Message from the President

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

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

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

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

Talib Syed 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

Executive Council

- Mr. Basheer Janmohammad, Chairman
- 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 Furqugan
- 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>
<thead>
<tr>
<th>University Name</th>
<th>Country</th>
</tr>
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<tbody>
<tr>
<td>Eqrem Cabej University</td>
<td>Albania</td>
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<td>MacQuarie University</td>
<td>Australia</td>
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<td>American International University</td>
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<tr>
<td>University of Chittagong</td>
<td>Bangladesh</td>
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<tr>
<td>Gaeddu College of Business Studies</td>
<td>Bhutan</td>
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<td>Bosnia</td>
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<tr>
<td>Guangxi University of Finance and Economics</td>
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<tr>
<td>Guangxi University of Technology (GXUT)</td>
<td>China</td>
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<tr>
<td>Guizhou University (GZU)</td>
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<tr>
<td>Sanya University</td>
<td>China</td>
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<tr>
<td>Sias International University</td>
<td>China</td>
</tr>
<tr>
<td>University of Electronic Science &amp; Technology of China (UESTC)</td>
<td>China</td>
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<tr>
<td>Zhengzhou Institute of Science &amp; Technology</td>
<td>China</td>
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<tr>
<td>Zhengzhou Xinlian University</td>
<td>China</td>
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<tr>
<td>IIC University of Technology</td>
<td>Cambodia</td>
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<td>Financia Business School</td>
<td>France</td>
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<tr>
<td>Caucasus University</td>
<td>Georgia</td>
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<tr>
<td>Erfurt University of Applied Sciences</td>
<td>Germany</td>
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<tr>
<td>Eurasia Institute for International Education (EIIE)</td>
<td>Germany</td>
</tr>
<tr>
<td>University of Development Studies</td>
<td>Ghana</td>
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<tr>
<td>University of Muhammadiyah Semarang Central Java</td>
<td>Indonesia</td>
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<tr>
<td>University of Florence</td>
<td>Italy</td>
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<tr>
<td>Nagoya University of Commerce and Business</td>
<td>Japan</td>
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<tr>
<td>William V. S. Tubman University</td>
<td>Liberia</td>
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<tr>
<td>Mykolas Romeris University</td>
<td>Lithuania</td>
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<tr>
<td>Vytautas Magnus University</td>
<td>Lithuania</td>
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<tr>
<td>University of Kuala Lumpur</td>
<td>Malaysia</td>
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<tr>
<td>Asia e University</td>
<td>Malaysia</td>
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<tr>
<td>Universiti Putra Malaysia</td>
<td>Malaysia</td>
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<tr>
<td>Universidad Autonoma de Guadalajara</td>
<td>Mexico</td>
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<tr>
<td>National University of Mongolia</td>
<td>Mongolia</td>
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<tr>
<td>Orkhon University</td>
<td>Mongolia</td>
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<tr>
<td>Groupe ISCAE</td>
<td>Morocco</td>
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<tr>
<td>Kathmandu University</td>
<td>Nepal</td>
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<tr>
<td>Kathmandu University School of Management (KUSOM)</td>
<td>Nepal</td>
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<tr>
<td>Pokhara University</td>
<td>Nepal</td>
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<td>Girne American University</td>
<td>North Cyprus</td>
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<tr>
<td>Lyceum of the Philippines University</td>
<td>Phillipines</td>
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<tr>
<td>Institute of Politecnico de Castelo Branco</td>
<td>Portugal</td>
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<tr>
<td>Petre University of Lasi</td>
<td>Romania</td>
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<tr>
<td>Institute of Business Studies</td>
<td>Russia</td>
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<tr>
<td>Russian State University for the Humanities</td>
<td>Russia</td>
</tr>
<tr>
<td>Emas Eurasian Management &amp; Administration School</td>
<td>Russia</td>
</tr>
<tr>
<td>Dongseo University</td>
<td>South Korea</td>
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<tr>
<td>Hanyang University</td>
<td>South Korea</td>
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<tr>
<td>University of Malaga</td>
<td>Spain</td>
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<tr>
<td>University of Kelaniya</td>
<td>Sri Lanka</td>
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<tr>
<td>University of Peradeniya</td>
<td>Sri Lanka</td>
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<tr>
<td>International University in Geneva (IUG)</td>
<td>Switzerland</td>
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<tr>
<td>I-SHOU University</td>
<td>Taiwan</td>
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<tr>
<td>Naresuan University</td>
<td>Thailand</td>
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<tr>
<td>Siam University</td>
<td>Thailand</td>
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<tr>
<td>Abdullah Gul University (AGU)</td>
<td>Turkey</td>
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<tr>
<td>Bilkent University</td>
<td>Turkey</td>
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<tr>
<td>University Name</td>
<td>Country</td>
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<tr>
<td>Istanbul Aydin University</td>
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<tr>
<td>Istanbul Kemerburgaz University</td>
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<tr>
<td>Istanbul Sehir University</td>
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<tr>
<td>Izmir University of Economics</td>
<td>Turkey</td>
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<tr>
<td>Yasar University</td>
<td>Turkey</td>
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<tr>
<td>International Institute of Business</td>
<td>Ukraine</td>
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<tr>
<td>International Management Institute</td>
<td>United Arab Emirates</td>
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<tr>
<td>Al Dar University College</td>
<td>USA</td>
</tr>
<tr>
<td>Michigan Technological University</td>
<td>Vietnam</td>
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<tr>
<td>Vietnam National University</td>
<td>Vietnam</td>
</tr>
<tr>
<td>Arcada University of Applied Sciences (Arcada)</td>
<td>Finland</td>
</tr>
</tbody>
</table>

**Institute of Business Management (IoBM)**  
Karachi, Pakistan

**International Linkages**

**Educational Partnerships**  
with over 50 Universities around the world
List of companies in Which IoBM Graduates are Employed

10Pearl
14th Street Pizza
1LINK (Guarantee) Limited
360 Training
3M Pakistan Pvt. Limited
A.F. Ferguson & Co. Chartered Accountants
A.J. MIR LLC
AAJ News TV
Aaj TV
AASA Consulting (Pvt) Ltd.
Aba Ali Habib Securities
Aba 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
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
Alfalah Securities
Ali Asghar Textile Mills Ltd.
Ali Gohar & Co. Limited
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
Arif Habib Limited
ARMTECH Business Solutions (Pvt.) Ltd.
Arpatech Pvt. Ltd.
Artal Group of Companies
Artistic Milliners
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
Attock Cement Pvt. Limited
Auspak
Automobile Corporation Pakistan
Avanza Solutions
Aventis Pharma Pakistan Limited
Axis Communications
Badar Expo Solutions (BXSS)
Bakri Energy (formely Bakri Pakistan Pvt. Ltd.)
Bandhani Group
Bank Al Baraka
Bank Alfalah Limited
Bank Al-Habib Limited
Bank Islami 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.
List of companies in Which IoBM Graduates are Employed

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
Carfirst
Celentas Digital Solutions
Centygy Technologies (Pvt.) Ltd.
Central Depository Company of Pakistan
Charter for Compassion Pakistan
Child Life Foundation
CIM Shipping
Citi Security
Citibank N.A.
Citibank N.A. Pakistan
Citizen Archive of Pakistan
Citizens Foundation
Clariant Pakistan Limited
Classic Design
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 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 & Allied Product
Crescent Steel and Allied Products Limited
Crystal-Lite
Cubix Labs

