVEMENTS:
• Merit Scholarship at Adamjee Govt. Science College

SKILLS:
• Result Driven
• Analytical

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising: Repositioning Kala Kola.
• Brand Management: Managing multi brands portfolio of Engro Foods.
• Introduction to Business Finance: Financial ratio analysis of Attock Cement.
• Marketing Management: Launching a toothpaste.
• International Relations: Role of cricket diplomacy on the relations of Indo-Pak
• Pakistan Economic Policy: Role of CPEC

INTERNSHIP/WORK EXPERIENCE:
• Careem, Project Coordinator, 2017 -Present
  • Worked in operations to increase supply and educate captains on different trainings.
• Tripda, Business Development, Coordinator Business Development, 2015
• Airport Security Forces Housing Scheme, Marketing, Intern, 2016
• Drafting content for blogs, website, emails and social media
• AIESEC in Karachi, Incoming Exchange, Director, 2014
• Convinced foreigners to visit Pakistan.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Finance Society
• Member of Literary and Public
• Speaking Society
ADEEL-UR-REHMAN
adeel_rehman94@yahoo.com
Date of Birth: 08/09/1996

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 2.67

ELECTIVES:
• Brand Management
• Advertising
• Media Planning
• Direct and Digital Marketing

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2013
• A-1 Grade, (84.73%)

Chiniot Islamia School and College, Karachi
• Secondary School Certificate, 2011
• A-1 Grade, (83%)

SKILLS:
• Interpersonal skills
• Ms office
• Analytical skills
• Diverse research skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand management: Made a detailed report on Brand extension for Pepsi
• Introduction to Business Finance: Completed a ratio analysis report on National foods
• Direct and Digital Marketing: Made a digital media plan for campaign on Madvacy Travels
• Methods of Business Research: Did a detailed research report on academic choices made by students
• Advertising: Made a 360 degree report on a political campaign assigned by the teacher
• Media Planning: Made the whole media plan report on Activade energy drink assigned by the teacher.

INTERNSHIP/WORK EXPERIENCE:
JS Bank, Product Development Dept, Intern, from 03/2018 to 05/2018
• I got to build up on my skills and had a delightful experience overall with a bunch of competent colleagues who helped me throughout my time there.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of MARTS( Musical and Arts Society)
• Reading business related articles, novels.
• Sports
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administrations (BBA), Major in Marketing, Graduation: Fall, 2017
- Cumulative GPA: 3.09

ELECTIVES:
- Brand Management
- Advertising
- Direct and Digital marketing
- Social marketing

Private
- A-levels, 2013
- 1A, 1B, 1C

Defence Authority Public School, Karachi
- O-levels, 2010
- 3Bs, 3Cs & 2Ds

HONORS AND CERTIFICATES
- Awarded the Duke of Edinburgh’s Award for Pakistan, Silver Award.
- Awarded the Duke of Edinburgh’s Award for Pakistan, Bronze Award.
- Acknowledged for successfully managing and being part of intra-college and intra-university events

SKILLS:
- Finitiator
- Swift executor of tasks
- Quick Decision maker
- Result-oriented
- Effective communicator
- Resilient
- Pragmatic

MAJOR TERM PAPERS/ RESEARCH WORK/ PROJECTS:
- Outlook of the Cement Industry in Pakistan
- Scope of Direct Selling in Urban areas of Karachi (FMCG)
- Brand Portfolio and TVC for Horlicks.
- Digital Space Overview of Trending TVCs and Short Clips
- Integration of Sales Marketing in Islamic Banking in Pakistan (Case in point: MCB)
- Impact of Social Marketing on various Causes

INTERNSHIP/ WORK EXPERIENCE:
Frontline Security Services (PVT) LTD, Customer Relationship Department, Intern, 01/2018 to 02/2018.
- Looking after customer queries and requirements, taking care of post sales relations.

EXTRACURRICULAR ACTIVITIES/ HOBBIES:
- Member IT and Publications Department, S.W.A.T society IoBM
- Basketball
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA), Majors in Supply Chain Management, Graduation: Fall, 2017
• Cumulative CGPA: 2.90

ELECTIVES:
• Supply Chain Management
• Procurement and Inventory Management
• Introduction to ERP-SAP
• Storage and Warehouse Technique

DJ SINDH SCIENCE COLLEGE
• Higher School Certificate, (Pre - Engineering) 2012
• B Grade, (69.45%)

LADYBIRD GRAMMAR SCHOOL
• Secondary School Certificate (SSC) – Grade 10th 2009 to 2010
• Overall Grade: A-1 (84.94%)

SKILLS
• Managerial Skills
• Team Building Skills

MAJOR TERM PROJECTS:
• Supply Chain Management: Brookes Pharma Supply Chain Department
• Introduction to SAP-ERP: Infotech Pakistan
• Storage and Warehouse Techniques: Afroze Textile Mills Warehouse Management.
• Procurement and Inventory Management: Brookes Pharma Procurement Department.
• Introduction to Management: Went to Elli Lilly Pharma Company.
• Consumer Behaviour: Tapal Tea Market Segment and Positioning.

SOCIAL INTERNSHIP
The Citizen Foundation, 3rd January 2018 to 24th February 2018
• Worked as a mentor in one the schools of TCF where I was responsible to guide children of 9th grade.

EXTRA CURRICULAR ACTIVITIES & ACHIEVEMENTS
• Captain of Cricket Team, DJ Science College
• Member of Sports Society, LadyBird Grammar School
• Played in under sixteen cricket team, Zone IV KCCA
• Microsoft Office Cisco Certified
• Director Corporate, Vanquishers Sports Society (IoBM)
EDUCATION:
Institute of Business Management (IoBM), Karachi.
• Bachelors of Business Administration (BBA), Majors in Supply Chain Management, Graduation: Fall, 2017.
• Cumulative CGPA: 2.78

ELECTIVES:
• Procurement and Inventory Management
• Storage & Warehousing Techniques
• Introduction to SAP ERP Systems
• Risk Management in Supply Chain Networks

Latifabad Degree College, Hyderabad.
• Higher Secondary Certificate, 2013
• A-1 Grade

The Educators, Karachi.
• Secondary School Certificate, 2011
• C Grade, (53.64 %)

SKILLS:
• Exemplary problem-solving skills; able to identify problems and implement corrective processes
• Proficient in Microsoft Office (Word, Excel, and, PowerPoint)
• Knowledgeable in project management tools, processes and techniques
• Strong communication, interpersonal, and presentation skills.

MAJOR PROJECTS:
• Procurement and Inventory Management: Researched on Procurement Process of Damco Pakistan.
• Introduction to SAP ERP Systems: Carried out a study on SAP system in Damco Pakistan.
• Sales Management: Territorial Management Practices in GSK.
• Methods in Business Research: Conducted the research on reasons behind Employee Turnover at ATCO.
• Strategic Management: Analyzed Milk industry and developed strategic analysis for Engro Foods.
• Entrepreneurship and Small businesses: Started Home Car Wash Service ‘Auto Spa’ along with the developing business plan, marketing plan and financial plan.

INTERNSHIP/WORK EXPERIENCE
Rafi Securities Pvt. Ltd., Research Dept., Intern from 01/01/2018 to 02/09/2018
• The indepth Analysis on the financials of a brokerage house in Stocks, practically.

EXTRACURRICULAR ACTIVITIES:
• Member of a society; Vanquishers Sports Society (Communication).
• Discovering & Exploring
• Sports, Cricket, Fitness Exercises
SOHAIB AHMED

std_16624@iobm.edu.pk
Date of Birth: 01/22/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Engineering (BE), Major in Electronics, Graduation: Fall 2017
  • Cumulative GPA: 3.16

DIPLOMA OF ASSOCIATE ENGINEER, Karachi
• Govt. Monotechnic Institute FB Area, 2013
  • B Grade, (65%)

Little Heart School Karachi
• Secondary School Certificate, 2010
  • B Grade, (64%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit based Financial Assistance at IoBM from 09/12/2015 to Till Date

SKILLS:
• Computer programming
• PLC programming (Fresh Level)
• Mat lab
• Multisim & Proteus

PROJECTS:
• Electrical Workshop: Project: Solar Car
• Electromagnetic: Project Solar Tree as Head of project
• Electronic Circuits Design: Project: Signal Generator
• Electrical workshop Project: Wind turbine
• Microcontroller and microprocessor project: Temperature sensor
• Final year project: Smart bottle filling plant

WORK EXPERIENCE:
Baig engineering, workshop, coordinator from 01/01/2012 to 01/01/2013
• PLC programming, HMI programming and Working on different projects

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Director of Technical department in Society of Eglence and Technology-IoBM, (official)
• GRO in Trade development Authority Of Pakistan (TDAP) November 2018
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Bachelor of Science (BS), Major in Accountancy, Management and Law, Graduation: Fall, 2017
  - Cumulative GPA: 3.05

ELECTIVES:
- Supply Chain Management
- Project management
- Human Resource Management
- Industrial relationships and labor laws

DA Degree College for Men
- Intermediate in commerce 2013
  - A Grade, (72.55%)

DHA SKBZ High School
  - A-1 Grade, (83.76%)

HONOURS / ACHIEVEMENTS:
- Awarded certificate for managing event “Business plan competition” by Finance society of IOBM
- Honored to attend Youth International conference in 2016

SKILLS:
- Computing skills includes
  - MS office- Excel, PowerPoint, Word
  - Good presentation skills
  - Leadership
  - Adaptability
- Languages
  - English
  - Urdu.
  - Basic Arabic
  - Punjabi and basic sindhi
- Excellent Time Management Skills
- Creative content writing skills for websites

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Project Management: Prepared report using Project management concepts on a Hotel.
- Entrepreneurship: Establish Your Own Dhaba

INTERNSHIP / WORK EXPERIENCE:
- United Bank Limited (UBL), recruitment and selection, intern from October to December 2017.
  - Organization provide more training with people in the same service line as the interns and train employees for future growth.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Participated in interschool sports festival: swimming
- Member marketing for Finance society of IoBM
- IR department coordinator For Rotaract IoBM
- Immense interest in travelling and event management
- Participated in YILC leadership conference 2018

YAHYA INAM
Std_16265@iobm.edu.pk
Date of Birth: 22/01/1995
DOHA SAJJAD
Dohasajjad97@gmail.com
Date of Birth: 25/08/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (BS), Major in Accounting, Management & Law, Graduation: Fall, 2017
  • Cumulative GPA: 2.72

ELECTIVES:
• Performance Measurement and Decision Making
• Company Secretarial Practices
• Institutional Investments
• Industrial Relation and Labor Laws

Govt. Islamia College, Karachi,
• Higher Secondary Certificate, 2009
  • B Grade, (61.55%)

Happy Home Secondary School, Karachi
• Secondary School Certificate, 2007
  • B Grade, (60.94%)

SKILLS:
• Ability to take initiatives and do strenuous work with thirst for agility, competence and perfection
• Capability to work effectively both in teams and as an individual

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Introduction to ERP & SAP: Research, Materials Management in Byco Petroleum
• Supply Chain Management: Research, Procurement Processes at Byco Petroleum
• Marketing Management: Research, English Biscuits Manufacturers
• Methods in Business Research: Focus Group, Consumer preferences towards Roller Butter
• Pakistan Economy: How to improve economic integration between Pakistan and India
• Institutional Investments: Research on Commodity Market

INTERNSHIP/WORK EXPERIENCE:
Advantedge & Partners Pvt. Ltd, Social Media & Client Servicing, 12-Sept-2016 to 24-Oct-2016
• Managed Social Media Platforms and Facilitate the Trainer during trainings

National Bank of Pakistan, Audit & Inspection Group, 24-June-2015 to 21-August-2015
• Rotation in all departments

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Volunteer, Pakistan Youth Movement
• Member Organizing Committee, Pakistan First Denim Show at Expo Centre
• Member Organizing Committee, HR Conference-2013 at IOBM
• Sports (cricket, football and tennis)
• Indus Valley School of Arts and Architecture, (IVS) Karachi. Diploma in Event Management
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (BS), Major in Risk Management, Graduation: Fall 2017
• Cumulative GPA: 3.06

ELECTIVES:
• Energy Risk Management
• International Risk and Financial Reporting

BAMM P.E.C.H.S Govt. College for Women, Karachi
• Higher Secondary Certificate, 2013
• A Grade, (74.73%)

P.E.C.H.S Girls School, Karachi
• Secondary School Certificate, 2011
• A-1 Grade, (88.70%)

HONOURS / ACHIEVEMENTS:
• 2nd position in Procom held at Karachi Public School in 2008.
• 2nd position in Procom held at Fast University in 2007.

SKILLS:
• Computer skills: Proficient in MS word, Excel, PowerPoint.
• Personal skills: Hardworking,
• Strong work ethics,
• Good interpersonal skills,
• Good problem solver.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Project: Capital allocation in general insurance.
• Enterprise Risk Management: Case study on Baring Banks.
• Principles of Risk Management: Case study on Sukuk Bonds.
• Sampling Theory: Data analysis for sampling theory of PSO on SPSS.
• Time Series Analysis: Determining the Effect of Exports on GDP on R software.
• Applied Regression Analysis: Factors affecting exchange rate of Pakistan on EView.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member at Digicon informatics society of IoBM.
• Travelling
• Photography

NASHIA KHAN
Std_15977@iobm.edu.pk
Date of Birth: 30/06/1995
ROHMA ANWER
rohma.anwer95@gmail.com
date of birth: 05/26/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (BS), Major in Computer Science, Graduation: Fall, 2017
• Cumulative GPA: 3.59

ELECTIVES:
• Software Quality Assurance
• Web Engineering System
• Object Oriented Database Management
• Mobile Computing

D.A. Degree College for Women, Phase VIII, Karachi
• Intermediate in General Science, (2011-2013)
• A Grade, (74.36%)

D.A. Model High School, Phase IV, Karachi
• Matriculation in Science, (2009-2011)
• A-1 Grade, (80%)

SKILLS:
• Natural team player
• Python
• Self-motivated and quick learner
• SQL, PL/SQL
• TML, CSS, JavaScript

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Final Year Project: Smart Home using Internet of Things
• Web Engineering: Website for Digicon Informatics Society, IoBM
• Visual Programming Language: Employee payroll system using Microsoft Visual Studio 2010
• Introduction to Software Engineering: Vision document and SRS of Flight Planning and Management System
• Computer Graphics: Learning Application for kids using Adobe Flash

INTERNSHIP/WORK EXPERIENCE:
M3 Technologies Pakistan Pvt. Ltd., Intern, June 2017
• Worked on different Android projects namely:
  • Facebook Integration within the application
  • Customer Feedback Mobile Application
  • Messaging Application
  • Custom List and Recycler View
  • Accessing Web service within the application – Shop Smart Application
• Tutoring students of primary and secondary level

Home Tuitions August 2012-Present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Creative Director at Digicon Informatics Society
• Organized Art Club in June 2015
• Conducted art workshop for kids at Falcon Complex, Karachi
• Learning and exploring new skills
**EDUCATION:**
Institute of Business Management (IoBM), Karachi
- Bachelor of Science (BS), Major in Computer Science, Graduation: Fall, 2017
- Cumulative GPA: 3.39

**ELECTIVES:**
- Software Quality Assurance
- Web Engineering
- Mobile Computing

Shaheed-e-Millat GOVT College, Karachi
- B Grade, (64.0%)

Sultan Muhammed Shah Aga Khan School, Karachi
- B Grade, (68.9%)

**SKILLS:**
- Object Oriented Database Management System
- Self-motivated
- Adaptable
- HTML, CSS, JavaScript, PHP
- C, Java
- SQL, PL/SQL
- Linux

**MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:**
- Final Year Project: Hybrid Application - Tailor For All
- Web Engineering: Website for Digicon Informatics Society, IoBM
- Visual Programming Language: Employee management system using Visual Studio 2010
- Introduction to Software Engineering: Vision document and SRS of Flight Planning and management System
- Computer Graphics: Learning Application for kids using Adobe Flash

**INTERNSHIP/WORK EXPERIENCE:**
Sybrid, Lakson Group of Company, Intern, 2017
- Worked on database management system, Project Management System, Virtual Box, Human Resource Management System, Tested different software, Inventory Management System

Home Tuitions 2012-Present
- Tutoring students of all levels

**EXTRACURRICULAR ACTIVITIES/HOBBIES:**
- Organized events of DIS in IoBM
- Conducted Intra’14, Experia’15 and Experia’16
- Marketing Director at Digicon Informatics Society
- Learning and exploring new skills
SYEDA IMRANA IMRAN
std._16575@iobm.edu.pk
Date of Birth: 09/09/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (BS), Majors in Computer Science, Graduation: Fall, 2017
• Cumulative GPA: 3.57

ELECTIVE:
- Object Oriented Database Management System
- Visual Programming Language

DA Degree College for Women (DCW- phase VIII), Karachi
• Higher Secondary Certificate, 2013
• A Grade, (70.27%)

P.E.C.H.S Girls’ School, Karachi
• Secondary School Certificate, 2011
• A-1 Grade, (88.11%)

SKILLS:
• Languages C, C++, PHP, CSS, HTML, SQL, PL/SQL, JavaScript, WordPress.
• Good knowledge of Windows, Linux operating systems.
• Strong written and verbal communication, Well-organized, self-motivated, possess leadership qualities, team work skills.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Elective/Web engineering: Built a dynamic Website of DIS society using CSS, HTML, PHP & JavaScript codes.
• Elective/Visual Programming Language: Created front end of data base software for employee management system.
• Others/Principles of Marketing: Research on Engro Foods, Presented marketing strategies and difficulties faced of Engro Foods.
• Core/ Software Engineering: Created Vision document and SRS of Digital Evidence and Record Management System.
• Core/ Computer Graphics: Designed a kids learning application using Adobe Flash.
• Others/Principles of Management: Presented a Video on Management history and functions of Rehmat-e-Shereen.
• Currently working on Final Year Project ‘VConnect.com’, a website and a student learning portal, using WordPress Woo Commerce plugin for website and SLIM framework for web portal.

INTERNSHIP EXPERIENCE:
Telemart, Web development Internee from May 24th 2017 - July 24th 2017
• Awarded with the best Internee of the year 2017

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Former Director Creative of Digicon Informatics Society, IoBM.
• Photography, Drawing, painting and creative work.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (BS), Major in Computer Science, Graduation: Fall, 2017
• Cumulative GPA: 3.32

ELECTIVES:
• Software Quality Assurance
• Mobile Computing
• Web Engineering
• Object Oriented Database Management System

D.A. Degree College for Women, Phase VIII, Karachi
• Higher School Certificate, General Science, 2013
• B Grade, (68.55%)

Al Murtaza School
• A Grade, (71.3 %)

HONOURS/ACHIEVEMENTS
• Awarded Financial Assistance at IoBM from 01/18/2015 to present

SKILLS:
• Natural team player
• Good writing skills
• HTML, CSS, JavaScript, PHP
• C, Java
• SQL, PL/SQL
• Linux

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Elective/Web Engineering: Website for Digicon Informatics Society, IoBM
• Other/Visual Programming Language: Employee payroll using Microsoft Visual Studio 2010
• Others/Introduction to Software Engineering: Vision document and SRS of Flight Planning and Management System
• Others/Computer Graphics: Learning Application for kids using Adobe Flash
• Others/Principles of Management: Success story Rehmat-e-Shireen

INTERNSHIP / WORK EXPERIENCE:
Internship – Maddygital September’17 - December’17
• SQA intern (3 months)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Publications Director at Digicon Informatics
• Learning and exploring new skills Society

SAKINA JIVANI
ssjivani@gmail.com
Date of Birth: 06/12/1995
UMER FAROOQ
umerdiwan3@gmail.com
Date of Birth: 15/11/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (BS), Major in Computer Science, Graduation: Fall, 2017
• Cumulative GPA: 3.62

ELECTIVE:
• Object Oriented Database Management System
• Visual Programming Language
• Web Engineering
• Software Quality Assurance

NCR College.
• Higher Secondary Certification, 2013
• B Grade, (60.91%)”

Shadman Academy,
• Secondary School Certification, 2011,
• B Grade, (68.2%)”

SKILLS:
• Intermediate at Dot NET C#, MS SQL, HTML, CSS Beginner at Python, Swift
• Beginning knowledge of Data Warehousing, Business Intelligence (SSIS, SSAS), Windows, Linux, MAC OS operating systems.
• Good presenter, Confident Speaker, Controlled body language, Leader capabilities.
• Good knowledge of Adobe Lightroom & Photoshop, Garage band, iMovie’s & Final cut pro.