Cupola Pakistan Limited
Custom HR Solutions
Cybernet
Dadabhoy Investments Pvt. Ltd.
Dadex
Daewoo Pakistan Express Bus Service
Dalda Foods Pvt. Ltd.
DAMCO Pakistan (Pvt) Ltd.
Dany Technologies
Daraz Pakistan
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
Elahi Group
Elixir Securities Pakistan Ltd.
Empact
Engage 24X7
Engage Consulting
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
Etihaad Airways
Etilize Pvt. Ltd.
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
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<tr>
<td>Evalution Factor (Pvt) Ltd.</td>
<td>Hard Howell International</td>
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<tr>
<td>Evernew Entertainment</td>
<td>Hashwani Group of Companies</td>
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<td>Evolution Advertising</td>
<td>Hasnain Tanweer Associates (Pvt) Ltd.</td>
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<tr>
<td>Excelerate</td>
<td>Hasnain Tanweer Associates (Pvt.) Ltd</td>
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<tr>
<td>Express Media Network</td>
<td>HBL Asset Management Ltd.</td>
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<td>Express News</td>
<td>Herbion International Inc.</td>
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<td>EY Ford Rhodes</td>
<td>Hilal Confectionary Pvt. Ltd.</td>
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<td>Faysal Asset Management Ltd.</td>
<td>Himont Pharmaceutical Pvt. Ltd.</td>
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<td>Faysal Bank Limited</td>
<td>Hinopak Motors Limited</td>
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<td>Fidelity Insurance</td>
<td>Hirelabs</td>
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<td>Finja Pvt Ltd</td>
<td>Home Express</td>
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<tr>
<td>First Capital Equities Pvt. Limited</td>
<td>HR Outsourcing &amp; Consulting</td>
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<td>First Women Bank Ltd</td>
<td>HRS Global</td>
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<tr>
<td>First Women Bank Ltd</td>
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<td>Fitness Republic</td>
<td>HRSG Pvt Ltd</td>
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<td>HSBC Bank Middle East Ltd.</td>
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<td>Float Securities (Pvt.) Ltd</td>
<td>HUBCO</td>
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<td>Folio 3</td>
<td>HUBCO Laraib Energy Limited</td>
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<tr>
<td>Food Connections Pakistan</td>
<td>Hudson Pharma</td>
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<td>Forex Financial Products</td>
<td>Hum Network Ltd</td>
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<td>Forte Pakistan Pvt. Ltd.</td>
<td>Hum TV</td>
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<tr>
<td>Foundation Public School</td>
<td>Human Resource Solutions</td>
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<td>Freight Systems Co. Ltd.</td>
<td>Hurd Consultancy</td>
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<td>Friends of Literacy &amp; Mass Education</td>
<td>IAL Satchi &amp; Satchi</td>
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<td>Fulcrum Pvt Ltd</td>
<td>IBEX Global</td>
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<td>FYSL Trade</td>
<td>IBEX Global Solutions (Private) Limited</td>
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<tr>
<td>Gatron Industries Ltd./Novatex Ltd.</td>
<td>IBL Group</td>
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<tr>
<td>GEMCO Pakistan Ltd.</td>
<td>IBM Pakistan</td>
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<td>General Tyre &amp; Rubber Company Ltd.</td>
<td>ICE Animation</td>
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<td>Genix Pharma Private Limited.</td>
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<td>Gentipak</td>
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<td>ICS Group</td>
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<td>GFK Etilize Pakistan</td>
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<td>Ghulam Faruque Group</td>
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<td>Giga Group of Companies</td>
<td>IGI Life Insurance</td>
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<td>GlaxoSmithKline Pakistan Limited</td>
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<td>Global Food Marketing</td>
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<td>Global Industries Intelligence</td>
<td>Inbox Business Technology</td>
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<td>Global Securities Pvt. Ltd.</td>
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<td>Goodcore Technologies</td>
<td>Indus Motors Company</td>
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<td>Greaves Airconditioning (Pvt) Ltd.</td>
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<td>Green Cherry Solutions</td>
<td>Industrial Development Bank of Pakistan</td>
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<td>Green Star Social Mkt. Pvt. Ltd.</td>
<td>Information Technology Services</td>
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<td>Institute of Chartered Accountants of Pakistan</td>
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<td>Gul Ahmed Textiles</td>
<td>Intel Pakistan</td>
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<td>Gul-Ahmed Textile Mills Pvt. Ltd.</td>
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<td>Gumcorp Pvt. Ltd.</td>
<td>Interactive Health Solutions</td>
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<td>Gwadar International Terminals Ltd</td>
<td>Interflow Communications Pvt. Ltd.</td>
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<td>Habib Bank AG Zurich</td>
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<td>International Asset Management Company Ltd.</td>
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<td>Interwood Mobel</td>
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<td>Habib Oil Mills Limited</td>
<td>INVATERRA</td>
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<td>Invest &amp; Finance Securities Limited</td>
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<tr>
<td>Habitt</td>
<td>Invortex Technologies</td>
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<tr>
<td>Haleeb Foods,</td>
<td>Iris Communication</td>
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<tr>
<td>HANDS Pakistan</td>
<td>Islamic Investment Bank</td>
</tr>
</tbody>
</table>
List of companies in Which IoBM Graduates are Employed

Ismail Industries
Ismail Iqbal Securities
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
Junctionz
KAIFI COMMODITIES PRIVATE LTD
KalSoft (Pvt.) Limited
Karachi Deals
Karachi International Container Terminal Ltd.
Karachi Lubricants Pvt Ltd
Karachi Stock Exchange Limited
Karachi Vocational Training Institute
KASB Bank Limited
KASB Capital
KASB Funds Limited
KASB Securities
Kaymu.pk
K-Electric
Khaadi
Khaliq Fashion
Khwaja Ghareeb Nawaz Trust
KNYSYS
Kopak Shipping Company
KPMG Taseer Hadi & Co.
KZR Associates
Lakson Business Solutions
Lakson Group of Companies
Lalani & Associates
Land O'Lakes Inc.
Lane 12
Lasmo Oil Pakistan Limited
Levi Strauss & Co.
LGS Matrix
Liberty Books
Lilly Pakistan (Pvt.) Ltd.
Live Securities Pvt. Ltd.
Lo'real Pakistan
Logic Information's
Logicose
Lootlo.pk
Lucky Cement Ltd.
Lucky Knits
M. Yousuf Adil Saleem & Co. Chartered Accountants
Maersk Sealand
Magnus Investment Advisors Ltd.
Magnus Investments Advisors Limited
Majsons Corporation
MAL Pakistan Limited
Mandi Express
Manhattan Leo Burnet
Manzari Pakistan
Maple Pharmaceuticals Pvt. Ltd.
Marie Stopes Society
Markematics Pvt. Ltd.
Martin Dow Limited
Martin Dow Pharmaceutical
Mass Advertising (Pvt) Ltd
Mass Advertising Pvt. Ltd.
Mayfair
Mazars
Mazars Consulting
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
MGH Logistics Pakistan
Microsoft Corporation
Midas Safety
Mindshare Pakistan Pvt. Limited
Minha Soft
Mitchell’s Fruit Farms
Mitsubishi Corporation
Mobil Askari Lubricants
Mobilink
Mobitel, KSA
Monsieur
MS Associates
MullenLowe & Rauf
Muller & Phipps Pakistan Pvt. Ltd.
Multinet Pakistan Pvt. Ltd.
Mushawar Consulting
Mustafa & Co. Pvt. Limited
MWMM Studioz
Nabiqasim Industries
Najmi Bilrami Collaborative Pvt. Ltd.
Nanosoft Technologies Pvt. Ltd.
Narejo Human Resources
National Bank of Pakistan
List of companies in Which IoBM Graduates are Employed

National Clearing company of Pakistan Ltd
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
Nedo 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
Nizam Bijli
Novartis Pharma Pakistan Limited
OBS Group
Oman National Electronics, Dubai
OMD Pakistan
OMV Pakistan Exploration
Optimus Capital Management
Oratech Systems Pvt. Limited
Orient Automotive Industries (PVT.) LTD
Orient Public Relations
ORIX Leasing Company
Orix Pakistan Limited
Oxford University Press
Oxygene 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.
Pakistan Refineries Ltd.
Pakistan Services Limited
Pakistan State Oil Company Ltd.
Pakistan Telecommunication Co. Ltd.
Pakistani Television 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
Qineqt
Qubee
Rain Securities
Rain Bargain
Reckitt Benckiser Pakistan Ltd.
Red Tape Media
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
Salsoft Technologies Pvt. Ltd
Samba Bank Ltd.
Sana Safinaz
Sanofi Aventis Pakistan Ltd.
Sapphire Textile Mills Limited
SASPAK Cargo Pvt Ltd.
SBT Japan
Schneider Electric
List of companies in Which IoBM Graduates are Employed

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 & Mufti
Shell Pakistan Limited
Shipco Transport Pakistan (Pvt.) Ltd
SibSoft Inc.
Sidat Hyder Morshed Associates Private Limited
Siddiqsons 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
Sofcom (Private) Limited
Softech Microsystems
Solutionicks
Soorty Enterprises
South Asia Pakistan Terminals Limited
Spark Communication
SSG Consulting
Stancos Pvt. Limited
Standard Chartered Bank Limited
Starcom Pakistan
Starcrest Communications
State Bank of Pakistan
Statuspro Inc.
STEP Consultants
Stitchers International
Stork Prints Pakistan
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 Micro Finance Bank Ltd.
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
TenPearls
Thal Ltd
Thatta Cement Company Limited
The Arkadians, AKD Group
The Bank of Khyber
The Bank of Tokyo, MUFG
The Brand Consultants (TBC)
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.
TIPU Associates
TNI - Worldwide Partners Inc.
Top Boss
Torque Corporation Pvt. Ltd
Total Lubricants
Touchpoint (Pvt) Ltd.
Toyota Indus Motor Company
TPL Holdings
TPL Trakker Limited
TPS
TradeKey
Transit HR Consulting
Transworld Associates
Travel Mate
Travel Solutions
List of companies in Which IoBM Graduates are Employed

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.
Visa International (Asia Pacific) Ltd.
Vision Express
Vivo Mobile Pvt Ltd
Ward Howell International
Warid Telecom
Waterlink Group of Companies
Wavetec Pvt. Ltd.
Wavetech
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.
YB Holdings
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

10Pearls
14th Street Pizza
360 Training
360Training.com
3M Pakistan Pvt. Limited
A.F. Ferguson & Co. Chartered Accountants
A.J. MIR LLC
AAJ News TV
Aaj TV
AASA Consulting (Pvt) Ltd.
Aba Ali Habib Securities
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 Pvt. Limited
ADM Denim
ADVANS Micro Finance Bank
Aftab Associates
Aga Khan Education Services
Aga Khan Health Services
Aga Khan University
Agha Steel
Ahmed Foods
AIG Pakistan
Airmen Golf Course & Recreational Park
Aisha Steel Mills Ltd.
Akber Ali & Sons
AKD Commodities
AKD Securities
Akhuwat Foundation
Al Marai, Saudia Arabia
Al Meezan Investment Management Ltd
Albaraka Bank Limited
Alfalah Securities
Ali Asghar Textile Mills Ltd.
Ali Gohar & Co. Limited
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
Arif Habib Limited
ARMTECH Business Solutions (Pvt.) Ltd.
Arpatech
Arpatech Pvt. Ltd.
Artal Group of Companies
Artistic Milliners
ARY Communications
ARY Digital Television Network
AsiaCare Health & Life Insurance
Asiatic Public Relations Network Ltd.
Askari Bank Limited
Asktoeurism
Atco Laboratories (Pvt) Limited
Atlas Honda
Attock Cement Pvt. Limited
Auspak
Automobile Corporation Pakistan
Avanza Solutions
Aventis Pharma Pakistan Limited
Axis Communications
Badar Expo Solutions (BXSS)
Bandhani Group
Bank Al Baraka
Bank Al Habib
Bank Alfalah Limited
Bank Al-Habib Limited
Bank Islami Limited
Bank of Punjab
Barclays Bank Limited
BASF Pakistan
Bayer Pakistan
BDO Ebrahim & Co. Chartered Accountants
BenchMatrix
Bentham Science Publishers
Berger Paints Pakistan Limited
Berlitz
Beyond Profits
Blitz Advertising (Pvt.) Limited
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
Breezeom Pvt. Ltd
Bridgestone Tires Pakistan Limited
Bullseye 360
Burj Bank Ltd.
Business Plus
Business Recorder
Byco Petroleum Pakistan Ltd.
Cadbury Pakistan Ltd.
Calibre Vintage
Candyland Industries Limited
List of companies in which IoBM Students do Internship

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 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
Crown Group of Companies
Crystal-Lite
Cubix Labs
Cupola Pakistan Limited
Custom HR Solutions
Cybernet
Dadabhoys 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
Ethad Airways
Etilize 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.
List of companies in which IoBM Students do Internship