INTERNSHIP EXPERIENCE:
Qordata Software Labs, Quality Assurance Intern, 9 weeks
• My work compiled of simplifying data on ETL, Working on multiple DML and DDL commands, various aggregate functions and clauses, To design functional as well as conditional queries according to requirements along with various Data related activity.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Web engineering: Built a dynamic Website of DIS society using CSS, HTML, PHP & JavaScript codes.
• Visual Programming Language: Created front end of a database software for employee management system.
• Principles of Marketing: Research on Engro Foods & presented marketing strategies and difficulties faced by Engro Foods.
• Software Engineering: Created Vision Document & SRS of Digital Evidence and Record Management System.
• Computer Graphics: Designed a kids learning application using Adobe Flash.
• Principles of Management: Presented a Video on Management history and functions of Rehmat-e-Shereen.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Vice President of Digicon Informatics Society, IoBM.
• Have done Videography, Photography and podcasting.
AHMED ALI

std_16557@iobm.edu.pk
Date of Birth: 29/5/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Bachelor of Science (BS), Major in Industrial Engineering And Management, Graduation: Fall, 2017
  - Cumulative GPA: 3.37

ELECTIVES:
- Manufacturing Strategies
- Logistics & Inventory Control
- Total Quality Management
- Plant Engineering

DA Degree College for Men, Karachi
- Higher secondary Certificate, Pre-Engineering, 2013
  - B Grade, (67.64%)

St. Paul’s High School, Karachi
  - A Grade, (70%)

SKILLS:
- MS. Office
- Numeracy
- Interpersonal Skill
- Perseverated & Motivated

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Principles of Marketing. Marketing Plan for Spring Water
- Design of Machine Elements. Project: Designed an Electrical Circuit
- Pakistan Studies. Research Report on Child Abuse

INTERNSHIP/WORK EXPERIENCE:
- Internship at Afroze Textiles Industry (PVT) LTD, Towel Unit (May 2017/ July 2017)
- Internship at Byco Petroleum Pakistan Limited (Dec 2017/ Jan 2018)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Numismatist
- Analysis on Current Affairs
- Reading Autobiographies

AHMED ALI
KHADIJA IQBAL
Khadijaiqbal75@gmail.com
Date of Birth: 21/11/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Industrial Engineering and Management (BE), Major in Industrial Management, Graduation: Fall 2017
• Cumulative GPA: 3.28

ELECTIVES:
• Logistics and Inventory Control
• Plant Engineering
• Total Quality Management
• Manufacturing Strategies

EDUCATION:
The City School PAF Chapter, Karachi
• A – Levels, 2013
• No. of 2 Cs and 1 D grades in A - Levels

The City School, Karachi
• O - Levels, 2011
• No. of 1 A, 4 Bs & 3Cs grades in O - Levels

SKILLS:
• Listening and verbal communication
• Planning and organization
• Teamwork
• Written communication
• Demonstrating and coaching skills
• Innovative

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• GABA National Home Appliances research report on improvement in productivity.
• Design of Machine Element. Project: Four bar Sliding bar Chain.

INTERNSHIP/WORK EXPERIENCE:
Multinet, Business Operations, Intern from 06/2017 to 07/2017
• This Internship has been an excellent and rewarding experience; the things I have learned by work introduce me to new ways to purchase, negotiation and planning.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Good with technologies
• Puzzles
• Socializing with friends
• Team sports
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Science (BS), Majors in Accounting & Finance, Graduation: Fall 2017
• Cumulative GPA: 2.92

ELECTIVES:
• Portfolio Management
• Treasury & Funds Management
• Corporate Finance
• Analysis of Financial Statement
• Islamic Banking and Finance
• Project Appraisal

D.A Degree College for men phase 6, Karachi
• Higher Secondary Certificate (Commerce), 2012
• B Grade, (64.82%)

D.A Model high School phase 7, Karachi
• Secondary School Certificate (Computer Science), 2010
• A Grade, (72.35%)

SKILLS:
• MS Office (Word, Excel, PowerPoint)
• Proficient in SPSS statistics software.
• Capable of making Project feasibility report.
• Accounting software Peachtree

MAJOR TERM PAPERS:
• Corporate Finance: Project on Feasible Capital structure of a stock exchange listed firm-2016.
• Islamic Banking and Finance: Project on services of Meezan bank-2017.

EXTRACURRICULAR ACTIVITIES:
• Played Cricket for National bank of Pakistan for 2 years.
MUSADDIQ MAROOF TALIB

musaddiq_18@hotmail.com
Date of Birth: 18/03/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelor of Science (B.S), Majors in Economics and Finance, Graduation: Fall 2017
• Cumulative GPA: 2.81

ELECTIVES:
• Portfolio Management
• International Finance
• Financial Risk Management
• Project Appraisal

NCR, College of Emerging Technologies, Karachi
• Higher Secondary Certificate, 2013
• B Grade (61.55%)

The City School, Karachi
• O' levels, May 2011
• 1A, 4C, 1D, Grade

SKILLS:
• Proficient in MS Office
• Data analysis on SPSS and Eviews Software
• Fluent in English and Urdu Language
• Completed Intro and Intermediate courses of French Language

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Project Appraisal: Research, planning, budgeting on launching of new company 'Omega Cooking Oil'
• Financial Management: Forecasting of oil company SHELL PAKISTAN
• Treasury and Fund Management: Made a Report on Crypto-currencies
• International Finance: Made a report on carry trade investments
• Portfolio Management: Calculations of NAV/ Measuring Mutual Fund performance ratios
• Econometrics: Research report on health as a function of GDP

INTERNSHIP/WORK EXPERIENCE:
Next Capital, Finance Intern, July 2017-Aug 2017
• Worked as an Intern at Next Capital, Investment Banking and Research Department
• Worked on financial mode on steel sector by gathering information and data from the annual reports of each companies to do the analysis, forecasting of different steel companies

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Worked as Cooperate Director at Society of Eglence and Technology
• Organized Experia Event at university with Digicon Informative Society
• Worked as Volunteer at Dar-ul-Sakoon and at the Women of Talent Festival 2016
SHAHBAZ AHMED AWAN

shez4u22@gmail.com  |  std_16733@iobm.edu.pk
Date of Birth: 04/01/1988

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Advertising and Media Management, Graduation: Fall, 2017
• Cumulative GPA: 3.04

ELECTIVES:
• Digital Marketing
• Brand Management
• Marketing Management
• Media Planning

PAF – KIET, Karachi
• Bachelors of Business Administration, 2012
• Cumulative GPA: 2.98

BIEK, 2008
• C Grade, (51.45%)

DHA PUBLIC SCHOOL
• O & A Levels, 2005
• No. of 2Bs, 1Cs, 1D & 4Es

HONOURS / ACHIEVEMENTS:
• Won the First Position in Short Film Competition in SEE’11 at PAF-KIET

SKILLS:
• High-performing and strategic-thinking professional with more than three years’ of experience in social & digital media marketing and content development

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing Management: Term Project on Toyota Company Pakistan
• Print Media: Term Project on Media Ethics and Violations
• Print Media: Media Ethics – Why and How? - A Case Study of Pakistan
• Electronic Media: Term Project on Electronic Media as an Image Builder in Pakistan
• Principles of Advertising: Term Project on Domino’s Pizza Fix Campaign
• Consumer Behavior: Term Project on Gallup Research on Divorce Rate in Pakistan

INTERNSHIP/WORK EXPERIENCE:
Aga Khan Development Network, Electronic Health Resource Centre, Associate – Social and Digital Media Marketing from 03/2017 to 02/2018
• Development of brand awareness and online reputation of AKDN eHRC brand and online activities

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Research and Travelling
• Reading advertising & social media news and articles
BILAL NAZAR SIBTAIN
Bilal.nazar@gmail.com
Date of Birth: 12/04/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Advertising & Media Management, Graduation: Fall, 2017
• Cumulative GPA: 3.01

MBA ELECTIVES:
• Digital Video Production
• International Advance & Promotion
• Advertising Management & Strategy
• Merchandising & Sales Promotion

Quaid-e-Awam University of Engineering, Science and Technology, Nawabshah
• Bachelor of Science in Computer Science, 2010
• Cumulative Division: First (62.60%)

Government Boys Degree College, Nawabshah
• Higher Secondary Certificate, 2006
• C Grade, (55%)

Mariam Convent School, Nawabshah
• Secondary School Certificate, 2004
• Grade B, (69%)

HONOURS / ACHIEVEMENTS:
• Awarded as Top 30 Under 30 Youth by iWrite Journal, Pakistan
• Selected as Youth Representative from Pakistan for World Youth Congress in Istanbul, Turkey
• Selected as Youth Representative from Pakistan for International Youth Conference, Russia

SKILLS:
• Self-starter: Took multiple initiatives on the basis of self-belief without any financial support
• Teamwork: Always supportive to different project teams in organization to motivate and support
• Willingness to learn: After getting seniority as well, I always expand my horizon to learn from sources

INTERNSHIP/WORK EXPERIENCE:
School of Leadership, Project Management, Conference Lead (YLC) from 02/2011 to 07/2011
• To conceptualize, design, plan, sponsorships and execute Young Leaders’ Conference

Statuspro Inc, Client Service, Account Executive from 08/2011 to 02/2012
• To follow-ups with clients, look after their projects, making reports etc.

Bullseye Communications (Pvt) Ltd, Client Service, Account Manager from 04/2012 to 08/2013
• To look after their most important account Unilever Pakistan and being a liaison between them.

Helium (Pvt) Ltd, Brand Aid Department, Account Manager from 08/2013 to 12/2014
• To look after complete P&G Pakistan account and make sure timely executions and achievements.

On Ground (Pvt) Ltd, Chief Executive Officer from 01/2015 to Present
• Started Brand Activation Company to experience entrepreneurship and now one of the emerging agency.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Management Books (Buyology, Swim with the sharks, The Tipping Point etc.)
• Interact with individuals by delivering training sessions on Motivation and Leadership
SHAHEER UDDIN

Shaheer512@gmail.com
Date of Birth: 10/11/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Advertising and Media Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.22

ELECTIVES:
• International adv. And promotion
• Media Planning

• Brand Management
• Public Relations and Events Management

Institute of Business & Technology, Karachi
• Bachelor of Business Administration, 2014
• Cumulative GPA: 3.07

Army Public College, Karachi
• Higher Secondary Certificate, 2008
• C Grade, (57.55%)

Army Public School, Shinkiari
• Secondary School Certificate, 2006
• A Grade, (76.76%)

HONOURS / ACHIEVEMENTS:
• Secured third position in district Mansehra in Federal Board

SKILLS:
• Interpersonal and Presentation skills
• Critical Analysis of the statistical data
• Consumer insight generation
• Tech expert

PROJECTS:
• Media Planning: Media planning and launch of Lipton Tea / Advertising
• Advertising Strategy: Worked on Advertising insight analysis for Tapal launch In Punjab markets

INTERNSHIP/WORK EXPERIENCE:
PTN, Marketing, Marketing Manager from 6th April 2015 to 25th December 2017
• Was responsible for a print media as well as BTL and cooperate marketing activities of the organization
OMD, Digital Wing, Senior Client Service Manager From 1st January till date

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Boxing
• Swimming
ANAM BILWANI
anamkhalid.bilwani@gmail.com
Date of Birth: 28/04/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Education Management, Graduation: Fall, 2017
• Cumulative GPA: 3.30

ELECTIVES:
• Teacher Education
• Knowledge Management
• Quality Assurance in Education

London Montessori International
• Diploma in Montessori Education, 2015
• Grade A

Dow University of Health Sciences, Karachi
• Bachelor of Dental Surgery, 2012
• Cumulative GPA: 2.64

St. Joseph’s College for Women, Karachi
• Higher Secondary Certificate, (Pre-medical), 2007
• A-1 (81.73%)

St. Joseph’s Convent School, Karachi
• Secondary School Certificate, (Science), 2005
• A-1 Grade, (85.76%)

SKILLS:
• Time management skills
• Impressive Interpersonal Skills
• Understand student’s Psychology
• Can work under pressure
• Comfortably adopt and adapt to positive change in the environment
• MS Office/MS PowerPoint
• Smart Board

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS
• Thesis: Perceptions of Parents and Teachers of Pre-school Children of Karachi regarding Play.
• Qualitative Research: Perceptions of Teachers Regarding Integration of Technology in Classrooms: A Comparative Analysis of Elite and Mediocre Schools in Karachi.
• Quantitative Research: The Impact of Parental Socio-economic Status on Students’ Academic Achievements in Primary Schools of Karachi.
• Comparative Education: The Education System of England and Pakistan
• Knowledge Management: Knowledge Management System in School
• Curriculum Management and Planned Change: English Curriculum of Lower Nursery

WORK EXPERIENCE:
• St. Michael’s Convent School, Pre-Primary Section, Teacher from August’12-January’17
• St. Michael’s Convent School, Secondary Section, Assistant to the Head Teacher from January’17-July’17
• St. Michael’s Convent School, Primary Section, Facilitator from August’17-December’17
• Habib Public School, Primary Section, Senior Coordinator from January’18-present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading, writing, sports, baking.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Education Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.51

ELECTIVES:
• Quality Assurance in Education
• Teacher Education
• Comparative Education Systems
• Knowledge Management

London School of Economics and Political Science (University of London International Programs), Karachi
• BSc Business, 2012
• Cumulative GPA: 2.3

Bay View High School, Karachi
• A - Levels, 2007
  • 1 B, 1 C, 1 D in A - Levels

Bay View High School, Karachi
• O - Levels, 2005
  • 4 As & 3 Bs in O - Levels

HONOURS / ACHIEVEMENTS:
• Awarded memento at IoBM for Speaker at Mindsparks Seminar on 12/09/2017
• Awarded memento for Volunteers In-charge, ICEL 2017 at IoBM on 10/22/2017
• Awarded Certificate for Member- Organizing Committee, ICEL 2016 at IoBM on 04/10/2016

SKILLS:
• Communication
• Inter-personal
• Critical Thinking
• Creativity
• Team Working
• Leadership

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Evaluation and Assessment in Education: Term project - English Test Construction using Bloom’s Taxonomy
• Research Methods in Edu. I: Research on Factors Affecting Male Participation in Early Childhood Teaching
• Psychology of Learning: Term project – Research on Adolescents’ Sensitization towards Media Violence
• Quality Assurance in Education: Term report and presentation on Team Building Models in Education
• Teacher Education: Term project – Conducting a workshop on Classroom Management
• Human Resource Management: Term project on Human Resource Management systems at NIB Bank

INTERNSHIPS/WORK EXPERIENCE:
• Head of Administration, Sceptre College from 02/2018 to Present
• English Teacher, Southshore School for A-level Studies from 10/2016 to 04/2017
• Teacher Trainer and Academic Coordinator, Kiran Foundation from 09/2016 to 10/2016
• Teacher, Junior Section, The Indus Academy from 08/2013 to 12/2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Writing
• Reading articles on Education, Psychology and other Social Sciences
• Attending informational and recreational events
• Travelling
ALI ABBAS

a.abbas71@yahoo.com

Date of Birth: 02/03/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
  • Cumulative GPA: 3.58

  ELECTIVES:
  • Financial Modeling
  • Debt and Equity Markets

  • Analysis of Financial Statements

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2016
  • Cumulative GPA: 3.39

Institute of Business Education (IBE), Karachi
• Higher Secondary Certificate, 2012
  • A Grade, (78.73 %)

Al-Murtaza School, Karachi
• Secondary School Certificate, 2010
  • A-1 Grade, (80.5 %)

HONOURS / ACHIEVEMENTS:
• Completed CFA Level I in June 2017.

SKILLS:
• Microsoft Office, Financial Analysis

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Management: Strategic Analysis of Tapal Tea/ Matrix Development and Analysis
• Treasury and Funds Management: Impact of Market Risk on Performance of UBL
• Financial Derivatives: Role of Financial Derivatives in Global Financial Crisis
• Corporate Finance: Determinants of Change in Share Price of Berger Paints
• Entrepreneurship & Small Business Management: Creation of a hypothetical business and analysis
• Sales Management: Sales Training & Development in ATCO Lab Ltd

WORK EXPERIENCE:
• Magnus Investment Advisors Limited, Trainee Associate Portfolio Management team from 11/2017 to Present (2018).
• Habib Metropolitan Bank, Credits Officer, Islamic Banking Korangi Branch from 8/2017 to 10/2017.
• Habib Metropolitan Bank, Intern, Treasury from 6/15 to 7/15.
• Habib Insurance Company Limited, Intern, Underwriting from 6/14 to 7/14.
• Barclays Bank PLC, Intern, Export Department from 6/13 to 8/13.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Leadership Conference ‘Emerge 2015’ hosted by The Management Society of IoBM.
• Leadership Conference ‘CBMUN 2014’ hosted by The Literary and Public Speaking Society of IoBM.
• Social Service Conference ‘Rotsky 2011’ organized by Rottract Speaking Forum.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: Fall 2017
• Cumulative GPA: 3.02

ELECTIVES:
• Portfolio Management
• Investment Banking & Security Analysis
• Investment Analysis
• Financial Derivatives

Federal Urdu University of Arts Sciences & Technology, Karachi
• Bachelor of Computer Sciences, 2007
• Cumulative GPA: 3.20

Govt. Degree College Gulshan-e-Iqbal, Karachi
• Higher Secondary Certificate, 2002
• B Grade, 61.72%

Aga Khan School Garden, Karachi
• Secondary School Certificate, 2000
• A Grade, 77.05%

SKILLS:
• Proficient with Microsoft office applications.
• Experience with Business Intelligence tool Qlik View.
• Working knowledge with SPSS & Peachtree.
• Create and maintain networks for development & testing purposes using Cisco & Microsoft platforms.
• Technical Writing Skills for technical manuals, user manuals, troubleshooting guides etc.
• Motivated team player with good interpersonal & organizing skills.
• Business Research & Development.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing: Research Reports Marketing Strategies for Lipton Cardamom Tea and on Neutrogena Bar Soap.
• Business Research: Research Report Consumer Behavior towards Energy Drinks.
• Marketing Management: Project Marketing Plan & Implementation for coaching business Studies.pk.
• Advance Financial Management: Reports Stock Valuation of ICI Pakistan & Thal Limited.

INTERNSHIP/WORK EXPERIENCE:
Faysal Asset Management, Business Development & MIS, Assistant Manager from Jan-2018 till date
• Reporting Asset under Management and Advisory Client’s Net Asset Value to top management.
Askari Bank Limited, Consumer Banking Division, Credit Analyst from Oct-2015 till Dec-2017
• Involved in credit initiation and approval process for Corporate Leasing & Consumer Banking Products.
Dubai Islamic Bank, Consumer Finance, Processor MIS & Dealer Coordinator from Nov-2013 till July-2015
• Main responsibility of maintaining and reporting sales MIS to RSM and NSM.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Socializing to support education, health related issues for unprivileged society members.
• Land & topographical Surveys for demarcation, layout and planning in construction buildings.
• Surfing Internet, Watching TV Current Affairs, Cricket, Reading Books & Teaching.
MUHAMMAD ESSA PARACHA

essa.paracha@gmail.com
Date of Birth: 09/16/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
  - Cumulative GPA: 3.42

  ELECTIVES:
  - Financial Modelling
  - Debt and Equity Market
  - Investment Analysis
  - Financial Risk Management

Institute of Business Management, Karachi
- Bachelors of Science (BS), 2016
  - Cumulative GPA: 3.46

St. Michael’s Convent School, Karachi
- A – Levels, 2012
  - 1 A* & 2 Bs

St. Michael’s Convent School, Karachi
- O - Levels, 2010
  - 6As, 2Bs &1E

HONOURS / ACHIEVEMENTS:
- Certificate of Appreciation “Iqbal Ke Shaheen” for welfare work, on Iqbal Day’15 by Chambers of Commerce Pakistan.

SKILLS:
- Computer skills: Eviews, SPSS, Excel, Word, SAP.
- Good at Analyzing Data

MAJOR TERM PAPERS/REPORTS:
- Econometrics: “Impact on GDP as a result of Trade Liberalization in Pakistan”.
- Treasury & Funds Management: Research on interest rate exposure and banks’ return in Pakistan.

INTERNSHIP/WORK EXPERIENCE:
- Relationship Associate at JS Bank Ltd Corporate Banking Department from Feb 18 - Current
- Management Trainee at JS Bank Ltd from June 17 – Feb 18
- Financial Analyst at Qineat from August 16 – Feb 17
- Finance Internee at Dalda Foods Pvt Ltd from June 16 to August 16
- Daraz.Pk, Production Department, Internee from June 13 to August 13

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Deputy Director Events at Social and Welfare Society of IoBM.
- Member at Literary and Public speaking society of IoBM.
- Active participant in sports activities
- Facilitator at EMERGE’15 (Three day leadership conference)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
• Cumulative GPA: 3.63

ELECTIVES:
• Risk Management with Derivatives
• Behavioral Finance
• Islamic Banking & Finance
• Debt and Equity Market

Bahria University, Karachi
• Bachelor of Business Administration (BBA), 2015
• Cumulative GPA: 3.34

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2010
• B Grade, (68%)?

P.N Ebrahim Ali Bhai Girls Secondary School, Karachi
• Secondary School Certificate, 2008
• A-1 Grade, (85%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 02/02/2016 to 30/12/2017

SKILLS:
• Strong logical and reasoning abilities
• Ability to analyze and interpret information
• Motivated to work independently and in teams

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Financial Analysis & Finance: Developed a business startup plan with complete financial Evaluation.
• Financial Management: Prepared a detailed report on “Ratio Analysis of Pakistan State Oil & Shell Pakistan
• Capstone Project: How to Convert from OTC to Mobile Wallet.

INTERNSHIP/WORK EXPERIENCE:
National Bank Head Office, Finance Department, Intern from June/2014 to July/2014
• Rotational Based job in different department of Finance.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Internet Surfing
• Reading Novels
**EDUCATION:**
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
- Cumulative GPA: 3.08

**ELECTIVES:**
- Financial Derivatives & Risk Management
- Project Appraisal
- Portfolio Management
- Debt & Equity Markets

University of Karachi
- M.A in Economics, 2011
- 1st Division, (60%)
- Bachelors in Arts, 2007
- 2nd Division, (58.2%)

Government Science College, Malir Cantt, Karachi.
- Higher Secondary Certificate , 2005
- C Grade, (57.18%)

National High School, Karachi
- A Grade, (79.64%)

**HONOURS / ACHIEVEMENTS:**
- Received Finance Society Certificate of Organizing Committee for “Possibilities 4.0 Business Plan Competition” co-sponsored by Engro Corporation, Bank Alfalah and Rice Exporter
- Attended Seminar on “Money and Banking” at University of Karachi
- Creative Member of Finance Society at IoBM

**SKILLS:**
- In addition to my MBA studies, my sound economics background gives me an edge over other candidates in view of its cardinal role in investment sector and banking industry.
- Excellent written, oral communication skills and a team player
- Strong Analytical skills and data analysis using softwares such as SPSS, STATA and Beach Tree
- Strong time management skills and team management experience working as a team lead
- Capstone Project, gained valuable skills working with CDC and HBL
- Conversant with MS Excel, MS Word, MS PowerPoint, MS Windows and Adobe Photoshop

**MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:**
- Capstone Project I Internal Audit Practices of Commercial Banks, a HBL project
- Capstone Project II Reasons Of Low Investors Base in Mutual Funds Industry in Pakistan, a CDC project
- Debt and Equity Markets: Term Report on Dividend Policy and Stock Pricing in Pakistan
- Financial Management: Term Report on Financial Plan to setup Interior Designing Business (SMEDA scheme)
- Strategic Management: Term Report on Suzuki Motors
- Project Appraisal: Term Report on Manufacturing of Re-bar Steel

**INTERNSHIP:**
- Internship Program at National Bank of Pakistan, from Oct 2017 to Nov 2017
- Internship Program at A.F Fergusons & Co, Tax and Compliance Dept, from Dec 2017 to Feb 2018

**EXTRACURRICULAR ACTIVITIES / HOBBIES:**
- Like playing Badminton and Table-tennis in leisure time
- Reading Business Recorder Newspaper
- Reading articles of Harvard Business Review and other Trade and Business Finance Magazines
- Freelance Blog Writing
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
  • Cumulative GPA: 3.30

ELECTIVES:
  • Behavioral Finance
  • Options, Swaps and Futures
  • Financial Derivatives & Risk Management
  • Entrepreneurial Finance

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), 2015
  • Cumulative GPA: 2.8

The City School, Karachi
• A levels, 2011
  • 1A, 2B’s & 1C

The City School, Karachi
• O levels, 2009
  • 3As & 3B’s

SKILLS:
• Proficient in human relation skills with expertise in written and verbal communication
• Highly analytical
• Ability to Work Under Pressure
• Understanding of SAP

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Risk and Return & Return Analysis (2005-2015) of Stock Market (banks & cement companies) in Pakistan
• Capstone 2: Risk and Return & Return Analysis (2005-2015) of Bond Market (PIB 3, 5 & 10 years) in Pakistan
• Entrepreneurial Finance: Performed 2 years financial modeling for opening healthy fast food in Karachi

INTERNSHIP/WORK EXPERIENCE:
Maersk Pakistan (Pvt) Ltd, Cost and Procurement Department, Intern from 08/2015 to 09/2015
• Made contracts, customer profile, standard operating procedures and purchase order through SAP

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Previous member of Rotaract Club
• Previous member of Canada’s Girls Club
• Volunteering to raise funds for UNICEF
• Participated in cross country run in Canada
SYED JUNAID ALI
Sjunaida118@gmail.com
Date of Birth: 27/06/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
• Cumulative GPA: 3.26

ELECTIVES:
• Strategic Financial Analysis & Design
• Project Appraisal
• Investment Analysis
• Risk Management

NED University of Engineering and Technology Karachi
• Bachelor of Computer Engineering, 2012
• 1st Division, 66.17%

SM Science College, Karachi
• Higher Secondary Certificate, 2008
• A Grade, (76.91 %)

Royal Academy Sharifabad, Karachi
• Secondary School Certificate, 2006
• A Grade, (75.76%)

SKILLS:
• SQL Server (2005, 2012)
• Oracle
• Apache Tomcat
• Software development life cycle & methodologies
• Software Testing Methodologies
• Troubleshooter
• Quick Learner

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Risk Management: Conducted research on risks associated with Islamic Banking
• Strategic Financial Analysis & Design: Prepared a financial model
• Project Appraisal: Conducted project appraisal report on clothing business.
• Investment Analysis: Launched a mutual fund as part of the project
• IPCS: Conduct research on listening types in organizations.
• Financial Management: Prepared a comprehensive study report on Conventional versus Islamic Insurance.

INTERNSHIP/WORK EXPERIENCE:
Avanza Solution Pakistan, QA Department, Senior SQA Engineer from 05/2013 to Date
• Testing of e-Banking applications, Test planning, test cases designing, automated and manual testing and bugs reporting

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Avanza Cricket Club
• Traveling enthusiast
• Reading finance and technical journals
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
  • Cumulative GPA: 3.18

ELECTIVES:
• Financial Derivative
• Project Appraisal
• Debt and Equity Market
• Entrepreneurial Finance

Mohammad Ali Jinnah University (MAJU), Karachi
• Bachelor of Business Administration (BBA), Major in Banking and Finance, Fall 2012
  • Cumulative GPA: 3.27

ELECTIVES:
• Advanced Accounting
• Corporate Finance
• Portfolio Management
• Audit and Taxation

Government Degree Boys College Gulzar-e-Hijri, Karachi
• Higher Secondary Certificate, 2008
  • B Grade, (63.55%)

Fair view Public School, Karachi
• Secondary School Certificate, 2006
  • B Grade, (63.88%)

CERTIFICATION / HONOURS / ACHIEVEMENTS:
• Junior Associateship of Institute of Bankers Pakistan, 2016 Elective: Islamic Finance

SKILLS:
• Can work under pressure
• Effective Time Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone I: Impact of CPEC on Financing Needs of Auto Part Manufacturers of Pakistan.
• Capstone II: Development of Strategic Framework for Sync and Secure.
• Methods of Business Research : Impact of online reviews on Consumer Buying Behavior
• Project Appraisal: Feasibility report for a New Project of Saima Packaging (Pvt) Ltd.

INTERNSHIP/WORK EXPERIENCE:
• Bank Al-Habib Limited, Central Credit Administration Department, CCAD Officer (OG I) from March 2017 to till date: To Manage Funded/Non Funded Credit Limit Portfolios of Sindh and Balochistan region branches of BAHL.
• Bank Al-Habib Limited, Branch Banking Experience, Operations Officer (OG I) from Jan 2016 to Feb 2017. Worked in various departments of Branch Banking i.e Account Opening, Advances and General Operations.
• Bank Al-Habib Limited, Branch Banking Experience, Account Opening Officer (OG II) from May 2013 to Dec 2015. Responsible for all activities related to maintenance of accounts from Inception to till Closure of Account.
• National Bank of Pakistan (NBP), Credit Management Wing, Internship from May 2011 – June 2011. Analyzed credit cases of commercial and consumer financing.
• Habib Bank Limited (HBL), Branch Banking, Internship From June 2010 – July 2010
  Created a sales model for HBL Credit Card, Did a consumer survey for HBL and enrolled Customers into Debit Card and Phone Banking.
ARSALAN NADEEM

Std_14147@iobm.edu.pk
Date of Birth: 03/10/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
  • Cumulative GPA: 3.39

  ELECTIVES:
  • Financial Modelling
  • Debt and Equity Markets
  • Investment Analysis
  • Financial Risk Management

Institute of Business Management (IoBM), Karachi
• Bachelors of Science (BS), Economics and Finance, Graduation: Spring, 2016
  • Cumulative GPA: 3.24

Southshore School for A level Studies, Karachi
• A – Levels, 2011-2012
  • 3 Cs

D.A Public School O & A levels Karachi
• O - Levels, 2009-2010
  • 3 As & 6 Bs

SKILLS:
• MS Office
• SPSS Software
• E Views Software
• Strong Communication Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Introduction to Psychology: Research on effect of stress on employee’s productivity
• Principles of Marketing: Report on launching a new product
• Financial Economics: Research on portfolio diversification and individual asset risk of KSE listed companies
• Investment Banking and Security Analysis: Empirically checked the effect on share price of different variables in the pharmaceutical/chemical sector

INTERNSHIP/WORK EXPERIENCE:
Wemsol Pvt Ltd., Internee from 06/2014 to 11/2014
• Performed various tasks for different departments including work on HR policy
KEENU (Wemsol Pvt Ltd.), Internee from 05/2015 to 07/2015
• Performed tasks related to research and developing a business case
Water Solutions, Founder and CEO from 1/1/18
• Introduced latest technological products related to water in houses from all over the world.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Deputy head for Community services society
• Head Logistics of Vanquishers, sports society in in school IoBM
SAAD PERVEZ

saadmazer@gmail.com,
Date of Birth: 18/02/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
• Cumulative GPA: 3.10

ELECTIVES:
• Risk Management
• Strategic Financial Analysis and Design
• Investment Analysis
• Financial Derivatives

University of Karachi, Karachi
• Bachelor of Commerce, 2011
• First Division, 67 %

S.M. Govt. Science College, Karachi
• Higher Secondary Certificate, 2008
• B Grade, (64.73%)

The Elites School, 2006
• Secondary School Certificate, 2006
• A Grade, (75.64%)

SKILLS:
• MS Excel, Word, Power Point etc
• Analytical and mathematical skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Risk Management: Conducted research on risks associated with Islamic Banking
• Strategic Financial Analysis & Design: Prepared a financial model
• Financial Derivative: Wrote a research report on applications of financial derivatives in Pakistan
• Investment Analysis: Launched a mutual fund as part of the project

INTERNSHIP/WORK EXPERIENCE:
Eastern Enterprises, Finance, Assistant Finance Officer from Feb 2011 to April 2014
• I was responsible of dealing with all the finance related activities
Alternate Research Pvt. Ltd., Equity Research, Equity Research Analyst from Jan 2016 to Aug 2016
• I was responsible of covering specific sectors listed in PSX
Vector Securities Pvt. Ltd., Equity Research, Equity Research Analyst from Sept 2016 to Jan 2017
• I was responsible of covering specific sectors listed in PSX
Darson Securities Pvt. Ltd., Equity Research, Equity Research Analyst from Jan 2018 till date
• I am responsible of covering specific sectors listed in PSX
MUHAMMAD RAZA
Raza.yasin@hotmail.com/std_12252@iobm.edu.pk
Date of Birth: 20/05/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
  - Cumulative GPA: 3.01

  ELECTIVES:
  - Risk Management
  - Analysis of Financial Statements
  - Debt And Equity Market
  - International Finance

Institute of Business Management (IoBM), Karachi
- Bachelors of Business Administration (BBA), 2014
  - Cumulative GPA: 2.80

Commecs Institute of Business and Emerging Sciences (CIBES), Karachi
- Higher Secondary Certificate, 2010
  - A Grade, (77.7%)

St. Lawrence’s Boys’ School, Karachi
  - A-1 Grade, (85.7%)

HONOURS / ACHIEVEMENTS:
- Awarded financial assistance at CIBES
- Spot award at Standard Chartered Bank for best performance for the year 2016

SKILLS:
- Microsoft Office: Ms Word, Ms Excel, Ms Power Point

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Financial modeling and analysis on Indus Motors
- Low interest rate regime on banking spreads and suggest strategies for sustainable yields
- Marketing Research Consumer preferences towards SMS Marketing

INTERNSHIP/WORK EXPERIENCE:
- Standard Chartered Bank, Financial Crime Compliance, Analyst FCC Governance 08/2017 to Pres
- Standard Chartered Bank, Information Technology Ops, Trade Finance Officer 07/2015 to 08/2017
- Barclays Bank PLC, Trade Finance Operations, Intern, 08/2014 to 10/2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Finance Director of the Actuarial Sciences and Risk Management Society of IoBM
- Member of the Ladies Fund, a non-profit organization, working for women empowerment through business entrepreneurship.
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
- Cumulative GPA: 3.00

ELECTIVES:
- International Finance
- Portfolio Management
- Risk Management
- Investment Analysis

University of Sindh, Hyderabad
- Bachelor of Commerce, 2011
- Cumulative GPA: 2nd Division, 58%

Army Public College, Hyderabad
- B Grade, (65%)

Army Public School, with Hyderabad
- Secondary School Certificate, 2005
- A Grade, 79.05%

SKILLS:
- Financial Analysis & Reporting
- Excellent presentation skills
- Self-Motivated & Team Player
- Full Command on MS Word, Excel and Power Point
- Strong Communication & excellent negotiation skills
- Professional presence

INTERNSHIP/WORK EXPERIENCE:
Shirazi Trading Company (Atlas Group Company), Finance Department, Accounts Executive.
Dated: April 2015 till update
- Deals with Corporate Banking, Import related Issues, Corporate affairs which includes communication with SECP, Regulators etc. Finance Report, Group Reporting, Sales Report & Receivables is also part of Job Description.

Atlas Asset Management, Finance Department, Accounts Officer,
Dated: May 2014 to March 2015
- Calculation of Daily NAV, Funds Reporting, Monthly Accounts, Atlas Islamic Fund & later Atlas Income & Money Market Fund was handed over to me.

Atlas Asset Management, Finance Department, Internee
Dated: January 2014 to April 2014
- Was working as an Internee in which I was given knowledge of different funds, Analysis of Different investments, Daily NAV Calculation, Along with External Audit procedures.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Free Lance
- Sports Activities
- Event Organizing
- Volunteer Work
SHUMAILA

shumaila.halani@gmail.com
Date of Birth: 19/04/1988

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance, Graduation: Fall, 2017
  - Cumulative GPA: 3.02

  ELECTIVES:
  - Asset Liability Management
  - Investment Analysis
  - Islamic Banking
  - Risk Management

Institute of Business Management (IoBM), Karachi
- Bachelor of Science (Joint Honors), 2010
  - Cumulative GPA: 2.98

Aga Khan Higher Secondary School
- Higher Secondary Certificate, 2005
  - A Grade, (73.54%)

Sultan Mohammad Shah Aga Khan School
  - A Grade, (77.29%)

SKILLS:
- Good working knowledge of SAP Business One
- Well versed in statistical and data analysis software: SPSS
- Good working knowledge of Accounting software: Peachtree 2005

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Financial Derivatives: Hedging Instrument – Forward Rate Agreements & Swaps
- Factors affecting Profitability: Pharma Industry
- Factors affecting Profitability: Dawood Hercules Chemical Limited

INTERNSHIP:
- Soneri Bank Limited, Branch Banking, Intern from February 2010 to March 2010

WORK EXPERIENCE:
- The Indus Hospital, Senior HR Executive (Outreach), from December 2015 till today
- Standard Chartered Bank, Service Quality Officer, from August 2012 to November 2015
- Gull Bottlers Pvt Ltd, Financial Analyst and Business Development Officer, from March 2011 to September 2011
- Gerry’s Softlogic, ERP Consultant (SAP), from July 2010 to February 2011

EXTRACURRICULAR ACTIVITIES:
- Founder Member - Finance Society (CBM)
EDUCATION:
Institute of Business Management (IoBM), Karachi:
• Masters of Business Administration (MBA) Finance, Graduation: Fall, 2017.
  • Cumulative GPA 3.37
ELECTIVES:
• Debt & Equity
• Financial Modeling

Institute of Business Management (IoBM), Karachi:
• Bachelors of Business Administration - (BBA) Major in Finance, 2014
  • Cumulative GPA: 3.53
ELECTIVES:
• Portfolio management
• Islamic Banking
• Financial derivatives
• Corporate Finance

The Lyceum School, Karachi
• A – Levels, 2010
  • 1 A* & 2As

The City School, Karachi
• O - Levels, 2008
  • 4As & 4Bs

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship during graduation years at IoBM

SKILLS:
• Good presentation and communication skills
• Proficient in Microsoft Office
• Proficient in Moody's
• Good credit proposal making skills
• Good financial analytical skills
• Good MIS management skills
• Good client follow up

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Islamic modes of financing used by Dubai Islamic Bank
• Impact of D/E ratio on EPS, Stock return and Beta of banks listed in KSE
• Financial Model on DG. Khan Cement

WORK EXPERIENCE/INTERNSHIPS:
• Working at Dubai Islamic Bank Pakistan Ltd, Corporate & Investment Banking Department, Head Office, from September 2014 till present.
• Intern at HBL, Islamic Banking (Corporate & Investment), at HBL Plaza, Duration: from 16th June till 25th July 2014.
• Intern at MCB, Credit & Operations Department, and Duration: from July till Aug 2013 (6 weeks).
• Volunteer at Family Education Services Foundation (58 social work hours), posted at Chanesar Goth School, during June 2013.
• Intern at Ernst & Young, Audit Department, Duration: June to July, 2011, Posted at Clover Pak Ltd (external audit) and Habib University Foundation (cash count).
• Intern at TCF (161.5 social work hours), Resource Mobilization Department, and Duration: from 2nd July till 10th Aug 2012.