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Website</th>
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</thead>
<tbody>
<tr>
<td>General Tyre &amp; Rubber Company Ltd.</td>
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<tr>
<td>Genix Pharma Private Limited.</td>
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<td>Getz Pharma</td>
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<tr>
<td>Ghulam Farooq Group</td>
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<tr>
<td>Giga Group of Companies</td>
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<tr>
<td>GlaxoSmithKline Pakistan Limited</td>
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<td>Global Food Marketing</td>
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<td>Global Securities Pvt. Ltd.</td>
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<td>Goodcore Technologies</td>
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<td>Greaves Airconditioning (Pvt) Ltd.</td>
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<td>Green Cherry Solutions</td>
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<td>Green Star Social Mkt. Pvt. Ltd.</td>
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<td>Gul Ahmed Textile Mills</td>
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<td>Gul-Ahmed Textile Mills Pvt. Ltd.</td>
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<td>Gumcorp Pvt. Ltd.</td>
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<td>Habib Bank AG Zurich</td>
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<td>Habib Bank Limited</td>
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<td>Habib Metropolitan Bank Ltd.</td>
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<td>Habib Oil Mills Limited</td>
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<td>Habib University Foundation</td>
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<td>Habitt</td>
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<td>Haleeb Foods, HANDS Pakistan</td>
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<td>Hasnain Tanveer Associates (Pvt) Ltd.</td>
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<td>HBL Asset Management Ltd.</td>
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<td>Herbion International Inc.</td>
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<td>Hiil Confectionary Pvt. Ltd.</td>
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<td>Himont Pharmaceutical Pvt. Ltd.</td>
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<td>Hinopak Motors Limited</td>
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<td>Hirelabs</td>
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<td>Home Express</td>
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<td>HR Outsourcing &amp; Consulting</td>
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<td>HRS Global</td>
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<td>HRS International</td>
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<td>HRS Total Solutions</td>
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<td>HRSG (PVT) LTD</td>
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<td>HSBC Bank Middle East Ltd.</td>
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<td>Huawei Internship Program</td>
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<td>HUBCO</td>
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<td>HUB-PAK SALT REFINERY</td>
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<td>HUM Network Limited</td>
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<td>Hum TV</td>
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<td>Human Capital Solutions</td>
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<td>Human Resource Solutions</td>
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<td>IAL Satchi &amp; Satchi</td>
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<td>IBEX Global</td>
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<td>IBEX Global Pvt Ltd</td>
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<td>IBL Group</td>
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<td>IBM Pakistan</td>
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<td>ICE Animation</td>
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<td>ICI Pakistan Limited</td>
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<td>Icon Global</td>
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<td>ICS Group of Companies</td>
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<td>Ifrasoft Technology Limited</td>
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<td>IGI Financial Services</td>
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<td>IGI Life Insurance</td>
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<td>Jotun Paints</td>
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<td>JS Bank Limited</td>
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<td>JS Global Capital Limited</td>
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<td>JS Investment</td>
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<td>KalSoft (Pvt.) Limited</td>
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<td>Karachi Deals</td>
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<td>Karachi International Container Terminal Ltd.</td>
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<td>Kopak Shipping Company</td>
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<td>KPMG Taseer Hadi &amp; Co.</td>
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<td>KZR Associates</td>
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<td>imrooz.com</td>
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<td>Inbox Business Technology</td>
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<td>Indus Bank Limited</td>
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<td>Indus Motors Company</td>
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<td>Industrial &amp; Commercial Bank of China</td>
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<td>Industrial Development Bank of Pakistan</td>
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<td>Information Technology Services</td>
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<td>Inforox Limited</td>
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<td>Institute of Chartered Accountants of Pakistan</td>
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<td>Intel Pakistan</td>
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<td>Interactive Cell</td>
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<td>Interactive Health Solutions</td>
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<td>Interflow Communications Pvt. Ltd.</td>
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<td>International Advertising Pvt. Ltd.</td>
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<td>International Asset Management Company Ltd.</td>
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<td>International Foundation and Garments (PVT) Ltd.</td>
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<td>International Industries Limited (IIL)</td>
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<td>INVATERRA</td>
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<td>Invest &amp; Finance Securities Limited</td>
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<td>Invotech Technologies</td>
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<td>Iris Communication</td>
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<td>Islamic Investment Bank</td>
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<td>Ismail Industries</td>
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<td>Ismail Iqbal Securities</td>
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<td>IT Link Online</td>
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<td>J. Walter Thompson Asiatic (Pvt.) Ltd.</td>
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<td>Jaag Broadcasting Systems Pvt Ltd.</td>
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<td>Jaffer Brothers Limited</td>
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<td>Jahangir Siddiqui &amp; Co. Limited</td>
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<td>Jason Group of Companies</td>
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<td>Jazz Warid</td>
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<td>JCR - VIS</td>
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<td>Jeem Solutions</td>
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<td>Johnson &amp; Johnson Pakistan Ltd.</td>
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</tbody>
</table>
List of companies in which IoBM Students do Internship

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
Lootlo.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
Manzoor 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.
Mehrwan 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
Mobilink
Mobitel, KSA
Monsieur
Mother and Child Welfare Foundation
MS Associates
MullenLowe & Rauf
Muller & Phipps Pakistan Pvt. Ltd.
Multinet Pakistan Pvt Ltd
Multinet Pakistan Pvt. Ltd.
Mushawar Consulting
Mustafa & Co. Pvt. Limited
MWM Studio
Nabiqasim Industries
Najmi Bilrami 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
Nedo Corporation
Nestle Pakistan
Net Space Systems
New Era Industries
New Jubilee Insurance Co. Limited
Next Degree
Next Generation Innovations
NIB Bank Ltd.
Nielson Pakistan
Nike Pakistan Limited
Nizami Bijji
Nolin BPO
Novartis Pharma Pakistan Limited
OBS Group
Oceanic Star Line (Pvt) LTD
Oman National Electronics, Dubai
OMD Pakistan
OMV Pakistan Exploration
Oratech Systems Pvt. Limited
Orient Public Relations
Orix Pakistan Limited
Oxford University Press
Oxygene Pakistan
P&O Nedlloyd
Packages Limited
Pak Mediacom Pvt. Limited
Pak Oman Microfinance Bank
Pak-Arab Refinery Limited
Pakistan Institute of Corporate Governance
Pakistan Institute of Management
Pakistan Petroleum Ltd.
Pakistan Refinery Ltd.
Pakistan Services Limited
Pakistan State Oil Company Ltd.
Pakistan Super League (PSL)
Pakistan Telecommunication Co. Ltd.
Pakistan Television Corporation
Pakistan Tobacco Company (British American Tobacco)
Pakistan Vehicle Engineering (Pvt) Ltd.
List of companies in which IoBM Students do Internship

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
Pharm Evo Pvt Ltd
Pharmatec
Philip Morris International
Philip Pakistan
Philips Electrical Co. of Pakistan
PIRANA Group
Pixarch
Pizza Hut
Pizza Hut – MCR (Pvt) Ltd.
Pizza Next - MFC Pvt. Ltd.
Plastech Products (Pvt.) Ltd.
Polaris
Premier Systems Pvt. Ltd.
Prestige Communications Ltd.
Prestige Grey
Price Solution Pvt. Ltd.
Prime HR
Procter & Gamble
Promotech Media Solution (Pvt) Ltd.
Protege Global
Qinet
Qordata
Qubee
Rain Bargain
Reactivate Pvt. Ltd
Reckitt Benckiser Pakistan Ltd.
Red Tape Media
Resources Linked
Reveal Pakistan
RG Blue Communications (Pvt) Limited
Rhone Poulenc Rorer Pakistan Ltd.
Rising Technologies
Robotics Labs
Roche Pharmaceuticals Limited
Rocket Internet
Rohi International Pvt. Ltd.
Roshan Media
S13 - Systems Innovations Pvt. Ltd.
Sach International
Sagacious Business Consultancy
Salsoft Technologies Pvt. Ltd
Samba Bank Ltd.
Sana Safinaz
Sanofi Aventis Pakistan Ltd.
Sapphire Textile Mills Limited
SBT Japan
Schneider Electric
School of Leadership
SCT Group
Sea Gold limited
Searle Pharmaceuticals
Security Papers Limited
Service Sales Co.
Shabbir Tiles & Ceramics Ltd.
Shafi-Reso Chemicals
Shaheen Air International
Shaheen Airlines
Shajar Capital
Shamrock
Shan Foods Pvt. Ltd.
Shangrila Pvt. Ltd.
Sharaf Shipping Agency
Shell Pakistan Limited
SibiSoft Inc.
Sidat Hyder Morshed Associates Private Limited
Siemens Pakistan Engineering Co. Limited
Signium International
Sindh Education Foundation
Singer Pakistan Limited
SKF Pakistan Pvt. Ltd
Small & Medium Enterprise Development Authority (SMEDA)
Snack Bites Company
So Safe Pakistan
Social Sell
Socially Global
Solutionicks
Soorty Enterprises
Spark Communication
SSG Consulting
Stancos Pvt. Limited
Standard Chartered Bank Limited
Starcom Pakistan
Starcrest Communications
State Bank of Pakistan
Statuspro Inc.
STEP Consultants
Stitches International
Stork Prints Pakistan
Strategic HR Promotion (SHRP)
Streebo
Strongman Medline
Structure Lab Services Pakistan
Suffi Brothers
Sui Southern Gas Company Ltd.
Sukoon.Com
Summit Bank Limited
Sun Consultants
Sun Enterprises
Sun Systems
Super Trading Inc.
Symbios.pk
Synapse Consulting
Sysnet Pakistan Pvt. Ltd.
Systems Limited
List of companies in which IoBM Students do Internship