INTERESTS AND ACTIVITIES:
• Attended conference on Spiritual Qualities of a Leader at IoBM
• Attended a conference at Yunus Textile Mills in 2012 (7 habits of highly effective people)
• Spend time at Gills Shelter Old Age Homes
MALIQ KOUSAIN KHALIQ

kousain_89@hotmail.com
Date of Birth: 09/01/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources Management, Graduation: Fall, 2017
• Cumulative GPA: 3.15

ELECTIVES:
• Recruitment and Selection
• Employee Training and Development
• Salary and Compensation
• Performance Appraisal and Management

University of Sindh, Jamshoro
• Master of Arts, 2013
• 2nd Division, (55.69 %)
• Bachelor of Commerce, 2011
• 2nd Division, (56.00 %)

D.A. Degree College for Men, Karachi
• Higher Secondary Certificate. 2006
• B Grade, (61.64 %)

Karachi Public School, Karachi
• Secondary School Certificate, 2004
• A-1 Grade, (82.11 %)

SKILLS:
• Project Management skills demonstrated while delivering results at KFC Pakistan, UEPL and HBL projects
• Human Resource skills exhibited while handling a recruitment drive campaign for 2500+ candidate
• Financial reporting and Budgeting skills demonstrated while handling $6 million departmental Opex budget

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS
• Methods in Business Research: Research work and published paper on “Antecedents of Intention to Quit and Impact of Alternative Employment Opportunity”
• Capstone I: Developed Graduate Trainee Hiring Program for Habib Bank Limited
• Capstone II: Research on “Antecedents and Consequences of Employee Engagement in Habib Bank Limited”
• Employee Training and Development: Conducted an open-house workshop on “Meeting Killers”

WORK EXPERIENCE:
United Energy Pakistan Limited, Land Management Services, LMS Officer from 09/2014 to Present
• Play a key role in evaluating Oil & Gas project while maintaining coordination with Govt. & regulatory authorities in finalization of well locations in compliance with O&G regulations & maintain legal work.

United Energy Pakistan Limited, Human Resources, Human Resource Officer from 02/2012 to 08/2014
• Responsible for the sanctity of employee data in the HRIS system and support in execution of Management of change process, Resourcing, L&D activities, and Graduates Hiring and Orientation

M Flux BPO Services, Human Resources, Human Resource Advisor-Projects from 11/2009 to 02/2012
• Implemented & maintained program management processes & regulations as per clients’ requirement while responsible for ensuring corrective actions, budgeting, and manpower scheduling, and recruiting.

KFC Pakistan, Customer Relations, Customer Care Representative from 06/2006 to 10/2009
• Involved in call center operations as a liaison between customers and home delivery units and organized customer surveys to highlight standard of services offered; Customer relationship building.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Professional Painting, Sketching (2 exhibitions and featured in Explore Magazine)
• Mountaineering (Summited 6000m mountains featured in Explore Magazine)
Name: MUHAMMAD OWAIS DANISH
Email: owaisdanish1@gmail.com
Date of Birth: 31/01/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Human Resource Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.23

Dow University of Health Sciences (DUHS), Karachi
• Bachelor of Medical Technology, 2013
  • Cumulative GPA: 3.76

Government Islamia Science College, Sukkur
• Higher Secondary Certificate, 2008
  • A Grade, (75.18%)”

Saint Mary’s High School, Sukkur
• Secondary School Certificate, 2006
  • A Grade, (77.05%)

HONOURS / ACHIEVEMENTS:
• Received Gold Award based on performance at Axact in 2014

SKILLS:
• Deadline Management for the projects being assigned.
• Microsoft office (Word, Excel, and Powerpoint) and SPSS
• Verbal and Written Communication skills
• Negotiation Skills
• Project Management Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Recruitment and Selection: Conducted interviews as a part of project
• Training and Development: Conducted training workshop under name “The Corporate Squad”.
• Performance Appraisal and Management: Developed a new appraisal system based on performance.
• Strategic Human Resource Management: Developed strategic strategies for existing problems in a firm.
• Human Resource Management: Developed a video based promotional package for newly developed firm.
• Marketing Business Research: Developed a measurement tool based on Hofstede cultural dimensions.

WORK EXPERIENCE:
Technexia (SMC-Pvt) Ltd., People Management, Senior Executive from 12/2015 to Present
• Working in all functions of Human Resource for 2.5 years (developed HR department from scratch)

Axact Pvt Ltd. Research and Development, Senior Executive from 09/2013 to 05/2015
• Worked on the development and editing of published research articles

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Training Organization, The Corporate Squad
• Developing creative stuff, based on writing novels or creating video packages.
SALMAN KHATRI

Std_16727@iobm.edu.pk
Date of Birth: April 03, 1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management, Graduation: Fall, 2017
• Cumulative GPA: 3.10

ELECTIVES:
• Industrial Relation & Labor Laws
• Recruitment & Selection

• Training & Development
• Negotiation Skills & Collective Bargaining

University of Karachi, Karachi Pakistan
• Bachelor of Commerce, 2012
• C Grade: (55.5%)

S.M Arts & Commerce College (Commerce)
• Higher Secondary Certificate, 2009
• B Grade, (68%)

Progressive Secondary School, Karachi
• Secondary School Certificate (Science Group), 2008
• A Grad, (73%)

SKILLS:
• People Management
• Team Player
• Tenacity
• Persuasive
• Communication

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Training & Development: Organize and conduct training session on ‘Competency Based Interview’
• SHRM: Conduct detailed research on ‘Employee motivation v/s remuneration’ on Eli Lilly Pakistan
• Strategic Marketing: Conducts study of Brand positioning on Ad Campaign for “National Ka Pakistan”

INTERNSHIP/WORK EXPERIENCE:
Attock Cement Pakistan Limited, HR Department, Executive HR from 12/2014 to Present
• Managing Training & Development portfolio, Talent Acquisition and HR Operations
AAJ TV – Recorder Television Network, HR Department, Officer HR from 07/2014 to 11/2014
• Compensation & Benefit and Operations specialist for Recorder Television News & Entertainment Chanel,
Premier Group, HR Department, HR Associate & Trainer from 09/2011 to 06/2014
• Sales & Soft Skills trainer for PAN Pakistan of 50 branches in Pakistan

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Mentor at TCF Rehber Program
• Member of Community NGO for Health, Education and Welfare (Muslim Khatri Association)
• Freelance trainer & Content developer
PEARL SAMRA DANIEL
pearl.daniel@hotmail.com
Date of Birth: 02/09/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.37

ELECTIVES:
  • Employee Training and Development
  • Performance Appraisal and Management
  • Industrial Relations and Labour laws
  • Public Relations and Event Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Karachi, 2016
  • Cumulative GPA: 3.35

St. Joseph’s College for Women, Karachi
• Higher Secondary Certificate, 2012
  • B Grade, (67.09%)

St. Joseph’s Convent High School, Karachi
• Secondary School Certificate, 2010
  • A Grade, (78%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM from 09/03/2012 to 05/25/2016
• Participation at AIESEC Global Cultural Exchange Program held in Izmir, Turkey.
• Certificates of Participate at various events and activities

SKILLS:
• Excellent communication and interpersonal skills, Sound leadership skills, Good with basics of French and knowledge of Microsoft Office (Word, Excel, PowerPoint).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Recruitment and Selection: Competency Based Recruitment at Merck Pharmaceuticals
• Training and Development: Organized and conducted training on ‘Speak with Confidence’
• Salary and Compensation: Compensation and benefits of the CEO at United Bank Limited
• PR and Event Management: Organized and Executed event on ‘World Performers of Pakistan’
• Performance Appraisal: Thorough research on performance appraisal at CHS and its problems.
• Entrepreneurship: Creation of a business along with complete analysis (Pet Café)

INTERNSHIP/WORK EXPERIENCE:
Hilal Care (Pvt.) Limited, Human Resources Executive HR from 10/2017 to date
• Recruitment process, payroll and attendance management, conducting objective setting and performance appraisal activity, carrying out employee engagement activities etc.
Ocean 1 (Pvt.) Limited, Human Resources, HR/Office Executive from 08/2016 to 10/2017
• Developing JDs, defining policies and procedures, designing payroll, scheduling and conducting interviews, coordinating with and assisting other departments.
Pakistan State Oil Limited, Human Resources, HR Intern from 06/2016 to 07/2016
• HR-Legal Record Keeping, Training and Development, Code of Conduct
United Bank Limited, Human Resources, HR Intern from 05/2016 to 06/2016
• Compensation and benefits, Learning and Development

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attended/Participated in Events like CBMUN and Emerge held at IoBM by various societies.
• Social Volunteering at different places.
KOMAL SHAKIL
komal_shakil@live.com
Date of Birth: 26/01/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA), Major in Human Resource Management, Graduation: Fall 2017
  • Cumulative GPA: 3.66

  ELECTIVES:
  • Industrial Relation and Labor Law
  • Negotiation Skills and Collective Bargaining
  • Public Relation
  • Performance Appraisal & Management

Defence College for Women Ph. VIII, Karachi
• Higher Secondary Certificate, 2012
  • B Grade, (64.91%)

D.A. Model Girls School, with Karachi
• Secondary School Certificate, 2010
  • A 1 Grade, (81.29%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM from 2013 to 2016
• Received Merit Certificate at IoBM on graduating with highest honors on Dec, 2016.
• Received scholarship for Exchange program at University Kuala Lumpur from 01/02/2016 – 12/6/2016
• Third Runner-up of CIMA Business Global Challenge Pakistan in 2015
• Quarter Finalist of Next Masala Star Cooking Competition in 2015

SKILLS:
• Outstanding ability to initiate action, make decisions and solve problems

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Consumer Behavior: Corolla and Civic (Consumer Perception and segmentation Survey)
• Business Communications: Effects of Superstitious belief of Pakistani Society
• Management Strategies and Emerging Organizations: Management Strategies at Yayvo
• Recruitment & Selection: Competency Based Recruitment, CBRS simulation on SCB, Pakistan
• Introduction to Business Finance: Risk Factors relating finance in Engro fertilizer
• Analysis of Pakistani Industries: Analysis of Pakistani Steel Industry – Issues and Prospects

INTERNSHIP/WORK EXPERIENCE:
EA Consulting Pvt. Ltd, Human Resources, HR Officer from July ’17 to Present
Advantedge & Partners, Human Resources, Management Associate from Sept ’16 to May ’17
• Continuous learning and opportunity to engage with multiple corporate sector due to its work nature
International Textile Limited, Human Resources, Intern from Jul ’16 to Sept ’16
• Inspirational hands on learning experience through employee’s recruitment and assisting Corporate Video shoot
Novo Nordisk Pharma, Human Resources, Intern from May’15 to Jul ’15
• Inspirational hands on learning experience through policy, manuals, Job Description formation

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Former member of Strategic Human Resource Society
• Reading Novels and motivational books
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.41

ELECTIVES:
• Logistic & Inventory Control
• Procurement and Inventory Management
• Transportation Techniques & Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering, 2009
  • FIRST DIVISION, (62.1%)

Women’s Degree College Nazimabad, Karachi
• Higher Secondary Certificate, 2005
  • A Grade, (76.6 %)

Pakistan International School, Riyadh
• Secondary School Certificate, 2002
  • A Grade, (76.2%)

SKILLS:
• Designing, Product Development, CAD, engineering,

INTERNSHIP/WORK EXPERIENCE:
• Hinopak Motors Ltd., Engineering & Design Division, Design Executive from 01/2012 to Present.
• Omar Jibran Automotive Industries, Technical Design Department, CAD/CAM Engineer from 12/2009 to 01/2012.
• Dawood College of Engineering & Technology, Industrial department, Visiting Faculty, 01 / 2012 - 06 / 2012
• Internship at SMEDA 06/2008 – 08/2008

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading case histories, documentaries, etc
NAVEED IRSHAD

naveedirshad110@gmail.com
Date of Birth: 29 Oct 1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.39
  ELECTIVES:
  • Procurement and Inventory Management
  • Industrial Marketing
  • ERP Design and Implementation

NED University of Engineering and Technology, Karachi
• Bachelor of Engineering- Electrical Power, 2012
  • First Division, 80.31

Govt. College for Men, Nazimabad, Karachi
• Higher Secondary Certificate Pre-Engineering, 2008
  • A-1 Grade, (81.36%)

New Progress Greenland Secondary School, Karachi
• Secondary School Certificate Science, 2006
  • A-1 Grade, (79.41%)

HONOURS / ACHIEVEMENTS:
• Awarded Scholarship at IoBM for Semester Fall 2017
• Passed Bachelor of Engineering with Distinction From NEDUET, Karachi

SKILLS:
• Worked with SAP- ISU and CRM
• MS Office with proficiency in MS Outlook and Advanced Excel
• Worked with Power Utility tools like SCADA and PLC

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Procurement and Inventory Management: Conducted Interview with an Industrial Professional
• Supply Chain Management: Detail Analysis of Supply Chain of a FMCG firm
• Strategic Management: Strategic Analysis of a Textile Firm
• ERP Design & Implementation: ERP Life Cycle Analysis of a Power Utility Firm

INTERNSHIP/WORK EXPERIENCE:
K-Electric Ltd, Power Distribution, Assistant Manager from Apr 2014 - Present
• Managerial and Technical Roles focusing on System Improvement, Maintenance and Complaint Resolution
K-Electric Ltd, Power Distribution, Trainee Engineer from Apr 2013 – Apr 2014
• Rotational Position in depts. 11KV HT, LT Maintenance/Improvement, Customer Account & Revenue Protection
Accrescent Engineers, Karachi, Intern, from June 2012 - July 2012
• With exposure of Projects of Industrial Automation, SCADA & PLC logic designing and implementation.
Pakistan Steel, Karachi, Intern, from June 2011 – July 2011
• With exposure of Power Dist. Network, Thermal Power Plant, Engineering Lab and Power Equipment Repairing Shop

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Articles, Sketching, Singing and Gyming
AHMED SAEED KHAN

asaeed992@gmail.com
Date of Birth: 07/11/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: Fall, 2017.
• Cumulative GPA: 3.07

ELECTIVES:
• Brand Management
• Supply Chain Capstone Project-1
• ERP Systems, Design & Implementation
• Supply Chain Capstone Project-2

NED University of Engineering & Technology, Karachi
• Bachelor of Mechanical Engineering, 2015
• CGPA 2.1

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2010
• A-1 Grade, (81%)

Karachi Public School, Karachi
• Secondary School Certificate, 2008
• A-1 Grade, (83.76%)

HONOURS / ACHIEVEMENTS:
• Stood first at Photography Exhibition held at NEDUET by MOSAIC.
• Runner up at IMARC’13 held at IBA as a team leader.

SKILLS:
• Software Skills of AutoCAD, MS Office, Adobe Photoshop & Video Editing.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone-2: To compare between RFID & Barcode for implementation at RAJBY Textiles.
• Capstone-1: Implementation of Six Sigma on Gul Ahmed Warehouse at Bin Qasim.
• Brand Management: Worked on Cornetto’s Brand Plan & Advertisement.

INTERNSHIP/WORK EXPERIENCE:
• Power Cement Limited, Project, Trainee Engineer from 12/2017 to Present
• FAST Engineering & Services, Engineering, Management Trainee from 06/2015 to 11/2017
• Internship at Pakistan International Airlines in 2014.
• Internship at Lucky Cement in 2013.
• Internship at Pakistan Steel in 2013.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Badminton, Photography, Reading.
• Organized seminar on “Analyzing Issues in Supply Chain and Logistics” held at the EMEC, IoBM.
WAHAJ AHMED

wahaj_ahmed15@hotmail.com
Date of Birth: 15/11/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Fall, 2017
• Cumulative GPA: 3.28

ELECTIVES:
• Storage and Warehouse Techniques
• Strategic Supply Chain Management

• Supply Chain Management
• Procurement and Inventory Management

NED-UET Engineering & Technology Karachi
• Bachelor of Mechanical Engineering, 2012
• 74.49 %

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2008
• A Grade, (78.82%)

Saqib Public School
• Secondary School Certificate, 2006
• A-1 Grade, (86.47%)

HONOURS / ACHIEVEMENTS:
• Designed & fabricated Biomass gasifier that produces syngas usable for power generation in Under-graduation.
• Designed & fabricated Vertical axis wind turbine in Under-graduation.
• Worked as an internee at Pakistan Machine Tool Factory from 06/06/2011 to 23/06/2011

SKILLS:
• Inventory handling, storage, planning and other jobs on Microsoft AX dynamics / BRP.
• Presentation and writing skills frequently used during correspondences, reports and meetings.
• Ability to do multi-tasking and dealing complex situations easily. Managed deadlines of different projects simultaneously with perfection.
• Ability to adhere with decision that has been taken as a team or individual and make it reachable to desire results.
• Time Management learnt from scheduling both office and educational tasks during post-graduation (MBA).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone-I Pre-Feasibility Report on Production house
• Capstone-II Implementation of ISO 50001 on IoBM Solar Panel System
• Human Resource issues report on Orient Energy Systems (Pvt.) Ltd.
• Strategic Financial Analysis design on National Refinery Limited Boiler Project
• Participated in EUREKA Fair presenting the idea for café think thank

INTERNSHIP/WORK EXPERIENCE:
Orient Energy Systems (Pvt.) Ltd., Air Compressor Department from 02/2015 to currently performing;
• Technical support, installation guidance, coordination with OEM, budget planning, procurement guidance and other sales related jobs.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Learning various software through internet, Internet browsing, and conducting Tuitions.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Fall, 2017
• Cumulative GPA: 3.07

ELECTIVES:
• Procurement & Inventory Mgmt.
• Strategic Supply Chain Mgmt.
• Storage & Warehouse Techniques
• ERP System Design & Implementation

University of Karachi, Karachi
• Bachelor of Applied Chemistry & Chemical Technology, 2011
• First Division, (66.47%)

Chiniot Islamia College, Karachi
• Higher Secondary Certificate, 2008
• C Grade, (54.6%)

Al-Hammad Rozatul Atfal School, Karachi
• Secondary School Certificate, 2006
• B Grade, (62.94%)

HONOURS / ACHIEVEMENTS:
• Got 1st Position in Bachelor of Applied Chemistry & Chemical Technology

SKILLS:
• Analysis
• Lean Management
• Time management, Team Player, Work under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Supply Chain Management: Lean Methodology on Manufacturing Division of Engro.
• Capstone 1: Supplier Evaluation using Analytical Hierarchy Process (AHP)
• Capstone 2: Analyzing the Supply Chain Export Potential of Local Cement Industry
• Marketing Management: Blue Ocean Strategy formulation for Pakola.
• Strategic Financial Analysis & Design: Financial Analysis of Byco Oil Refinery
• Marketing Strategies & Value Innovation: Virtual Shopping Experience for Online Customers

WORK EXPERIENCE:
• Engro Polymer & Chemicals, Production Depart, Production Engineer from 04/2013 to till date.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading research articles
• Reading business & technological journals
• Playing Football & Cricket
• Indoor Games
HAIDER AMJAD NOUKHEZ
std_15025@iobm.edu.pk, noukhez05@gmail.com
Date of Birth: 31/10/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi.
• Masters of Business Administration (MBA), Majors in Logistics & Supply Chain Management, Graduation: Fall 2017
  • Cumulative CGPA: 3.46

ELECTIVES:
• Procurement and Inventory Management
• Storage & Warehousing Techniques
• Introduction to SAP ERP Systems
• Supply Chain Management

Institute of Business Management (IoBM), Karachi.
• Bachelors of Science (BS), Economics & Finance, 2012-2016.
  • Cumulative CGPA: 3.06

Creek College (CBM Campus), Karachi.
• Higher Secondary Certificate, 2012
  • B Grade, (64.36%)

Army Public School Malir Cantt, Karachi.
• Secondary School Certificate, 2010
  • B Grade, (68%)

SKILLS:
• Exemplary problem-solving skills; able to identify problems and implement corrective processes
• Proficient in Microsoft Office (Word, Excel, and, PowerPoint) along with SPSS and SAP-ERP
• Knowledgeable in project management tools, processes and techniques
• Strong communication, interpersonal, and presentation skills.

MAJOR PROJECTS:
• Procurement and Inventory Management: Researched on Procurement Process of Damco Pakistan.
• Introduction to SAP ERP Systems: Carried out a study on SAP system in Damco Pakistan.
• International finance: Financial analysis on Shell Pakistan Ltd.
• Monetary theory policy: Report on Monetary Policy Framework of SAARC Countries.
• Portfolio Management: Formulated the financial model for Ghani Glass.
• Methods in Business research: Conducted the research on preference of patient’s towards ENT OPD in different hospitals.

INTERNSHIP/WORK EXPERIENCE
TCS Pvt. Ltd., Consumer Dept., Intern from 15/06/2016 to 15/09/2016
The indepth Analysis on the operations of a logistics company, practically.
S.A. Enterprises, Distribution Co., Concessionaire from 01/10/2016 to Present.

EXTRACURRICULAR ACTIVITIES:
• Discovering & Exploring
• Director in a society; Vanquishers Sports Society (Communication).
• Sports: Cricket; Horse Riding
EDUCATION:

Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Fall, 2017
  - Cumulative GPA: 3.25

ELECTIVES:
- ERP system implementation & design
- Storage & Warehouse Management
- Procurement & Inventory Management
- Supply Chain Management

NED University of Engineering & Technology, Karachi
- Bachelor of Polymers & Petrochemicals Engineering, 2014
  - B Grade, (63.21%)

Khursheed Government Girls Degree College, Karachi
- Higher Secondary Certificate, 2009
  - A Grade, (76.64%)

Fazaia Intermediate College Malir Cantt, Karachi
  - B Grade, (69.5%)

HONOURS / ACHIEVEMENTS:
- Selected for SABIT program for Supply Chain by US Department of Commerce from 03/26/2017 to 04/13/2017

SKILLS:
- Good communications skill
- Management skills
- Team leading capabilities

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- ERP system implementation & design: Stages of ERP implementation in a firm/organization
- Procurement & Inventory Management: Supply Chain functions of a manufacturing concern
- Technology Innovation & Strategy: Installation of Oxygen Level Detector in cars
- Capstone I: The role of OSHA in Supply Chain Management
- Capstone II: Installation of Solar Panels at IoBM
- Marketing Strategy & Value Innovation: BBQ Tonight-Value Innovation & Blue Ocean Strategy

WORK EXPERIENCE:

HBL, Vendor Management, Assistant Manager from 11/2017 to date.
- Unit head Vendor Management: Responsible for inducting & evaluating all the vendors.

Merit Packaging Limited-Lakson Group, Assistant Manager Quality, from 06/2014 to 10/2017
- Responsible for all the quality related affairs in Gravure printing department, ISO coordinator.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Ex member of SPPE in NED-UET
- Reading books
MUHAMMAD FAIZAN KHAN

Faizy.aq@gmail.com
Date of Birth: 16/02/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics & Supply Chain Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.12

    ELECTIVES:
    • Procurement & Inventory Management

Karachi University, Karachi
• MSc, 2014
• First Division, (63.3%) 

Government College For men, Karachi
• Higher Secondary Certificate, 2007
• B Grade, (63.63%)

Hiba Public School, Karachi
• Secondary School Certificate, 2005
• A Grade, (77.05%)

SKILLS:
• Tech savvy, ability to use MS Office Tools.
• Introductory knowledge of SAP (MM & SD Module).
• Strong verbal communication with proven ability to present.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Logistical Projects in ERP: Supply Chain Sustainability: Integration of the Modern Supply Chain (Published in IJSER Volume 8, Issue 4, April 2017 Edition)
• Corporate Consultancy & Projects in Logistics: Optimizing Supply Chain Operations of Water Supplying Company
• Marketing in Business Research: Consumer Perception of Digital Wallets

INTERNSHIP/WORK EXPERIENCE:
• Trip Zone Tours & Travels, Operations, Operations Manager from 02/2016 to 12/2016
• Morgan Chemicals, Sales, Customer Service Executive from 03/2014 to 11/2014
• Pfizer Pharmaceuticals, Sales, Professional Services Executive from 04/2013 to 08/2014
• Pharm Evo Pharmaceuticals, Intern from 01/2012 to 02/2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Health and Fitness Enthusiast
• Book Reading
RAAFI GUL
raafi.gul@gmail.com
Date of Birth: 6/8/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain, Graduation: Fall, 2017
  • Cumulative GPA: 3.36

ELECTIVES:
• Strategic Supply Chain Management
• ERP System Design and Implementation
• Storage and Warehouse Techniques
• Procurement and Inventory Management

Mehran University of Engineering and Technology, Jamshoro
• Bachelor of Electrical Engineering, 2014
  • B Grade, (67.27%)

Superior Science College, Hyderabad
• Higher Secondary Certificate, 2009
  • A-1 Grade, (80 %)

Beaconhouse School, Hyderabad
• Secondary School Certificate, 2007
  • A-1 Grade, (80 %)

HONOURS / ACHIEVEMENTS:
• Cultural exchange participant to Japan from 6/8/2013 to 6/13/2013

SKILLS:
• Time Management
• Organizational Skills
• Team Work
• MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Supply Chain Management: Project on Green Supply Chain
• ERP System Design and Implementation: Project on ERP system of Gadoon Textiles
• Storage and Warehouse Techniques: Project on GARTNER Top 25 Supply Chain firms
• Capstone 1: Project on Fertilizer Industry analysis in the light of CPEC
• Capstone 2: Project on Employer Branding with Medline Technologies®

INTERNSHIP/WORK EXPERIENCE:
Civil Aviation Authority Hyderabad, Electromechanical Department, Intern from 6/1/2012 to 7/1/2012
• All about the maintenance of the electrical infrastructure of the facility

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Watching Documentaries
ALI HASAN

Date of Birth: 21/09/1987

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.20

  ELECTIVES:
  • Procurement & Inventory Management
  • Transportation Techniques & Management
  • Storage & Warehouse Techniques
  • Supply Chain Management

Applied Economics Research Centre-University of Karachi.
• Masters in Applied Sciences (M.A.S) in Applied Economics, 2012
  • Cumulative GPA: 3.23

University of Karachi-Department of Economics, Karachi.
• MA (Economics), 2010
  • 1st Division (65.25%)

University of Karachi-Govt. Premier College, Karachi.
• Bachelors of Commerce, 2007
  • 2nd Division

Govt. College for Men Nazimabad, Karachi.
• Higher Secondary Certificate, 2005
  • B Grade, (63.6%)

Fountainhead Public School, Karachi.
• Secondary School Certificate, 2003
  • A Grade, (76.1%)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1: Designed a Vendor Appraisal and Evaluation Criteria Form using Analytical Hierarchy Process (AHP) for Gul Ahmed Textile Mills Ltd
• Capstone Project 2: Prepared a case study on Lucky Cement Ltd for Analyzing Supply Chain Export Potential of Local Cement Industry and Estimating Forecast

INTERNSHIP/WORK EXPERIENCE:
• Enar Petroleum Refining Facility, Procurement Department, Executive Procurement from 01/2013 to date.
• Hilal Confectionery (Pvt.) Ltd-Shalimar Food Product, Accounts Department, Accounts Officer from Feb-2010 to June-2011.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Economic Journal-Pakistan Development Review (PDR).
• Reading Newspaper-Research Articles
EDUCATION:
Institute of Business Management (IOBM), Karachi
• Master of Business Administration (MBA), Major in Logistics & Supply Chain Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.09

ELECTIVES:
• Supply Chain Management
• ERP System Design And Implement
• Procurement and Inventory Management
• Transportation Technique and Management

Institute of Space technology Islamabad
• Bachelor of Engineering (Aerospace), 2011
  • Cumulative GPA: 2.56

Qurtuba School and College D.I.Khan
• Higher Secondary Certificate, 2006
  • A Grade, (71%)

WAPDA High School D. I. Khan
• Secondary School Certificate, 2004
  • B Grade, (63%)

HONOURS / ACHIEVEMENTS:
• Baluchistan Scholarships for Bachelor of Engineering from Sep 2007 to Sep 2011.
• Design, Modeling and Analysis of Low Earth Orbit Satellite research Submitted to 2nd International Conference on Mechanical engineering (ICOME), Krabi, Thailand has been approved to publish.
• 3rd Position in Painting Competition, Science Day, Institute of Space Technology 2009

SKILLS:
• Skilled User of those Software as used During Engineering Final Year Project (Pro-Engineer, ANSYS, AutoCAD, Gambit/Fluent, MS Office).
• Able to communicate in a variety of ways, both verbally and orally – demonstrated in various presentations.
• Skilled in generating creative ideas, and implementing them to meet strategic goals – as demonstrated during my time working as Lead Maintenance Controller for New Department of Serene Engineering.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Utilization of Fly Ashes.
• ERP Life Cycle on steel industry (with special reference to Aisha steel mills Limited)
• An analysis and evaluation of the transportation techniques and material handling procedures adopted in Pak Suzuki Motor Company Ltd.
• Experiential Learning activity based on All four Basic Principal of Management (Planning, Organizing, Leading, Controlling)

WORK EXPERIENCE:
• SEAMS, MCC, Maintenance Controller from Jun/2012 till Dec 2016.
• SERENE ENGINEERING, MCC, Lead Maintenance Controller From JAN 2017 till Date

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Sports, reading books
MAHESH KUMAR CHUGH
std_18480@iobm.edu.pk
Date of Birth: 25/03/1989

EDUCATION:
Institute of Business Management (IOBM), Karachi
• Master of Business Administration (MBA), Major in Logistics & Supply Chain Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.25

ELECTIVES:
• Supply Chain Management
• Transportation Techniques & Management
  • Procurement & Inventory Management
  • Risk Management in Supply Networks

Sir Syed University of Engineering & Technology, Karachi
• Bachelor of Science in Electronic Engineering, 2011
  • Cumulative GPA: 3.40

D.J. Sindh Government Science College, Karachi
• Higher Secondary Certificate, 2007
  • A Grade, (71.81 %)

BVS Parsi High School, Karachi
• Secondary School Certificate, 2005
  • A-1 Grade, (82.35%)

SKILLS:
• Operations & Project Management
• Reporting & Presentation

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: “Analyzing Price trends of Ferro Alloys & determining safety stock in steel industry of Pakistan”
• Capstone 2: “Green Initiative of IoBM – Solar System Installation”

WORK EXPERIENCE:
• PTCL, Technical, Manager Operations Management Technical South from 08/2016 till date
• PTCL, Business Operations, Assistant Manager MM&BB from 12/2013 to 07/2016
• PTCL, Business & Technical, Internee from 10/2012 to 11/2013
• Recorder Television Network – AAJ New, Satellite Communication Engineer from 04/2012 to 12/2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Successfully completed training on “The Seven Habits of Highly Effective People”
• Attended “The Service Leadership Workshop” delivered by Ron Kaufman
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply chain Management, Graduation: Fall, 2017
• Cumulative GPA: 3.38

ELECTIVES:
• Strategic Supply Chain Management  • Procurement and Inventory Control

University of Karachi
• Bachelor of Pharm-D, 2014
• Cumulative GPA: 3.009

Aga khan higher secondary school, Karachi
• Higher Secondary Certificate, 2009
• A Grade, (70.64%)

Sultan Mohammad shah aga khan school, Karachi
• A-1, (87.29%)

HONOURS / ACHIEVEMENTS:
• Received “Best supportive function award-MMD” from pharmacy services Aga khan university in the year 2016 & 2017.
• Received “Outstanding performance award” by Glaxo smith Kline in the year 2015 and 2016.
• Received “Best performance award” by rover scouts in the year 2013.

SKILLS:
• Graphics tools: Adobe tools, Photoshop, Light room, Flash, video & music editing, documents editing.
• Project Management tools: Microsoft Office, MS Project, outlook, Visio.
• Agility tools: Assembla, Taiga, Dash board Reporting.
• Command over ERP (Enterprise Resource Planning), SAP (Systems Applications Products), BPCS (Business Planning Control System), CMMS (Computerized maintenance management system) & ORACLE (PeopleSoft).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Flagrant practices in pharmaceutical industry, published in “SSRN PAPERS” on 28-05-17. (Capstone 2)
• Factors Affecting RFID adoption in the Hospitality Industry, published in “International RFID Journal” on 11-04-2017. (Capstone 1)
• Worked on research project “Role of Is flavones on breast cancer & ovarian cancer” in HEJ (2008).

INTERNSHIP/WORK EXPERIENCE:
Aga Khan University Hospital, Senior Procurement specialist (Pharmaceutical Purchase)- August 2016 -Till Date
• Contract & vendor management, vendor appraisal, open market switches, assuring availability of medicines & EPI vaccines dealing, planning, forecasting, Data Analysis.
Glaxo Smith Kline Pakistan Assistant Manager Production- Jan 2015- August 2016
• Responsible for drug dispensing, quality check, manufacturing & packaging. SOP designing & modification & inter departmental audits.
Maple Pharmaceuticals (Pvt) Ltd, Management Trainee (Dec 2014- Jan 2015),
• New Product development & marketing.
Abbott Laboratories, Internee- July 2014- August 2014
• Worked as trainee in Production Department, Quality assurance, quality control department & ware house.
Platinum Pharmaceuticals, Internee- June 2012- July 2012
• Worked as trainee in Production Department, Quality assurance, quality control department & ware house.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Photography, Scouting, Health educator in Aga khan health board, Voluntarily Teaching, Reading supply chain journals
MUHAMMAD MUSTAJAB IBRAHIM

mustajabibrahim@hotmail.com
Date of Birth: 20/04/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Fall, 2017
  - Cumulative GPA: 3.16

ELECTIVES:
- Storage & Warehouse Techniques
- Strategic Supply Chain Management
- Procurement & Inventory Management
- ERP Systems Design & Implement

Iqra University, Karachi
- Bachelor of Business Administration, Honors, 2013
- Cumulative GPA: 3.23

Government Islamia Science College, Karachi
- Higher Secondary Certificate, 2009
- C Grade, (53.73%)

Nasra School (D.C.H.S Campus), Karachi
- A Grade, (72%)

SKILLS:
- Analyze and predict market situations through quantitative and qualitative data.
- Good decision making skills.
- Ability to prioritize and handle multiple tasks in a high-pressure environment.
- Goal oriented, self-motivated and committed to the successful outcome of the project

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Capstone 1: Prepared a report and form of supplier appraisal by using AHP model for Gul Ahmed Textile
- Technology and Innovation: Prepared a entrepreneurial project on E-trans (Online Commercial Vehicle Ordering System)
- Marketing Management: Prepared a report on ‘Blue Ocean Marketing Strategies using Internet of Things (IOT) for Hamdard’

INTERNSHIP/WORK EXPERIENCE:
- Hilal Foods PVT Ltd, Warehouse, Senior Warehouse Officer from Oct’16 to In progress
- Zultec PVT Ltd, Warehouse, Warehouse Executive from April’16 to Oct’16
- SBT Japan Pakistan, International Business Development Executive from Jan’14 to Feb’16

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Participated in the training session and event conducted by Duke of Edinburgh’s in 2005 & 2006. Won Silver and Bronze medal.
- Participated in the activity of charity collection for the Flood Victims in 2010 conducted by Visionaries.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Fall, 2017
• Cumulative GPA: 3.31

ELECTIVES:
- Storage and Warehouse Techniques
- Risk Management in Supply Networks
- Supply Chain Management
- Procurement and Inventory Management

NED-UET Engineering & Technology Karachi
• Bachelor of Electronics Engineering, 2012
• A 1 Grade, (81.02%)

Govt. Dehli College
• Higher Secondary Certificate, 2008
• A-1 Grade, (81.27%)

Al-Saqib Public School
• Secondary School Certificate, 2006
• A-1 Grade, (84.82%)

HONOURS / ACHIEVEMENTS:
• Served as a Vice Chairperson of IEEE NEDUET student Branch 2012.
• Received Hakim Mohammad Said Scholarship throughout Under-graduation

SKILLS:
• Warehouse stock keeping and Jobs assigning through SAP since NRL documentation solely rely on SAP.
• Leadership Skills fostered by leading many Instrumentation Projects.
• Ability to adhere with decision that has been taken as a team or individual and make it reachable to desire results.
• Time Management learnt from scheduling both official and educational tasks during post-graduation (MBA).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone-I Pre-Feasibility Report on Production house
• Capstone-II Implementation of ISO 50001 on IoBM Solar Panel System
• Issues regarding Human Resource Management in National Refinery Limited
• Strategic Financial Analysis design on National Refinery Limited Boiler Project
• Learnt methods in business research
• Developed understanding on Consumer Behavior

INTERNSHIP/WORK EXPERIENCE:
National Refinery Limited, Project & Maintenance Department from 04/2013 to Present (3/2018)
• Manage maintenance, procurement and contractual jobs at NRL

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Playing chess, Piano and Computer games
• Browsing instruments and Electronics Gadget related blogs
DANISH NAEEM
std_17497@iobm.edu.pk
Date of Birth: 17/04/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Fall, 2017
  - Cumulative GPA: 3.08

ELECTIVES:
- Strategic Supply Chain Management
- Transportation Techniques and Management
- ERP System Design & Implementation
- Procurement & Inventory Management

University of Karachi
- Bachelors of Commerce, 2014
- Second Division, (59.36 %)

Govt: Deg. Sc/Commerce College, Karachi
- Higher Secondary Certificate, 2011
- C Grade, (59.27 %)

Civic School, Karachi
- Secondary School Certificate, 2009
- B Grade, (69 %)

HONOURS / ACHIEVEMENTS:
- Awarded Sindh Endowment Fund Scholarship at IoBM from 08/23/2014 to 12/13/2016

SKILLS:
- MS Office
- Adobe Photoshop
- Basic Knowledge of SAP
- Knowledge of Bitrix

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- The Role of OSHA in Supply Chain Management (Oil Industry).
- Assessment of GSCM practices & effects on export in leather industry.
- Transportation Techniques & Warehousing of Maskatiya Industries (Olivia Cosmetics)
- ERP – SAP at Midas Safety

INTERNSHIP/WORK EXPERIENCE:
ER Solutions (Software House), Purchasing Department, Purchasing Coordinator from 08/2014 to 10/2016.
- Contact with different vendors and take information regarding prices, availability and quality standards, and Maintain stock level of supplies. Ensure all goods are maintained and updated.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain Management, Graduation: Fall, 2017
• Cumulative GPA: 3.16

ELECTIVES:
• Supply Chain Management
• Strategic Supply Chain Management
• Procurement and Inventory Management
• Storage and Warehouse Techniques

University of Karachi, Karachi
• Bachelor of studies in Business Administration, 2012
• Cumulative GPA: 2.91

Govt. Islamia Science College, Karachi
• Higher Secondary certificate, 2007
• C Grade, (56.18%)

New Montina English School, Karachi
• Secondary School Certificate, 2005
• B Grade, (67.05%)

HONOURS / ACHIEVEMENTS:
• Leadership Training from Institute of Leadership from 01/04/2015 to 12/04/2015
• Diploma in English Language from Pakistan American Cultural Center

SKILLS:
• Time Management
• Excellent communication and team skills
• Proficient in MS Office
• Familiarity with SPSS
• Good Interpersonal & Analytical Skills
• Quick Learner

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Supply Chain Management: The Impact of Transportation in Supply Chain Management.
• Strategic Supply Chain Management: Strategic Supply Chain of Coca Cola.
• Procurement and Inventory Management: Sales Forecasting Challenges in an uncertain market.
• Storage and Warehouse Techniques: Warehousing of Coca Cola Distribution centers.