Talent Optimizers
Tameer Micro Finance Bank Ltd.
Tapal Tea Pvt. Ltd.
Target Resourcing
Tarzz
Tata Group of Industries
Tata Textile Mills Ltd.
Taurus Securities Ltd.
TBH Employment and Consulting Services
TCS (Pvt.) Limited
TCS E-COM
Teach for Pakistan
Teamants
Teamz International
TeleCard Ltd.
Telemart
Telenor Pakistan Limited
TenPears
The Bank of Khyber
The Brand Consultant
The Express Tribune
The First Micro Finance Bank Ltd.
The Learning Organisation
The Leatger Grandeur
The Recruiters
The Snack Bites Company
Thinkline
Third Eye Managed Services
Time & Vision Advertising
Times Consultant (Pvt) Ltd.
TIPU Associates
TNI - Worldwide Partners Inc.
Together
Top Boss
Total Lubricants
Touchpoint (Pvt) Ltd.
Toyota Indus Motor Company
TPL Holdings
TPL Trakker Limited
TPS
TradeKey
Transit HR Consulting
Transworld Associates
Travel Mate
Travel Solutions
Travelport
Tri Pack
Triple E Pvt. Limited
TV One - Airwaves Media Pvt. Ltd.
UBL Fund Manager
UBL Insurers
Ufone
Uniferoz
Unilever Pakistan Limited
Unique Pakistan
Unisys Pakistan Pvt. Limited
United Assets Management Co. Ltd.
United Bank Limited
United Consultants Pvt. Limited
United Energy Pakistan ltd.
United Marine Agencies
United Registrar of Systems Limited
United Sales Pvt. Limited
Unity Foods
Universal Brush Ware Pvt. Ltd.
Universal Brushware
Urbanite
US Consulate, Karachi
USAID Pakistan
Utopia Pvt Ltd
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>Major Field</th>
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<tbody>
<tr>
<td>Educational Management</td>
<td>Ambreen Ahmed, Munnaza Anwar, Zehra Anwer, Zoya Ashraf Khan, Shumasa Malik, Mona Minhaz Ali, Ambreen Mustafa, Beenish Mustafa Zubairi, Sunain Rudani, Rabia Saleem</td>
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<td>Ammar Hussain</td>
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<td>Maria Wahaj</td>
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<td>Asad Zulf iqar</td>
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<td>Shaileen</td>
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<tr>
<td>Human Resource Management</td>
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<td>Sehrish Anjum</td>
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<td>Rukhsar Fatima</td>
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<td>Sidra Feroz</td>
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</table>
## List of Graduates

<table>
<thead>
<tr>
<th>Major Field</th>
<th>Names</th>
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</table>
| Human Resource Management    | Taleea Ghori  
                               | Hajra Hafeez  
                               | Ovais Ibrahim  
                               | Anam Imtiaz  
                               | Zara Iqbal  
                               | Anum Irfan  
                               | Marium Irfanullah  
                               | Soonam Jagdesh  
                               | Asma Karim Baloch  
                               | Suman Khalid  
                               | Zubaida Malik  
                               | Syeda Mehak Zahra  
                               | Kashif Memon  
                               | Maria Mobin  
                               | Ramesha Mujahid  
                               | Sundus Mumtaz Qidwai  
                               | Yusra Nasir  
                               | Rameesa Naveen Aqeel  
                               | Farida Nawaz Ali Khuwaja  
                               | Aamir Noor Ali  
                               | Tarfa Pasha  
                               | Nadir Pyarali Lalani  
                               | Rawal Qayoom  
                               | Sidra Razi  
                               | Nimrah Sattar  
                               | Amber Shahnaz  
                               | Hina Sher Gulab Gultat Khan  
                               | Hiba Shujaat  
                               | Yamna Shumas  
                               | Sonia Tahir  
                               | Rahima Tanseer Syed  
                               | Junaid Tofique  
                               | Sundus Yousuf |
| Industrial Management        | Muhammad Aamir Asghar  
                               | Muhammad Ahmed Ghias  
                               | Syed Ahmed Raza Jafri  
                               | Sayyed Ali Abbas Shah  
                               | Habib Ali Khan  
                               | Adamjee Ashraf Moten  
                               | Saad Bin Manzar Alam  
                               | Danish Hameed  
                               | Omair Hanif Khimani  
                               | Jahangir Hasan  
                               | Syed Hassan Masood  
                               | Anam Iqbal Siddiqui  
                               | Shaikh Muhammad Ozair  
                               | Syed Muhammad Saleem  
                               | Hafiz Muhammad Shakir  
                               | Syed Muhammad Sulaiman  
                               | Muhammad Mustafa Ahmed  
                               | Muhammad Nabeel Khan  
                               | Fawad Naeem Hamid  
                               | Abid Rasheed Abbasi  
<pre><code>                           | Adil Raza |
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<td>Logistics and Supply Chain Management</td>
<td>Zia Abbas</td>
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<td>Jawad Khan (Bi Major-Marketing)</td>
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<td>Huzaifa Mursaleen</td>
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<td>Khurram Zulfqar</td>
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<td>Marketing</td>
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<td>Imran Adil Khan</td>
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<td>Fawad Afzal</td>
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</table>
| Marketing   | Monika Agnani  
|             | Adeel Ahmed  
|             | Izhar Ahmed Khan  
|             | Salar Ahmed Latif  
|             | Hira Akram  
|             | Akbar Ali  
|             | Moeez Ali Khan  
|             | Moiz Ali Khan  
|             | Muhammad Ali Zia  
|             | Hina Aral Syed  
|             | Muhammad Arham Aleem  
|             | Waqas Arif  
|             | Fatima Arshad  
|             | Mushkbar Arshad  
|             | Batul Asghar Ali Vasanwala  
|             | Aasha Ashok  
|             | Naeem Ashraf  
|             | Faiza Ashraf  
|             | Beena Asif Ahmed  
|             | Muhammad Athar  
|             | Zeeshan Azam  
|             | Syed Azhar Udin  
|             | Umer Aziz  
|             | Muhammad Babar Saeed  
|             | Zainab Badar  
|             | Hamza Bandukda  
|             | Rabee Chhapra  
|             | Taha Chinoy  
|             | Muhammad Sarim Atique  
|             | Nabeel Danish  
|             | Sanam Daswani  
|             | Muhammad Faraz  
|             | Kiran Farooq  
|             | Kubra Fatima  
|             | Annie Fatima Hussain  
|             | Muneeb Fazal  
|             | Asfia Gul  
|             | Sana Gul Soomro  
|             | Fasiha Hamid  
|             | Wadiya Haq  
|             | Muhammad Haris Amin  
|             | Fatima Haroon  
|             | Emman Humayun  
|             | Daraz Hussain (Bi Major in Logistics and Supply Chain)  
|             | Tooba Iftikhar  
|             | Areeba Iftikhar  
|             | Asama Jabbar  
|             | Faisal Javaid Allana  
|             | Waqas Javed  
|             | Rimsha Khalil  
|             | Sadaf Khan  
|             | Marina Khan  
|             | Hina Khan  
|             | Madeeha Khan  
|             | Avinash Khetpal |
List of Graduates