INTERNSHIP/WORK EXPERIENCE:
Muller & Phipps Pakistan, Sales & Operations Coordinator from April 2017 – Current
• Responsible for maintaining a strong co-ordination between M&P logistic centers, HO and distribution operations.

• Responsible for improving team and floor management, quality management, monitoring and controlling to loan account, deposit account and contract documents.

• Responsible for supply chain management, pay orders, monitoring & controlling of inventory management.

Industrial Development Bank of Pakistan, Internee – Finance and control division from Jul 2010 – Sep 2010
• Successfully completed internship in Finance and Control division and learned about the deposit banking operations

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participating in Social activities
• Reading books, Research papers, and Articles
• Playing Games
• Social Networking
MUHAMMAD YASIR BOKHARI

myasir@parco.com.pk
Date of Birth: 27/12/1985

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in logistics and Supply Chain Management, Graduation: Fall 2017
• Cumulative GPA: 3.58

ELECTIVES:
• Strategic Supply Chain Management
• Supply Chain Management
• ERP Systems Design & Implementation
• Procurement & Inventory Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering, 2007
• First Division, (70.73%)

DHA Degree College for Men, Karachi
• Higher Secondary Certificate, 2003
• A-1 Grade, (81.90%)

BISE, DG KHAN
• Secondary School Certificate, 2001
• A-1 Grade, (83.64%)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone I: A Green Initiative taken by IoBM through Solar Energy Usage (Project)
• Capstone II: The Role of OSHA in Supply Chain (Project)
• Supply Chain Management: Information Flow Management of Vendor (Research work)
• Strategy Management: GSK Strategy: Based on Good and Bad Strategy (Report)
• Strategic Supply Chain Management: Implementation of Just-in-Time Inventory Management

INTERNSHIP/WORK EXPERIENCE:
• Pak-Arab Refinery Limited (PARCO)
• Materials Department
• Project Procurement Lead (2008 to date)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Mentor at TCF Alumni Development Program (IoBM Chapter)
• Gym, Reading Books, Watching Movies
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Management, Graduation: Fall, 2017
• Cumulative GPA: 3.44

ELECTIVES:
• Project Management Framework
• Total Quality Management
• Environmental Issues & Management
• Organization Change & Development

Sir Syed University of Engineering & Technology
• Bachelor of Science in Civil Engineering, 2007–2010
• Cumulative GPA: 3.16

Govt. Dehli College, Karachi
• Higher Secondary Certificate (Pre-Engineering), 2005–2006
• B Grade, (61.54%)

Gulshan-e-Iqbal Secondary School, Karachi
• A-1 Grade, (80.11%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at SSUET from 06/11/2008 to 12/12/2010

SKILLS:
• MS Office, Primavera, MS Project with Excellent knowledge in field of civil
• Engineering & Business Analytics (IBM Watson, Google Data Studio, MS Excel Dashboards Power Pivots)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone II: Learning and Development Dashboard for TPL Holdings Pvt Ltd (2017)
• Final Year Project: Construction & Project Management of Regent Plaza Flyover Intersection Main Sharah-e-Faisal Karachi (2010)

INTERNSHIP/WORK EXPERIENCE:
Technocon Associates Karachi PK, Project Management Consultant, Self Employed/CEO from 11/2015 to Till Date
• Planning & Monitoring Consultant for Green Line BRTS Khi, DHA City, Primavera P6 Corporate trainer
• Review schedules & progress in P6 as consultant for FML WC Halal Slaughter House & Meat Complex
PIMSAT, Indus University Karachi PK, Civil Dept/Mgmt. Dept, Visiting Faculty from 05/2014 to 10/2014
• Irrigation Engineering, Transportation Engineering, Construction & Project Management, Architecture & Town Planning
Arabian BEMCO Contracting CO.LTD Riyadh, KSA, Planning Dept, Planning Engineer from 12/2012 to 05/2014
• Preparing schedule & progress monitoring in P6 with reports for Power Plant 10 Riyadh project
Al Bawadi Building Contracting L.L.C Ajman, UAE, Execution Dept, Project Engineer from 02/2012 to 11/2012
• Part of design, construction and engineering team for Sheikh Zayed Housing Program Ajman
LGC Global|Lakeshore Engineering Services Karachi PK, Execution Dept, Site Engineer from 01/2011 to 12/2011
• Part of design, construction and engineering team for USAID Funded Defense project

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Passion of Teaching
• Career Counseling
• Table Tennis, Cricket, Chess, Gym
• Internet surfing etc.
FARHAN ALI QURESHI
farhan.a.qureshi@outlook.com
Date of Birth: 18/11/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Management, Graduation: Fall, 2017
  • Cumulative GPA: 3.22
ELECTIVES:
• Project Management
• Corporate Governance
• Environmental Issues & Management
• Organization Change & Development
National University of Computer & Emerging Sciences (FAST-NUCES), Karachi
• Bachelor of Science, Computer Science, 2013
  • Cumulative GPA: 2.26
Meritorious Science College, Karachi
• Higher Secondary Certificate, 2009
  • B Grade, (63.36%)
Karachi Public School, Karachi
• Secondary School Certificate, 2007
  • A Grade, (75.29%)

HONOURS / ACHIEVEMENTS:
• Research paper successfully published in International Journal of Scientific & Engineering Research (USER)

SKILLS:
• Good documentation and presentation skills. An active team player having capabilities to lead

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Corporate Governance: Conducted detailed study of corporate governance practices carried out in companies in Pakistan and abroad
• Entrepreneurship & Small Business Mgmt.: Establish a small online matrimonial service provider company with the name ‘EZShadi’
• Capstone Project: Conducted a qualitative research on ‘reduction of lead time by engineered-to-order products’ for IR Group

WORK EXPERIENCE:
Assistant Manager, Internal Audit (IT), K-Electric Ltd., June/2015 to Present
• Preparing audit program, conducting audit exercises including business process review, identifying controls and providing reasonable assurance on the effectiveness of identified controls.
• Conducting IT general controls review of core business applications implemented on various clients.

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Travelling to different adventurous spots
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Management, Graduation: Fall, 2017
• Cumulative GPA: 3.39

ELECTIVES:
• Project Management
• Corporate Governance
• Strategic Management
• Environmental Issues & Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering, 2012
• Cumulative GPA: 3.8

Government Degree Science College – Malir Cantt, Karachi
• Higher Secondary Certificate, 2008
• A Grade, (78 %)

Nasra Trust School – DHS Korangi, Karachi
• Secondary School Certificate, 2006
• A+ Grade, (82 %)

HONOURS / ACHIEVEMENTS:
• Awarded Student Assistance Merit Scholarship at IoBM from 01/01/2017 to 30/04/2017
• Awarded Sindh Welfare Board Merit Scholarship at NED from 01/01/2010 to 31/12/2012
• Awarded Sindh Welfare Board Merit Scholarship in Higher Secondary Education from 2006 to 2008
• Hafiz-e-Quran

SKILLS:
• Leadership Skills fostered by leading many Refinery Projects.
• Presentation and Writing Skills frequently used during correspondences, reports and meetings.
• Ability to listen and consequently suggest as per understanding and skills.
• Ability to adhere with decision that has been taken as a team or individual and make it reachable to desire results.
• Time Management learnt from scheduling both office and educational tasks during post-graduation (MBA).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone-I Project: Pre-Feasibility Report on Media Production house
• Capstone-II Project: Supply Chain Network of Pipelines; Issues & Best Practices
• Report: Corporate Governance & Its Implementation on National Refinery Limited
• Report: Strategic Financial Analysis Design on National Refinery Limited Boiler Project
• Report: Strategic Management of Pfizer Group Activities
• Report: IoBM Waste Water Management System and Applications of Grey Water

INTERNSHIP/WORK EXPERIENCE:
National Refinery Limited, Projects & Operations, Engineer (Acting Senior Engineer) from April-2013 till date.
• Manage routine operational activities, inventory management and leading multiple projects.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Pakistan Engineering Council since 2015.
• Playing Badminton, chess and table tennis.
IBAAD AHMED KHAN
ibaad.com@gmail.com
Date of Birth: 04/05/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.04

ELECTIVES:
• International Marketing
• Industrial Marketing

Sir Syed University of Engineering & Tech., Karachi.
• Bachelors of Science in Engineering, 2013
• Cumulative GPA: 2.54

Govt. College for Men Nazimabad, Karachi
• Higher Secondary Certificate, 2008
• B Grade, (59.91%)

St. Jude’s High School, Karachi
• Secondary School Certificate, 2006
• A1 Grade, (78.94%)

SKILLS:
• Complete command over Microsoft office
• Creative approach and hands on expertise in Adobe Photoshop, Illustrator
• Sound grip over Adobe Premier Pro

PROJECTS:
• Marketing: Worked on the Launch strategy of a new Atta Brand from “Unity Group”
• Marketing: Worked on the Customer Satisfaction project with “Leopard Courier”
• Advertising: Complete relaunch of Culligan (mineral water) with TVC.
• International Marketing: Presented a launch strategy of a German Brand Karl Storz in Pakistan
• Tech., & Innov.: Introduced a prototype of a social app “Jugno” which was also selected at PASHA

INTERNSHIP/WORK EXPERIENCE:
S.I.U.T, Bio Medical, Intern from 06/2011 to 07/2011
• Work on rotation in all departments under Bio. Medical Supervision

• Worked on the Oscar award winning documentary movie “The Girl In the River”

HOBBIES:
• Book Reading
• Cricket
• Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.33

ELECTIVES:
• Brand Management
• Advertising
• Marketing Analytics
• Distribution & Channel Management

Bahria University, Karachi
• Bachelor of Business Administration, 2015
  • Cumulative GPA: 2.91

Superior College of Science, Hyderabad
• Higher Secondary Certificate, 2010
  • A Grade, (74%)

St. Bonaventure High School, Hyderabad
• Secondary School Certificate, 2008
  • A1 Grade, (80.35%)

HONOURS / ACHIEVEMENTS:
• Awarded FA Scholarship at IoBM in 2nd 3rd & 6th Semester.
• Awarded FA Scholarship at Bahria University in All Semesters.
• 1st Position in Inter College Table Tennis held in Hyderabad – 2010.

SKILLS:
• Skilled at MS Office, with experience of Handling Data Distribution Management.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Elective/Brand Management: Develop an Ad for “IGLOO” for Brand Recall.
• Elective/Marketing Analytics: Prepared a case study on “IGLOO” by identifying industry metrics.
• Elective/Advertising: Develop Creative Brief & AD on “A. Moosajee & Sons”.
• Project/Capstone 1: Work flow Process Analysis of GFK Etilize.
• Project/Capstone 2: Feasibility Analysis of March Design in Karachi.

INTERNSHIP/WORK EXPERIENCE:
ICI Pakistan, Finance, Intern from 01/2017 to 05/2017
• Responsible for doing costing for the New Shipment Process.
GSK Pakistan, Marketing, Project Trainee from 08/2015 to 10/2015
• Data Distribution Management along with Solving distributors queries & problems.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Cricket, Table Tennis, Football.
• Movies/Games/Debates/Elocutions.
AHSAN NAEEM

ahsanaeem667@hotmail.com;
Date of Birth: 08/12/1985

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 3.17

ELECTIVES:
• Integrated Marketing Communications
• Direct & Digital Marketing
• Brand Management
• International Marketing
• Social Marketing
• New Product Development

Greenwich University, Karachi
• Bachelor of Business Administration, Majors in Finance 2012
• Cumulative GPA: 2.90

Private, Karachi
• A – Levels, 2006
• 4 GCE Subject Passes (1 D, 2 E’s)

Habib Public School Karachi
• O - Levels, 2005
• 8 GCE Subject Passes (1 A, 4 B’s, 2 C’s & 2D)

SKILLS:
• Excellent Interpersonal and problem Solving skills
• Fluent in English & Urdu
• Proficient in MS Word MS Office MS Excel & MS Power point
• Flexible and quick in adopting to new condition
• Blogger/content writer

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Integrated Marketing Communications: Prepared and IMC Plan for Medicam Dental Toothpaste
• Social Marketing: Prepared a Campaign on Thalassemia Awareness
• Direct & Digital Marketing: Comprehensive project on activation of chocomellow biscuits on direct & Digital platform
• Brand Management: Brand extension plan for Ol’Frute
• International Marketing: Prepared a case study on the Downfall of Medora of London
• Advertising: Project on Advertising campaign for Tetley Tea

INTERNSHIP/WORK EXPERIENCE:
ICI Pakistan, 5 West Wharf, Internee in Life Sciences Khi, October 2016-November 2016:
• Research on Woundcare stats in Pakistan, research on SmithnNephew products abroad, IMS research on Oncology products from the Black Book
Nigehban Pharma, Accounting Executive June 2013-August 2015:
• Compiled and tabulated sales data using Excel to compute sales and profitability, costing, equivalent units of Work-in-Progress, sales forecasting
Taurus Securities, Internee in Research, Dec2011-Feb 2012,
• Assisted in compiling earnings history for multiple KSE listed companies involved in organization of records for the purpose of streamlining research activity. Responsible for updating the figures for calculation of Ex-price of various firms as per client requests.
Bank Al-Falah, Schon Circle, Khi, Jan-Feb 2008,
• Internee in Operations - Assisted vault supervisor and helped in completion of customer documentation. Assisted customers in performing routine transactions.
Habib Bank, I.I. Chundrigar, Khi August 2007,
• Internee in Risk Management Dept - Worked in coordination with credit assessment officers to analyze organizational key statistics and determination of credit extension.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated to Zenith – Leadership and development program in 2015 & 2016
• Reading articles related to business
• Attended elocution debate Competitions, plays, speech competition
MUHAMMAD AHSAN UDDIN

ahsanuddin100@gmail.com / std_17252@iobm.edu.pk
Date of Birth: 09/08/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 3.16

ELECTIVES:
• Advertising
• Industrial Marketing

University of Karachi
• Bachelor of Commerce, 2011
• Cumulative GPA: 2nd Division

Jinnah Government College, Karachi
• Higher Secondary Certificate, 2008
• C Grade, (55%)

National High School, Karachi
• Secondary School Certificate, 2006
• B Grade, (61%)

SKILLS:
• Analytical Skills, Problem Solving Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: CPEC; identifying and giving feasibility of a new industry that can have a boost through CPEC
• Capstone 2: A Holistic Marketing Plan for Intermarket Securities inclusive of research work
• Principles of Management: Analyzing Management processes of an organization
• Human Resource Management: A Detail Report on HR practices of an organization
• Advertising: Report and Presentation on AUDI, how it should be done in Pakistan
• Technology: Created Edible Spoons and provided a detail report of its marketing and finance

INTERNSHIP/WORK EXPERIENCE:
• ADAMJEE LIFE ASSURANCE CO. LTD. (Claims Department) Since September 11, 2017 o Assisting line manager in scrutinize the case as per company’s policy
• AL MEEZAN INVESTMENTS (Customer Services Officer) Mar 24, 2015 – Sep 07, 2017 o Queries and Complaint resolution
• HABIB METRO BANK (Cash Management Officer) Feb 04, 2013 – March 20, 2015 o Reporting of daily instruments to corporate clients

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading, Gaming, Music, Aviation, Sports, Swimming
SHAHAN AIJAZ

shahanaijaz@hotmail.com

Date of Birth: 01/27/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.13

  ELECTIVES:
  • Retail Management
  • Marketing Analytics
  • Direct & Digital Marketing
  • Personal Selling

Institute of Business Management (IoBM), Karachi
• Bachelor in Business Administration (Hons.), Major in Marketing/Supply Chain, Graduation: Fall, 2016
  • Cumulative GPA: 2.62

DHA College for Men, with Karachi
• Higher Secondary Certificate, 2009
  • B Grade, (61%)

The Hampton School with Karachi
• Secondary School Certificate- Agha Khan Board, 2007
  • C Grade, (58%)

HONOURS / ACHIEVEMENTS:
• Awarded as the Sales Cheetah at Interactive Cells (previous company).
• Able to get 5 times more than the target assigned to me at ICL.
• Awarded as the first ever intern in Sindh Bank Limited.
• Awarded for giving the best recommendation for "Indulge Café" amongst others at IoBM.
• Participated in the Karachi Gymkhana Swimming Competition and Beach View Club Badminton Competition.

SKILLS:
• Selling Skills
• Leadership skills
• Interpersonal skills
• Team Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Research Project-2- Multinet-Sync and Secure, launch marketing plan and strategy
• Capstone Research Project-1- Vocational training Center Marketing Strategies and Competitive Analysis

INTERNSHIP/WORK EXPERIENCE:
Interactive Cells (ICL), Marine group of companies, Marketing Department, Business Development Executive from 10/01/2014 to 12/1/2015
• Generating Sales for company’s main products; developing websites/mobile apps and social media.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Arranging guest speaker session and talks at IoBM through personal contacts
• Staying updated with Sports, Current affairs and Apple products
AMIN AKHTER MOMBANI

std_17242@iobm.edu.pk
Date of Birth: 12/12/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017.
- Cumulative GPA: 3.40

ELECTIVES:
- Advertising
- Industrial Marketing
- International Marketing
- Distribution & Channel Management

University of Karachi, Karachi.
- Bachelor of Commerce, 2011
- First Division, 61.54%

Govt. College of Commerce & Economics (Evening), Karachi.
- Higher Secondary Certificate, 2009
- B Grade, (59.91%)

New Day Secondary School, Karachi.
- B Grade, (63.64%)

HONOURS / ACHIEVEMENTS:
- Got permanent in organization within 6 months where everyone has to serve for at least 1 year.

SKILLS:
- Sense of urgency, paying close attention to details.
- Sales Professional.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- CAPSTONE 1: Project CPEC. Identified Marble Industry for benefit of Pakistan.
- CAPSTONE 2: Project Intermarket Securities. Worked with Stock Brokers to identify opportunities and presented Marketing Plan to director marketing of I.M Securities.
- Elective 4th: Distribution & Channel Management: Worked on how Rose Petal work on their distribution network.