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<tr>
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| Marketing   | Muhammad Khizer Nawaz  
              Abbas Khozema Mandviwala  
              Jitesh Kumar  
              Alina Makhani  
              Omar Mansoor  
              Saad Masihuddin  
              Bushra Masood Khan  
              Arun Matra  
              Ayesha Mehmood  
              Asif Mehmood Bhatti  
              Hira Mir  
              Hasnain Mohammadi  
              Muhammad Mohiuddin Khan  
              Sundus Moin ul Haq Farooqi  
              Muhammad Muizz Ahmed Siddiqui  
              Ayaz Munir  
              Bilal Munir  
              Abdul Muqeet  
              Mansoor Mustafa  
              Muhammad Mustafa Hasan  
              Almira Naz Butt  
              Tehseen Nazeer  
              Muflayha Niaz Khan  
              Sheeba Obaid  
              Ambreen Obaid  
              Shahzeen Parvaiz  
              Falah Parvez  
              Fajar Parvez  
              Faraz Qamar  
              Muhammad Saad  
              Syed Saad Khatim Tabrez  
              Humaira Saghir Rao  
              Daniyal Saleem Qureshi  
              Anusha Samad Khan  
              Ahsan Shahid  
              Zunair Shahzad  
              Ayesha Sheesh Ahmed Moti  
              Yumna Shoaib  
              Yumna Sohail  
              Tooba Sohail  
              Muhammad Soomar Khan  
              Shahzada Taimour Sultan  
              Muhammad Talha Afzal Panawala  
              Tuba Tariq  
              Maazia Tariq Majeed  
              Mauooz ul Hassan  
              Muhammad Umer  
              Mehaal ur Rahman  
              Hania Waheed  
              Muhammad Wajahat Siddiqui  
              Abdul Warris  
              Qazi Yahya Ahmed  
              Muddasir Younus  
              Sarah Zahid Umar  
              Amjad Zaman  
              Sumbul Zehra |
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<td>Syed Murtaza Hussain Rizvi</td>
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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.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Advertising, Graduation: Spring, 2017
• Cumulative GPA: 3.14

ELECTIVES:
• Advertising Management and Strategy
• Direct and digital Marketing

Department of Visual Studies, University of Karachi, Karachi
• Bachelor of Design (in Graphic Design), 2010
• Cumulative GPA: 3.31

Govt Degree Gulshan Science and Commerce College Block 7, Karachi
• Higher Secondary Certificate, 2006
• B Grade (64.27%)

Happy Home High School, Karachi
• Secondary School Certificate, 2014
• A Grade (77.53%)

HONOURS / ACHIEVEMENTS:
• Alumni at Department of Visual Studies, University of Karachi
• Past visiting faculty at Karachi of School Arts

SKILLS:
• Brand Management, Art and Creative Direction and Management, Graphic Designing, Marketing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising Management and Strategy: Advertising Strategy and Re-launch Plan for Hashmi Kajal
• Methods in Business Research: Detailed business research and outcomes for real client - Chester Bernard
• Direct and Digital Advertising: Comprehensive Direct and Digital Plan for Oriflame Pakistan
• Marketing Management: Marketing Plan for Suzuki Pakistan
• Consumer Behaviour: Consumer research projects conducted in IMTs and LMT’s of Karachi
• PR and Event Management: “ICEL - International Conference of Experiential Learning” at IoBM

PROMINENT WORK EXPERIENCE:
• Chester Bernard, Manager Design & Branding from 04/2016 to Present
• Creative Chaos, Creative Department, Creative Manager from 09/2015 to 04/2016
• Tectutive Pvt. Ltd, Creative Department, Art Manager from 07/2013 to 09/2015
• Ogilvy & Mather, Creative Department, Senior: Visualiser from 14/2011 to 05/2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• 2nd Dan, Taekwondo Black Belt, from World Taekwondo Federation, Kukiwon, Korea
• Photography and Free Lancer for Unilever, Telenor, HBL, Wiko Mobile, Continental Biscuits etc.
ALI IMTIAZ

ali.imtiaz@hotmail.com | aliimtiazbaloch@gmail.com
Date of Birth: 02/05/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Advertising & Media Management, Graduation: Summer, 2017
- Cumulative GPA: 3.02

ELECTIVES:
- Brand Management
- Integrated Marketing Communications
- Advertising Management & Strategy
- Media Planning

IQRA University, Karachi
- Bachelor of Science, 2013
- Cumulative GPA: 3.15

DHA Degree College, Karachi
- A Grade (71.88%)

Clifton High School, Karachi
- Secondary School Certificate, 2006
- C Grade (56.91%)

HONOURS / ACHIEVEMENTS:
- Certificate of Photography and Journalism Awarded by SAMAA TV & HEC.

SKILLS:
- Advertising, corporate & marketing communications professional with more than 6 years of work experience.
- Have managed creative and media placement of more than 50 corporate/consumer brands from a range of industries in Pakistan, for their ATL, BTL, print, out of home, activations & digital windows.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Elective/Course Name: Details of term paper / research work / project (one line only)
- Organization Name, Department Name, Intern / Position from mm/yyyy to mm/yyyy
- Description of internship/experience in a single line

INTERNSHIP/WORK EXPERIENCE:
- DDB Pakistan (Bullseye Advertising Pvt. Ltd)
  Client Servicing & Operations, Sr. Account Manager, from 09/2017 to Present.
- The D’Hamidi Partnership (DCIP) Pvt. Ltd.
  Client Servicing & Operations, Account Manager, from 01/2017 to 09/2017.
- Viral Edge (Pvt.) Ltd.
  Digital Marketing, Manager Strategy & Accounts, from 05/2015 to 12/2016.
- Mullen Lowe Rauf (Lowe & Rauf Pvt. Ltd)
  Client Servicing, Account Executive, from 01/2016 to 03/2016.
- Data Communication & Control Pvt. Ltd
  Corporate Communications, Asst. Manager Marketing Communications, from 08/2012 to 01/2014
- Innovators (Pvt.) Ltd
  Advertising Design & Production, Business Development Executive, from 01/2011 to 08/2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Member of the Karachi Press Club, APNS & PBA,
- Photo journalist for Dawn Media Group, Spearheaded Karachi & Lahore Photo Walks 11’ & 12’.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Advertising and Media Management, Graduation: 2017
• Cumulative GPA: 3.14