WORK EXPERIENCE:
Bulleh Shah Packaging Pvt Ltd, CP-Sales Karachi, Asst. Manager Sales from Jan/2018 to Date,
- Looking after B2B Industrial Sales for Accounts like Dawlance, Shell Etc.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Working For Humanity
- Food Making
- Outing
TEHREEM AZHAR
std_17667@iobm.edu.pk
Date of Birth: 05/12/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.44

  ELECTIVES:
  • Brand Management
  • New Product Development
  • Marketing Analytics
  • Advertising

Karachi University
• Bachelor in Arts, 2012-2014
  • 1st Division, (79.68%)

Defence Authority Public School
• A-level, 2008-2011
  • 1B,1C,1E

Convent of Jesus and Mary, Karachi
• O-levels, 2005-2007
  • 1A,6B,1D

SKILLS
• Good Analytical Skills
• Proficient with Microsoft office
• Interpersonal Skills
• SAP basic
• Ability to work equally well in teams as individually

MAJOR TERMS PROJECT:
• Brand Management: Term project on brand audit of Dawlance with respective recommendations to increase their brand equity.
• Marketing Analytics: Case study on Dawlance along with marketing matrices to address their brand recall and sales issue.
• Advertising: Created an advertisement on Dawlance Automatic Washing Machine along with its creative brief and story board.
• New Product Development: Term project on innovating a new application “Grocery Locator” for providing discount information on Grocery items
• Capstone Project: Youth Segment Behavioral Study on Zong

EXTRA CURICULAR ACTIVITIES:
• Reading Novels
• Painting
• Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation; Fall, 2017
  - Cumulative GPA: 3.23

ELECTIVES:
- New Product Development
- Digital Marketing
- Marketing of Financial Services
- Brand Management

NED University of Engineering & Technology, Karachi
- Bachelor of Computer Science, 2011
  - First Division, 68.97 %

DJ Science College, Karachi
  - A Grade, (70%)

D.H.A S.K.B.Z College, Karachi
- Secondary School Certificate, 2005
  - A-1 Grade, (83.17%)

HONOURS / ACHIEVEMENTS:
- Event Manager in I.T Exhibition & Competition 2011 held in NED University of Engineering and Technology.

SKILLS:
- Database: Microsoft SQL Server, Sql Anywhere, MySQL
- Designing: Html, CSS, Adobe Photoshop
- Project Management: MS Visio, TFS, JIRA

MAJOR PROJECTS:
- Flour Mills of Nigeria PLC: FMN is the largest Foods business in West Africa and its Golden implementation lead for Sales & Distribution System.
- Unilever Global: Sales & Distribution System Support & Implementation for Unilever Global Project around 15 countries.
- GSK Pakistan: Sales & Distribution System Integration & Implementation for GSK Pakistan.
- Ismail Industries Limited: Account Manager for Ismail Industries Limited and was responsible for the project support throughout Pakistan.

WORK EXPERIENCE:
Centegy Technologies, Client Support, Assistant Manager June 2015 to Date
- Project Management Team of “Retail Solutions ” providing solutions to cater Secondary Sales for different Pharmaceuticals, Beverages & other well-known FMCG MNCs locally (within Pakistan) & around the globe (Middle East, Central Africa Region etc.)

EXTRACURRICULAR ACTIVITIES:
- Member of Centegy Football and Cricket Team.
AROOB FARUQUI
aroobfaruqui@gmail.com
Date of Birth: 06-10-1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.41

  ELECTIVES:
  • Brand Management
  • Social Marketing
  • Marketing Analytics
  • International Marketing

University of Karachi, Karachi
• Bachelors of Science in Economics, 2015
  • Cumulative GPA: 3.25

PECHS Govt. College for Women, Karachi
• Higher Secondary Certificate, 2010
  • A Grade, (72.82%)

Usman Public School, Karachi
• Secondary School Certificate, 2008
  • A1 Grade, (81.64%)

SKILLS:
• Good knowledge of MS Word, MS Excel, MS Outlook & MS PowerPoint
• Self-motivated and adaptable individual
• Relationship builder with excellent interpersonal skills
• Exceptional listener and communicator who effectively conveys information verbally and in writing
• A hard worker, committed to achieve excellence
• Assertiveness and good learning curve
• Attention to details

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Presented a brand plan for Subway and shot a public service message ad
• Marketing Analytics: Analyzed the distribution network of IGLOO ice-cream
• Social Marketing: Studied process & working philosophy of NOWPDP (NGO)
• International Marketing: Presented on global operations of SC Johnsons
• Capstone Project I: Did a market research project on paint industry of Karachi for GfK Etilize Pakistan
• Capstone Project II: Identified perception of Energy Solutions. Recommended b2b marketing techniques.

INTERNSHIP/WORK EXPERIENCE:
Gudia Pvt Ltd, Customer Support Department, Sr. Customer Support Executive, March 2015-till date
• Communication with national and multinational companies to facilitate trade and build relationships.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Socialising, puzzles and brain training games, social work/volunteering
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 3.02

ELECTIVES:
• Marketing Research
• Brand Management
• Marketing Analytics
• Distribution & Channel Management

Indus University, Khi
• Bachelor of Business Administration, 2013
• Cumulative GPA: 2.83

Liaquat College of Management & Sciences, Khi
• Higher Secondary Certificate, 2008
• C Grade, (53%)  

Al-Murtaza School, Khi
• Secondary School Certificate, 2006
• A Grade, (70.94%)

SKILLS:
• Communication, ability to Work under Pressure, Decision Making, Time Management, Self-motivation

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Technology, Innovation & Strategy: Lucident: Identifying & managing aptitude of students via app
• Capstone: A research work to design Brand Launch Strategy for Edible oil (Unity Group)

WORK EXPERIENCE:
Foresight Research Pvt. Ltd, Client Servicing Department, Senior Research Analyst from 09/2016 till date
• Hold the back of brands in understanding their changing consumer needs and their buying behavior
Maymar Traders (Motorbike Dealership), Sales Executive from 01/2014 till 08/2016
• Responsible for sales & managerial roles
The Entertainment Engineers (Marketing & Event Management), Executive Assistant from 04/2010 till 12/2012
• Responsible for high quality administration & clerical assistance for event executions

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Music – Play Guitar & work on Audio recording & editing software (Vegas, Cubase SFX)
• Sports – Football & Swimming
• Travel
ZOHAIB JAMAL
zohaibjamal23@gmail.com
Date of Birth: 23/Oct/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: Fall 2017
  • Cumulative GPA: 3.09

  ELECTIVES:
  • International Marketing
  • Brand Management
  • Media Planning
  • Advertising

Indus University, with Karachi
• Bachelor of Business Administration, 2013
  • Cumulative GPA: 2.9

Government Degree Boys College, Karachi
• Higher Secondary Certificate / 2008
  • C Grade, (53%)

DA SKBZ College, Karachi
• Secondary School Certificate 2006
  • B Grade, (67.76%)

SKILLS:
• Having extensive experience in creating and maintaining relationship with clients for the betterment for the win-win situation.
• Planning and managing resources for the organization goals achievement.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1: Identifying Consumer’s Perception towards Zong – For Zong
• Capstone Project 2: Consumer preferences towards fast food BRANDS & Deals Offered – For Pizza Hut

INTERNSHIP/WORK EXPERIENCE:
PROFESSIONALS – Overseas and Migration Consultants, Trainee from Aug/2008 to Jun/2009
• Description of internship/experience in a single line

PROFESSIONALS – Overseas and Migration Consultants, Consultant from Jun 2009 to Apr/2015
• Advisory Services to Clients and their application Execution.

Megatech Trackers (Pvt.) Ltd, Customer Care Dep., Manager Customer Care from Apr/2015 to Feb/2018
• Understanding the Customer needs, forecasting upcoming their demands and developing organization to enhance customer experience.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.62

ELECTIVES:
• Media Planning
• Marketing Analytics
• Distribution & Channel Management
• Personal Selling

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2016
  • Cumulative GPA: 3.13

D.A Degree College, Karachi
• Higher Secondary Certificate, 2012
  • B Grade, (66%)

D.A SKBZ School, Karachi
• Secondary School Certificate, 2010
  • A Grade, (77.8%)

HONOURS / ACHIEVEMENTS:
• Scholarship exchange program to Morocco
• Merit Scholarship in MBA - IoBM
• Launched Kenwood Webisode Series (1st time)
• Launched Kenwood refrigerator product line
• Successfully conducted Cbmuni 2014
• Semifinalist of parliamentary style debating at TIP
  • Successfully lead/Executed PAS awards 2017
• Achieved record target of workshops & revenue targets for PAS in 2017
• Harvard conference Casablanca Representative
• Finalist, Unilever Quest Challenge Morocco 2015
• Best delegate award at Kietmum 2015

SKILLS:
• Event Management & Content Marketing
• Brand & Reputation Management
• Digital Marketing
• BTL Activations & Media Planning

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: EFU - Employee Engagement
• Capstone 2: ICCBS - Incubator’s marketing plan

INTERNSHIP / WORK EXPERIENCE:
R&I Electrical Appliances (Kenwood & Homage), Assistant Manager Marketing from 11/2017 to present
• Responsible for ATL, BTL, Digital Media and overall communications of Kenwood and Homage.
Pakistan Advertisers Society, Assistant Manager Marketing from 12/2016 to 11/2017
• Responsible for PR, corporate sales, brand, content, website and event management.
Team A - Ventures, Marketing Executive from 06/2016 to 11/2016
• Responsible for brand activations, vendor management and digital marketing for Debenhams, Next, Timberland, Mother Care and Crocs.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Director Marketing - Literary & Public Speaking Society-IoBM - Parliamentary Style Debates
• Volunteering for welfare projects

Date of Birth: 10/05/1993
hassaanjaved@outlook.com
FARHAN KHAN
farhan847@gmail.com

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 3.04

ELECTIVES:
• Integrated Marketing Communications
• Sales Management

Services Marketing
• Media Planning

Indus Institute of Higher Education, Karachi
• Bachelor of Technology (B.Tech), Mechanical Engineering, 2011
• Cumulative GPA: 3.3

Pakistan Steel Institute of Technology, Karachi
• Diploma of Associate Engineering (D.A.E) Metallurgy, 2009
• First Division

GULISTAN SHAH ABDUL LATIF SECONDARY SCHOOL
• Secondary School Certificate, 2001
• B Grade, (60%)

SKILLS:
• Team Player
• Proficient in MS Excel, Word & PowerPoint
• Analytical skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Service delivery issues of Orient Overseas Container line limited
• Business feasibility report of OMEGA OATS
• Corporate Governance practices of Agriauto Industries Limited
• Media plan of Quetta Alamgir Hotel
• Integrated Marketing report on COMFORT
• Strategic marketing plan of HONDA ATLAS

WORK EXPERIENCE:
• Sales & marketing officer - Orient Overseas Container Line Limited (Sep 2016 – Present)
• CSV Officer - Orient Overseas Container Line Limited (Apr 2016 – Aug 2016)
• CSV Assistant - Orient Overseas Container Line Limited (Feb 2015 – Mar 2016)
• Manager Sales - TUV Austria BIC (Nov 2013 – Nov 2014)
• Manager Sales - Media Monitors (Jan 2012 - Nov 2013)

EXTRA CURRICULAR ACTIVITIES / HOBBIES:
• Photography
• Sketching
• Weight Lifting
EDUCATION:
Institute Of Business Management, Karachi
• Masters of Business Administration, Majors in Marketing, 2018
• Cumulative GPA: 3.22

ELECTIVES:
• Advertising
• Strategic and Marketing Planning
• Direct and Digital Marketing
• Social Marketing
• Brand Management
• Media Planning
• New Product Development
• Marketing Analytics

Institute Of Business Management, Karachi
• Bachelor of Business Administration (BBA), Majors in Marketing, 2016
• Cumulative GPA: 2.96

Defence College for Women PH VIII, Karachi
• Higher Secondary Certificate, 2010
• A Grade, (73.18%)

Defence Authority Model School PH VII, Karachi
• Secondary School Certificate, 2008
• A Grade, (74.35%)

HONOURS / ACHIEVEMENTS:
• Became top 10 winners in ADwar Cornetto 2013
• Awarded CBMUN Participation Certificate from LPSS from 02/07/2014 to 02/09/2014
• Awarded Brand Summit Participation Certificate brought by AIESEC,( 2014)
• Awarded ZENITH Participation Certificate from SHRS from 01/17/2014 to 01/19/2014
• Awarded EMERGE Participation Certificate from TMS from 03/13/2015 to 03/15/2015

SKILLS:
• Proficient use of MS Office
• Good Event Management Experience
• Skillful social media knowledge
• Strong Leadership Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising: Designed a 360 degree advertising campaign
• Direct And Digital Marketing: Launched Burger King brand on Digital Forum
• Brand Management: Studied Tetley Brand, from Consumer Awareness to Brand itself
• New Product Development: Launched a Nescafe Café House in Karachi
• Marketing Management: Launched and marketed Gatorade Energy Drink
• Consumer Behavior: Extensive Report On Communication Strategy of New Launch Website

INTERNSHIP/WORK EXPERIENCE:
ViralEdge Digital, Accounts Manager & Social Media Executive, from 02/06/2017 to 02/10/2018
• Handles several brands, Sindbad Wonderland, Makeup City, Scentstation and Tibet Soaps
IBM, Sales Department, Sales Intern from 06/01/2014 to 07/18/2014
• Made sales calls, interview calls and made sales presentation
Plain Vanilla counselling (PVC) - IBA, Marketing Intern from 08/01/2014 to 09/15/2014
• Launched Digital Campaign of PVC – IBA
Buytime, Marketing Intern, from 09/08/2015 to 10/19/2015
• Was Responsible For Data Entry, Social Media Planning, Brand Activation, Handling Customer Queries
Bates & Interflow, Strategy Department, Strategy Intern from 08/08/2016 to 09/16/2016
• Worked on several brands, Namely, City School, Fresh Up, Gul Ahmed, Haleeb Milk, Lemon Max, Sputnik.
The Code It Company, Marketing Intern, from 12/01/2016 to 12/30/2016
• Made Calls and emails, Data Entry, Social Media Planning and Customer Dealing

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Director at Rotaract Club of Karachi
• Promotions Member at Entertainment Plus Society
• Publications Member at Literacy and Public Speaking Society
ZAKI MASOOD SIDDIQUI
xaki.masood@gmail.com
Date of Birth: 04/11/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.18

ELECTIVES:
• Brand Management
• Advertising
• Marketing Analytics
• Marketing Research

Faculty of Pharmacy, University of Karachi
• Pharm-D, 2013
  • Cumulative GPA: 3.03

Adamjee Govt. Science College, Karachi
• Higher Secondary Certificate, 2008
  • A-1 Grade, (79.64 %)

I.H.A Public School, Karachi
• Secondary School Certificate, 2006
  • A-1 Grade, (87.5 %)

HONOURS / ACHIEVEMENTS:
• Senior Marketing Fellow at Faculty of Pharmacy from 18/06/2010 to 31/03/2012

SKILLS:
• Proficient in Microsoft Office applications

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Development of Brand Plan on Red Bull
• Advertising: Development of Ad on Nescafe using Golden Circle
• Marketing Analytics: Telecom Metrics Analysis on Branchless Banking in Pakistan
• Marketing Research: Qualitative & Quantitative Market Research on Customize Food Service

INTERNSHIP/WORK EXPERIENCE:
GlaxoSmithKline Pakistan, QMS Production, Intern from 01/2013 to 02/2013
• 6 weeks internship at Penicillin manufacturing area at Gsk.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading
• Working Out
MUHAMMAD MATEEN SHEKHANI

mateen_shekhani@hotmail.com
Date of Birth: 07/12/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.35

  ELECTIVES:
  • Marketing Analytics
  • Merchandising and Sales Promotion
  • Marketing Research
  • Marketing Strategies for Emerging Economies

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in Marketing, 2016
  • Cumulative GPA: 2.86

Beaconhouse School System, Karachi
• A – Levels, 2012
  • B: 1, C: 1 & E:1 grade in A - Levels

Beaconhouse School System, Karachi
• O - Levels, 2010
  • As: 3, Bs: 2 & Cs: 4 grades in O - Levels

SKILLS:
• Excellent Team Player in cross function corporate culture.
• Corporate Communications
• Basic Knowledge of MS Word, MS PowerPoint and MS Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone I: Presented a detailed marketing plan for the Jams segment of National Foods
• Capstone II: Presented a detailed marketing plan for Engro’s pest & seed segment
• Business Analytics: How Big Data is being used at Daraz currently and how to improve its services.
• Technology Operations and Innovations: Launching of an application for Eureka Fair 2017.
• Marketing Analytics: Detailed report on Careem analyzing the current market and possible future plans for Careem
• Direct and Digital Marketing: Worked on how IGLOO can create its presence on digital forums

INTERNSHIP/WORK EXPERIENCE:
OBS Pakistan Private Limited, Marketing, Assistant Product Manager from 12/2017 to Date
• Managing Product Portfolio containing Iron Franchise products (Venofer, Maltofer & Ferinject) of a Switzerland Based Multinational Company

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of The Management Society
• Part of IoBM Table Tennis Tea, since September 2012 – December 2017
BAZLA MUKHTAR

bazla.alikhan@iobm.edu.pk/bazlamukhtar@gmail.com

Date of Birth: 24/04/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 3.39

ELECTIVES:
• Distribution and Channel Management
• Brand Management
• Marketing Research
• International Marketing

University of Karachi, Karachi
• BS (M.Sc.) in Zoloogy, 2011
• Cumulative GPA: 2.79

Government Degree Science College Malir Cantt, Karachi
• Higher Secondary Certificate, 2007
• A Grade, (71.9%)

Kulsoom Bai Valika (K.B.V), Civil Aviation (CAA) Model School No. 3, Karachi
• Secondary School Certificate, 2005
• A-1 Grade, (82.70%)

HONOURS / ACHIEVEMENTS:
• Panelist at the 2nd International Conference on Experiential Learning

SKILLS:
• IBM SPSS
• Office Software: MS Word, MS PowerPoint, MS Excel
• Verbal and Written Communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• International Marketing: A detailed Analysis if the CPEC for class project and presentation
• Brand Management: Developed a Brand Plan and an advertisement for Horlicks Revitalization
• Marketing Research: Carried out quantitative research to assess the impulsive buying behavior of consumers in shopping malls and centers.
• Distribution and Channel Management: Made a detailed report on the Distribution and Channel Management of Olper’s Engro Foods.