ELECTIVES:
• Brand Management
• Principles of Advertising
• Integrated Marketing Communications
• Advertising Management and Strategy
• Media Planning
• International Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.65

Commecs Institute of Business and Emerging Sciences, Karachi
• A Grade (70.73%)

Al-Murtaza School, Karachi
• B Grade (69.8%)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS
• Brand Management (Brand Plan of Mitsubishi Home Appliances)
• Principles of Advertising (Creative Strategy and Idea of Olpers Lassi)
• Advertising Management and Strategy (Analysis of Lays Pass A Smile Campaign)
• Integrated Marketing Communication (Dawlance Marketing Communication Report)
• Media Planning (Designing of Media Plan for Haleeb)
• International Marketing (International Marketing Plan for Bareeze)

INTERNSHIP/WORK EXPERIENCE:
Manhattan Communications, Client Services Department, Account Executive since 10/2016.
• Assisting in designing, concept development and execution of Advertising Campaigns
Tradekey Private Limited, Service Delivery Department, Service Delivery Officer from 04/2015 to 10/2016.
• Monitor the service delivery of clients as per the contract
Tradekey Private Limited, Sales Department, Sales Officer from 07/2014 to 04/2016.
• Bringing new clients on board to use the Tradekey Services
Pure and Cure Authentic Pak, Marketing Department, Intern 07/2010 to 08/2010.
• Assisting the Marketing Team in making presentations and data collection

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Former Marketing Director of Actuarial Sciences and Risk Management Society IoBM
• Former Assistant Director of Promotions of IoBM Finance Society
• Football Fan
• Professional Skater and Martial Artist
AFSHEEN QURESHI
afsheenqureshi1@gmail.com
Date of Birth: 05/12/1981

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

ELECTIVES:
• Media Psychology
• Public Relations and Event Management
• Print Media
• Screenwriting for TV and Cinema

University of Karachi, Karachi
• Master of Arts, Major in International Relations Graduation: December 2007
  • 1st Division (61.2%)

P.E.C.H.S College, Karachi
Bachelor Degree of Fine Arts, 2004
• 1st Division (59.81%)

Government Degree Gulshan College, Karachi
• Higher Secondary Certificate, 2001
  • C Grade (52.18%)

Metropolitan Academy, Karachi
• Secondary School Certificate, 1998
  • B Grade (62.82%)

HONOURS / ACHIEVEMENTS:
• Awarded Tabba Scholarship at IoBM from 05/01/2015 to 09/28/2017

SKILLS:
• Proficient in Microsoft Office suite

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Media Psychology: Dare to be grey Campaign / #BanBC (Ban the culture of abusive language)
• Print Media: Print Media in Pakistan / Print Media Industry Analysis
• Public Relations and Event Management: Project presentation and seminar on New corporate horizon
• Brand Management: Re-launch of Nestle Flavored Yogurt / strategic imperatives of brand management
• Direct and Digital Marketing: Direct and Digital Marketing Strategies/ TAPAL Danedar Tea
• Advertising Management & Strategy: Hashmi Kajal Advertising Plan/ Re-launch plan of Hashmi Kajal

WORK EXPERIENCE:
Bol News Channel, News Production, News Anchor and Anchor Person from 12/2016 to present
• Headlines, Beeper, breaking news and live alerts, Write scripts and voice over the packages, hosted a show “mere soobay ka wazir e aala Parvez khatak k sath” at Bol tv
• Business plus News Channel, Media Times limited, News Production, News Anchor from 02/2016 to 12/2016
Headlines and bulletins, Beeper and breaking news and live alerts, Write scripts and voice over the packages

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Read and write articles, Novels and Blogs
• Basketball
• Swimming
• Drawing / painting
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Advertising and Media Management, Graduation: 2017
• Cumulative GPA: 3.08

ELECTIVES:
• Creative Planning & Development
• Media Planning
• Brand Management
• Integrated Marketing Communication

PAF-KIET, Karachi
• Bachelor of Business Administration, 2011
• Cumulative GPA: 3.47

Fazaia Inter College Malir Cantt, Karachi
• Higher Secondary Certificate, 2005
• C Grade (52.36 %)

Fazaia Inter College Malir Cantt, Karachi
• Secondary School Certificate, 2003
• A Grade (74.94 %)

SKILLS:
• Multi-tasker, Ability to co-exist well within a team, creative approach to problems & its solutions

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising Management /Media Planning: Starbucks Media Plan/ Hypothetical media plan launch
• Advertising Management/Brand Management: Omore Brand Analysis / Questionnaire & Panel Interviews / Recommendations for improved brand perception, brand key, SWOT & competitive analysis
• Advertising Management/Creative Planning & Development /creating an advertising campaign that included billboards and TVCs coupled with media buying strategy (Print, Digital, BTL, Outdoor etc)

WORK EXPERIENCE:
GRJ AGRO (grjagro.com), Exports & Customer Service, Co-Owner/ Position from 06/2011 onwards
• Ensuring timely delivery of agricultural based exports to clients along with addressing their customer services concerns

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Contributing blogs to Express Tribune & ARY News
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Advertising and Media Management, Graduation: 2017
• Cumulative GPA: 3.30

ELECTIVES:
• Advertising Management & Strategy
• Integrated Marketing Communication
• Media Research & Public Opinion
• Media Planning

PAF-KIET, Karachi
• Bachelor of Engineering (Avionics), 2011
• Cumulative GPA: 2.95

ISG Dammam, Saudi Arabia
• High School Diploma, 2006
• A Grade (92%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at PAF-KIET from 01/01/2007 to 05/30/2007
• Awarded Merit Scholarship at PAF-KIET from 09/01/2010 to 12/31/2010
• Certified Inbound Marketer – Hubspot, 2014, 2015, 2016, 2017
• Interviewed by CNET, April 2015
• Interviewed by The Register UK, July 2015

SKILLS:
• Confident Communication skills
• Ability to work as part of a team and as a team lead
• Proficiency in writing and speaking English, Urdu, Arabic

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertising Management & Strategy: Pitched advertising campaign for Nestle Cerelac
• Media Research & Public Opinion: Research comparative use of TV and Internet in Pakistan
• Integrated Marketing Communication: Designed IMC campaign for Diesel Clothing and possible entry
• Media Planning: Created a detailed Media Plan and advertising campaign for Nestle Milkpak

INTERNSHIP/WORK EXPERIENCE:
Gaditek, Marketing, Head of Marketing Intelligence from 12/2014 (current)
• Leading marketing team to create and execute marketing, sales, brand and affiliate strategy.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• NCSAM Participant and Member
• Contributing writer to Forbes, InfoSec Security and TechCrunch
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration in Advertising and Media Management
• Graduation: Summer 2017, Cumulative GPA:
  ELECTIVES:
  • Print Media
  • Role of media in world affairs
  • Media and social change
  • Electronic Media
  • International Advertising and Management
  • Advertising Management and strategy

Sir Syed University of engineering and technology
• Bs in Telecom Engineering, 2012
• Cumulative GPA: 2.99

Degree College for women (DHA), Karachi
• Higher Secondary Certificate, 2007
• B Grade (65.09%)