WORK EXPERIENCE:
Research Assistant, Entrepreneurship Department at Institute of Business Management (IoBM) From Feb 2018 till Present
• Management and follow up of Entrepreneurship departmental activities, producing research and providing assistance to Entrepreneurship department and faculty.
Senior Research Analyst at Logicose Pvt. Limited from June 2015 to Dec 2015
• Provided professional web content for customer throughout the globe.
Research Executive at Research & Development department at Axact Pvt. Limited from Sep 2014 to May 2015
• Provided professional writing services for customer all across the world.
Senior O’Level Biology Teacher and Students Counselor at Beacon Askari O’ Levels School & College from Sep, 2013 to Sep, 2014
• Worked as senior science coordinator and assistant to the headmistress, improvised entire curriculum for Eight Grade and O level Biology & Science and counseled students.
Middle Section Coordinator at The Smart School from Mar, 2013 to Sep, 2011
• Responsible for implementing curriculum to fourth and fifth Grade students.
Higher Secondary School Teacher and Student Advisor at UK Schooling and Coaching System from Dec, 2011 to Nov, 2012
• Planned and implemented lessons in Biology, Social Studies, English and Science.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Cooking, Reading Novels, Freelance Writing, Sketching and Doodling
MUHAMMAD MUNEER ALAM

mmalam57@gmail.com / mmalam57@live.co.uk
Date of Birth: 03/03/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Bi-Majors in Marketing and Supply Chain & Logistics Management, Graduation: Fall, 2017
• Cumulative GPA: 3.38

ELECTIVES (Marketing):
• Sales Management
• Advertising
• Direct and Digital Marketing
• Brand Management

ELECTIVES (Supply Chain & Logistics Management):
• Transportation Technical and Management
• ERP Systems Design and Implementation
• Procurement and Inventory Management
• Strategic Supply Chain Management

Sir Syed University of Engineering & Technology, Karachi-Pakistan
• Bachelor of Science in Electronics Engineering, 2014
• Cumulative GPA: 3.02

Govt. Dehli College, Karachi - Pakistan
• Higher Secondary Certificate, 2009
• B - Grade, (68.64%)

White House Grammar School School, Karachi- Pakistan
• Secondary School Certificate, 2007
• A-1 Grade, (82.70%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at SSUET in 2010-2012 and 2013
• Best Science Project in School and Engineering college

SKILLS:
• Negotiation, Communicator, Strategist, IT Skills: ERP, MS OFFICE, SPSS, MATLAB etc.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing /Methods of Business Research: Why Brands fail? / Quantitative & Qualitative research
• Marketing/Capstone I: Research and Analysis for CMPAK Zong/ Exploratory research (500 respondents)
• Marketing/Capstone II: Feasibility of Stainless Steel Industry in Gwader – for COPHC
• SCM/Strategic SCM: Failure of ERP Systems / Used Delphi Technique to analyze the factors causing failure
• Marketing/Brand Management: Revitalization/Rebranding of ‘Medicam Toothpaste’
• Marketing/Seminar in Business Policy: Revitalizing of manufacturing in United States and its impact on other countries

WORK EXPERIENCE:
HENDERSON INTERNATIONAL GROUP/Executive Manager & International Survey Coordinator from 12/2013 to date – Marine Surveying and Engineering Consultancy, Risk management / Risk Assessment & Loss Adjustment

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Served as Head Coordinator and Chief Organizer of ROBOcom – SSUET Engineering Society
• Reading Interest: Old British Novels, Forbes, HBR, WEF – research articles, Dawn Newspaper etc.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing , Graduation: Fall, 2017
• Cumulative GPA: 3.22

ELECTIVES:
• Brand Management
• International Marketing
• Consumer Behavior
• Social Marketing

Institute of Business Management (IoBM), Karachi
• Bachelors of Science, 2014
• Cumulative GPA: 3.0

Govt. Boys Degree College, Naudero
• Higher Secondary Certificate (Pre-Engineering), 2009
• C Grade, (58.64%)

The School, PECHS
• Secondary School Certificate, 2007
• A Grade, (76.70%)

HONOURS / ACHIEVEMENTS:
• Best Intern Award, 2014, Romania Ministry of Sports and Culture.

SKILLS:
• MS-office Suite, Teamwork, Communications.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Consumer Behavior Study, Branding Pakistan for the local Population, To Start a change of Pakistan’s image with local driven Strategy.
• Strategic Marketing & Planning for Solar Powered Lighting solutions.
• Devised Marketing Plans and Strategies to take Mr. Burger’s Franchise international
• Brand Management Project for P&G’s Launch of a new detergent along with Ariel.

WORK EXPERIENCE:
SlumberGram from 06/2014 to Present.
• Co-Founder, Chief Marketing Officer, Social Media PR Management.
Romania Ministry of Youth & Sports (AIESEC) Internship
• Coverage of Northern Romania, Branding Romania Beyond Dracula Project.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Regular Participant in Motorsports Events of Pakistan; Off-Road Rallies & Autocross Events
• Keen Interest in Politics & Current Affairs, International & Local.
• Keeping up with Technological changes & Startups.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.25

ELECTIVES:
• Marketing of Financial Services
• Marketing Strategies for Emerging Economies
• Marketing Research
• International Marketing

Institute of Business Management, with Karachi
• Bachelor of Business Administration, 2016
  • Cumulative GPA: 2.69

D.A Degree College for Women phase 8, with Karachi
• Higher secondary Certificate, 2011
  • B Grade, (68%)

The Froebel’s School, with Karachi
• O Levels, 2009
  • 2B’s, 3C’s, 2D’s, 1E

SKILLS:
• Research and Analytical Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1 Shield Corporation Back to School Launch Research
• Capstone 2, Shield Corporation Talent Acquisition and HSE Policy

INTERNSHIP/WORK EXPERIENCE:
Finja Pvt Ltd, Intern – Marketing from 02/2018 to present
• Managing all Marketing and sales work, Blogger Events, Communicating with Bloggers and Clients for SimSim Pakistan & Payroll Plus (product), pitching new clients and setting meetings.
Convex Interactive Pvt Ltd, Business Development Associate from 08/2015 to 01/2016
• Worked in Mobility Department, Content Planner & Pitching Telcos and other organizations to provide Mobility solutions and Extensive R&D regarding Mobile Marketing
Zong, C MPak Ltd, Intern - Enterprise Solutions from 05/2015 to 08/2015
• UBL Project Managing, Communication, and MS office work.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of The Management Society (EM Dept)
• Reading, writing
ATIF RAZA
std_14656@iobm.edu.pk
Date of Birth: 12/11/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: fall 2017
• Cumulative GPA: 3.21

ELECTIVES:
• Strategic Marketing and Planning
• Social Marketing
• Marketing Analytics
• Media Planning

Institute of business management, Karachi
• Bachelor of Business Administration (BBA), 2016
• Cumulative GPA: 3.17

Institute of business education, Karachi
• Higher Secondary Certificate, 2012
• A-1 Grade, (80.36%)

Al-Murtaza School, Karachi
• Secondary School Certificate, 2010
• A Grade, (79.1%)

HONOURS / ACHIEVEMENTS:
• Awarded by college for securing highest marks in Islamiat in HSC 2011
• Awarded for taking part in different workshops, different seminars in IOBM

SKILLS:
• Transferable skills (transfer the learning and knowledge to my fellow colleagues)
• Communication skills (effective communication between the customer and company)
• Team work skills (working together as a team)
• Expertise in Microsoft excel and word.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand management report on NETFLIX
• International marketing term paper on online grocery store
• Strategic marketing and planning: positioning of krypton as best solar energy product
• Social marketing: Research on Akhuwat organization
• Marketing Analytics : cannibalization of one medicine with other medicine
• Media planning : Introduction of Star bucks in Karachi

INTERNSHIP/WORK EXPERIENCE:
• Royal collection, sales representative, 5/25/2014 to 2/6/2016
• Internship in Mehran spices and industries while getting the experience in all departments
• Marketing executive in Glitter Collection from 8/2016 to present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of finance society
• Taking part in cricket tournaments
• Participation in CBMUN and EMERGE
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.48

ELECTIVES:
• New Product Development
• Social Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), 2012
  • Cumulative GPA: 2.56

D.H.A Degree College, Karachi
• Higher Secondary Certificate, 2005
  • B Grade, (60.45 %)

D.H.A.S.K.B.Z High School, Karachi
• Secondary School Certificate, 2003
  • A1 Grade, (86.11 %)

SKILLS:
• Teamwork, Time management
• Marketing & Communication development
• Profit & Loss management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• New Product Development: Launching a USB operated fan for the BOP market
• Integrated Marketing Communication: Relaunching MCB with a new positioning
• Social Marketing: Research on Operations of an NGO Mahmooda Sultana Foundation
• Direct & Digital Marketing: Launching a Direct marketing campaign for Interwood

WORK EXPERIENCE:
Ismail Industries Limited, Marketing, Brand Manager from October 2017
• Managing Profit/Loss for assigned brands in the confectionery segment of my company
• Developing Trade marketing tools for assigned brands
• Developing communication across all mediums for product launches and maintenance campaigns

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing Cricket at Zone level
• Travelling
UMAMA SIDDIQUI

engr.umama@gmail.com
Date of Birth: 21/04/1987

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 3.35

ELECTIVES:
• Distribution And Channel Management
• Brand Management
• Digital Marketing
• International Marketing

NED University of Engineering & Technology, Karachi
• Bachelor of Biomedical Engineering, 2010
• A-Grade, (73.18%)

Khatoon-e-Pakistan Govt. Science College, Karachi
• Higher Secondary Certificate, 2005
• A-Grade, (74.90 %)

Anglo Oriental Secondary School, Karachi
• Secondary School Certificate, 2003
• A-Grade, (78.94%)

HONOURS / ACHIEVEMENTS:
• Successfully completed In House Ultrasound Shearwave Elastography Training from 14th May to 17th May 2013
  (Training Facilitator: Mr. Pascal Dardelin from Super Sonic Imagine)

SKILLS:
• Expertise in Communication as regular dealing with customers as per my job experience.
• Command in preparation of technical specifications of biomedical equipment’s
• Quick Learner, Customers’ convincing skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Developed brand plan on cornetto
• Distribution and Channel Management: Described distribution management in Unilever Pakistan
• Digital Marketing: To evaluate current Digital marketing plan of Subway Pakistan and develop recommended Digital
  Marketing Plan for Subway Pakistan.
• International Marketing: to describe how SAPT (South Asian Pakistan Terminals) went international and in which stage
  of internationalization they are.
• Technology Innovation and Strategy: Product Navigator / an app is designed in which customers in super-mart can
  easily search the item’s placement with the availability and non-availability option.
• Capstone 2: to Design job analysis form, to conduct job analysis, to design Job description for company Horizon
  Pakistan

WORK EXPERIENCE:
Philips Pakistan Ltd., Healthcare Dept, Healthcare Coordinator from 09/2015 to 10/2016
• To provide support to Philips’ healthcare dept. and distributors.
Shirazi Trading Company Pvt. Ltd. - An Atlas Group, Healthcare Dept., Sales / Application Engineer (GE Ultrasound) from
07/2013 to 04/2015
• To demonstrate equipments, Onsite after sales training to sonologist, echocardiographers, radiologist, gynecologist /
  end-users, to resolve any sort of application issues in our existing installed ultrasound

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• To read research articles related to marketing and biomedical engineering
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
• Cumulative GPA: 3.42

ELECTIVES:
• International Marketing
• Brand Management

• Advertising
• Marketing Analytics

Oxford Brookes University, Oxford
• Bachelors of Science (Hons), 2014
• Cumulative GPA: First Class Hons

International School of Studies, Karachi
• A – Levels, 2010
• A*, A, C

Karachi Public School, Karachi
• O - Levels, 2009
• 4 As, 6 Bs

HONOURS / ACHIEVEMENTS:
• Scored an average of 70% in ACCA’s fundamental and professional level
• Finalist in speech competition organized by K-Electric

SKILLS:
• SAP, BPC, BEx Analyzer, iScala, MS Office Suite

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone I: Marketing Plan on Back to School Project by Shield
• Capstone II: Proposed CSR Strategy to Soneri Bank Limited
• Oxford Brookes University Project on Industry Analysis: Pakistan State Oil

WORK EXPERIENCE:
• SC Johnson, Finance, FP&A Analyst (08/2015 – Current)
• K Electric Limited, Finance, Assistant Manager (05/2013 – 08/2015)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Took part in theatre plays at school level
• Avid sports fan plays through school and company level
MEHAK SOHAIL
std_14812@iobm.edu.pk
Date of Birth: 21/05/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: Fall 2017
  - Cumulative GPA: 3.46

  ELECTIVES:
  - Distribution and Channel Management
  - Marketing Analytics
  - Merchandising and Sales Promotion
  - New Product Development

Institute of Business Management, Karachi
- Bachelor of Business Administration, Spring 2016
  - Cumulative GPA: 3.00

Private
- A – Levels, 2012
  - 1A, 2Cs

DA Public School O&A Levels, Karachi
- O - Levels, 2009
  - 3Bs, 4Cs

SKILLS:
- I took the responsibility of Lifestyle shoot for my company and reflected my leadership skills
- I have actively taken ownership of VM for my brand regardless of it being my responsibility

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Capstone I: Prepared Management Trainee Program for AKUH
- Capstone II: Prepared Marketing Plan for an upcoming beverage product launched by NED Students
- Distribution and Channel Management: Analyzed and Presented Hilal Food’s Channel system
- New Product Development: Presented the idea of a shirt which would keep a person cool in harsh weather
- Marketing Analytics: Prepared a Case Study on Careem: The Grave Dilemma, Customer Loyalty at Question
- Merchandising: Conducted Spring Store’s Customer Mapping to identify its strengths and weaknesses

INTERNSHIP/WORK EXPERIENCE:
HUB, Marketing, Junior Executive: Marketing and Brand Development from 10/2017 to Present
- Responsible for Major Executions such as Social Media Marketing, Lifestyle Shoot, Brandings, Ideations
HUB, Marketing, Management Trainee from 05/2017 to 10/2017
- Actively played role in the Category Management, Marketing and Product department of HUB and FHS
Red Tape, Marketing, Marketing Executive from 08/2016 to 03/2017
- Brought Clients on board and managed their accounts. Also promoted Digital Outdoor Advertising media
MullenLowe Rauf, Account Management, Intern from 05/2016 to 06/2016
- Assisted the Account Managers of Bank Alfalah Department in Communication and Executions
J. Walter Thompson, Pakistan, Account Management, Intern from 08/2015 to 09/2015
- Assisted the Account Managers of Lux, Sunsilk Pepsi, HBL and GSK in Ideations and Executions

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Director Creative of Strategic Human Resource Department
- Reading blogs on Makeup, Upcoming Fashion and Marketing Trend
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.15

ELECTIVES:
• New product Development
• Marketing strategies for emerging Market
• Marketing Analytics
• International Marketing

NED University of Engineering and Technology, Karachi.
• Bachelor of Engineering, 2012
  • First Division, (77.21%)

Abdullah Govt. College for Women, Karachi.
• Higher Secondary Certificate, 2008
  • A Grade, (75.82 %)

New Happy Home, Karachi
• Secondary School Certificate, 2006
  • A Grade, (73%)

HONOURS / ACHIEVEMENTS:
• Part of A+A exhibition sample designs and manufacturing team, 2017, Midas Safety.
• Part of SAP SD Module implementation team, 2016, Midas Safety.
• Heading Delivery Plan Meeting concept to ensure OTD performance achievement across all three units. 2014 -2015, Midas Safety.
• Part of ERP implementation team, 2014, Midas Safety.
• Participated in hardware competition with project title ‘Flexible lamp made by conductive fabric used as curtain as well’ in SPEC Exhibition, held on April, 2010 from N.E.D University of Engineering and Technology Karachi

SKILLS:
• Problem solver, Decision Maker, People’s Person, Effective Time management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone project I – Business Plan for OPS, 2017
• Capstone Project II – Customer & Employee satisfaction study with global practices, 2017.

INTERNSHIP/WORK EXPERIENCE:
Midas Clothing Ltd. (www.midassafetyclothing.com)
• Key Account Manager July 2017 – Present
• Account Manager Jan’15-June’17
• Assistant Merchandiser May’13-Dec’14

HOBBIES:
• Socializing, Reading, Teaching & mentoring
SYED WALEED MASOOD
syedwaleedmasood@yahoo.com
Date of Birth: 28/04/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  - Cumulative GPA: 2.99

  ELECTIVES:
  - Sales Management
  - Strategic Marketing & Planning
  - International Marketing
  - Brand Management

Muhammad Ali Jinnah University, Karachi.
- Bachelor of Business Administration, 2013
  - Cumulative GPA: 2.81

P.E.C.H.S Education Foundation Gov, Degree Science College, Karachi
- Higher Secondary Certificate, 2009
  - C Grade, (54.09%)

Karachi Public School, Karachi
  - A Grade, (77.17%)

SKILLS:
- MS-Excel
- MS- Project
- MS Access

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Sales Management: Analysis of GSK pharmaceutical’s sales culture
- Strategic Marketing & Planning: Patata snacks analysis
- International Marketing: International Marketing of Khaadi Project Report
- Brand Management: Brand activation – Lipton green tea, infomercial – branding Karachi

WORK EXPERIENCE:
Multinet Pakistan, Business Operations, Customer Project Coordinator from 07/2017 at present
- Client coordination, inter- departmental coordination and reporting overall operations.
- TradeKey, Marketing & Sales, Business Development Officer from 07/2016 to 11/2016.
  - Researching and analyzing new prospects for our client’s business development.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Volunteered in management of MAJU SPARC (inter university competition)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.02

ELECTIVES:
• Media Planning
• Marketing Analytics

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2016
  • Cumulative GPA: 2.77

Adamjee Science College, Karachi
• Higher Secondary Certificate, 2011
  • B Grade, (66%)

B.V.S. Parsi High School, Karachi
• Secondary School Certificate, 2009
  • A1 Grade, (86.70 %)

HONOURS / ACHIEVEMENTS:
• Served as the Deputy Head Boy of the school
• Served as the General Secretary of the Literary and Public Speaking Society of IoBM

SKILLS:
• MS-office, Good Communication Skills, Problem Solving Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising: Developed an advertising campaign for Mr. Burger
• Sales Management: Prepared a report on sales training and development practices at Mobilink
• Media Planning: Developed a media and marketing plan for RC Cola

WORK EXPERIENCE:
Management Trainee at Thal Limited, House of Habib, Head Office (02/01/2017 to Present)
• Rotation in different divisions of Thal in Sales & Marketing department on different projects
Marketing Research Officer at TCS Pvt. Limited (29/08/2016 to 04/01/2017)
• Designing questionnaires, conducting market research, preparing reports and presentations

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Founder Madvacy Travels
• Work as a volunteer with SPELT and the Marketects Club
• Work as an usher with different Event Management Companies
• Travelling, exploring natural beauty and socializing with people from different cultures and backgrounds
MUMTAZ YASEEN

Mumtazyaseen17@gmail.com
Date of Birth: 17/06/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: Fall, 2017
  • Cumulative GPA: 3.18

ELECTIVES:
• Brand Management
• Marketing Analytics
• Advertising
• Media Planning

University of Karachi
• PHARM D, 2013
  • Cumulative GPA: 3.67 (Third position)

Govt. Degree College Gulshan-e-Iqbal, Karachi
• Higher Secondary Certificate, 2008
  • A Grade, (75.9%)

Metropolitan Academy, Karachi
• Secondary School Certificate, 2006
  • A1 Grade, (82.58%)

HONOURS / ACHIEVEMENTS:
• Certification of attending training workshop on “Marketing Management and Supply Chain Management” from Institute of Business administration (IBA).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Analyzed customer behavior for HBL Money Club & sorted ways to improve customer base.
• Capstone 2: Pre-launch analysis and planning for a flour brand of Unity Group.
• Brand Management: Brand plan of Red Bull and TV ad of Nescafe.
• Marketing Analytics: Case presentation of analytical approach in launch of probiotics.
• Advertising: TV and print ad on Sukoon
• Media planning: Media plan for the launch of Starbux in Pakistan.

INTERNSHIP/WORK EXPERIENCE:
Getz Pharma, Marketing, Assistant Product Manager from Dec/2016 to date.
• Responsible for Celbexx and Agnar
Epla Laboratories, Marketing, Deputy Product Manager from Sep/2015 to Oct/2016.
• Responsible for Cynodox C Lysine and Asmakast
Sanofi, Sales, Pharma Associate from Sep/2014 to Sep/2015
• Responsible for Amaryl, Neodipur and Insuman
Sanofi, Medical affairs/Marketing, Diabetes Educator from Sep/2014 to Sep/2015
• Responsible for education and awareness of diabetic patients

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated in a survey entitled “Pharmaco-economic Studies of Diabetes Mellitus in Pakistan”.
• Participated in designing, making and marketing of Graduate Directory for Batch 2013 in Karachi University.
• Had been member of Seminar Committee, Faculty of Pharmacy.