Blue Horizon School, Karachi
• Secondary School Certificate, 2005
• A Grade (79.18%)

EXTRACURRICULAR ACTIVITIES
• Member of KUJ (Karachi Union of Journalist)
• Part of Youth Parliament
• Part of social organization

SKILLS:
• Ability to manage multiple projects
• Focused on task completion
• Believe in team work

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Media Planning Project: Media Plan for Chester Bernard
• Direct and digital marketing Project: Advertising plan for wheat able
• Introduction to Management Project: Johnson & Johnson
• Introduction to Marketing Project: Marketing plan for GulAhmed
• Media and social Change Project: self-directed Interview

WORK EXPERIENCE:
Copy Writer/Editor (2012-present) in ARY NEWS
This role demands knowledge of all aspects of news to create top quality work.
• Fill out rundown with quality stories
• Working with a team of producers and reporters
• Keep in touch with crews in the field to find out how stories are progressing
• Identify news for headline
• Experience of Reuters Media Express
• Cover major international events
• Part of Election Transmission (2013), US election 2016, Flood Transmission, Budget transmission, etc

INTERNERSHIP:
• CAA
• PMEC
• ARY NEWS
• PTCL
• TVONE
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Advertising & Media Management, Graduation: Summer, 2017
• Cumulative GPA: 3.13

ELECTIVES:
• Public Relations and Event Management
• Advertising Management and Strategy
• Direct and Digital Marketing
• Brand Management
• Integrated Marketing Communication
• International Advertising and Promotion
• Multimedia and Film Production
• Screen Writing for TV and Cinema

University of Karachi, Karachi
• Master of Arts (M.A.) in International Relations, 2009
• 2nd Division (54.80%)

Government College of Commerce and Economics, Karachi
• Bachelor of Commerce, 2007
• 2nd Division (55.73%)

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2005
• A Grade (75.55%)

Sultan Mohammad Shah Aga Khan, Karachi
• Secondary School Certificate, 2003
• A1 Grade (83.53%)

SKILLS:
• Project Planning & Evaluation, Research Management & Data Analysis, Creative and Business Proposal writing

MAJOR PROJECTS:
• Public Relations and Event Management: Successful Planning and Execution of the Event entitled ‘Discovering Pakistan Paktalk- A Talk Show’
• Film and Multimedia Production: A Short Documentary on ‘Graffiti in Karachi’
• Brand Management: A Plan for ‘Daraz.pk Brand Revamp’
• Media Psychology: A Research Study and Social Media Campaign on ‘#BanBC; Say no to abusive language.’
• Screenwriting for TV & Cinema: A written screenplay on Bano Qudsia’s short story ‘Mujra’
• Direct and Digital Marketing: A Direct and Digital Strategic and Marketing Plan for ‘Oriflame’

WORK EXPERIENCE:
Talal Builders and Associates, Department of Marketing, Senior Marketing Executive - NOV, 2016 – PRESENT
• Responsible for planning and implementing of the Marketing Plan and handling communication

Universal Freight System (Pvt) Ltd, Department of Marketing, Marketing Executive - MAY, 2015 – OCT, 2016
• Regular follow ups with the department and timely delivery of all ATL and BTL activities respectively. And also support Marketing Head in devising marketing strategies.

The Aga Khan University, Department of Community Health Sciences, Programme Coordinator/Associate OCT, 2010 – AUG, 2014
• Responsible for providing administrative, managerial, and technical support to the academic leadership of the programme. Also ensuring the quality of the academic learning environment, and active communication

The Aga Khan University, Department of Community Health Sciences, Administrative Assistant OCT, 2008 – SEP, 2010
• Responsible for ensuring the coordinated and managed workflow by assisting the administration team across the range of functions

The Aga Khan University, Division of Nursing Services, Office Assistant - OCT, 2007 – SEP, 2008
• Mainly responsible for providing support related to events management, drafting of reports and liaising with support services department

SANIA SHAHUDDIN SAMNANI
saniasamnani@gmail.com
Date of Birth: 13/08/1987
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Advertising & Media Management, Graduation: 2017
• Cumulative GPA: 3.02

ELECTIVES:
• Brand Management
• Media Law and Business Ethics
• Creative Planning and Development
• Leadership, Ethics and Change

Jinnah Women University, Karachi
• Bachelor of Business Administration, 2010
• Cumulative GPA: 2.77

Government Degree Girls College, Karachi
• Higher Secondary Certificate, 2006
• C Grade (53.36%)

Jasmine School, Karachi
• Secondary School Certificate, 2004
• B Grade (63.29%)

SKILLS:
• Have ability to work in team
• Have good verbal and non-verbal communication skills
• Proficient in MS word, Excel and PowerPoint

PROJECTS:
• Brand management: comparative study on different brands within same category in the fast food
• Principles of Advertising: Design an advertising campaign on intensify usage of agar batti
• Principles of Marketing: detailed marketing report on humulin 70/30 and huma pen engro ii
• New product and development: marketing plan of coco water in bottles

INTERNSHIP/WORK EXPERIENCE:
Sindh Institute of Management and Technology, Management, visiting faculty from 03/2015 to present
• Teaching Principles of Management, Business Communication, Introduction to Psychology
Opco Global (pvt) Ltd, Human resources, Senior HR Officer from 06/2014 to 02/2015
Handled grievance and prepared policies and procedures
Jinnah Sindh Medical University, Human resources, Assistant Admin Officer from 12/2013 to 05/2014
• Prepared agreements and appointment letters.
Atlas Engineering Ltd, Human Resources, Intern
Pakistan International Airline, Human Resources, Intern

HOBBIES:
• Reading work ethics and management related books
AMBREEN AHMED
ambreenahmed90@gmail.com

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Educational Management, Graduation: 2017
• Cumulative GPA: 3.38

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

University of Karachi (KU), Karachi
• MSc of Science (Botany), 2012
• 1st Division (70.94%)

Gov. Degree Girls College Gulshan-e-Iqbal, Karachi
• Higher Secondary Certificate, 2008
• A Grade (70.27%)

Springfield English Academy, Karachi
• Secondary School Certificate, 2006
• A Grade (79.06%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 5-MAR-2017 to 09-SEP-17
• Awarded Certificate of Participation at IoBM Research Symposium on 29-NOV-15
• Awarded Certificate of Participation at University of Karachi National Psychological Conference on 17-OCT-12

SKILLS:
• MS Office
• Academic Writing
• Research Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Quantitative Research: Research on Comparative Analysis of Rote learning in High and Low Achievers
• Qualitative Research: Research on Teaching Practices with Gifted Students in Elite Schools
• Teacher Education: Development of MNE Plan of a School and Conduct a Workshop on Rubrics
• Evaluation and Assessment: Development of Assessment paper according to Blooms Taxonomy Rubrics
• Academic Writing: Discussion Paper on Effectiveness of Experiential Learning in Primary Schools
• Curriculum Management: Develop a Plan with alignment of Goals, Objectives and Outcomes

INTERNSHI:
• Sadequain School, Teacher from 1/2016 to 3/2016

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Classic Books
• Reading Education Articles
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Educational Management, Graduation: 2017
- Cumulative GPA: 3.42

ELECTIVES:
- Quality Assurance in Education
- Gender Disparity in Education
- Early Childhood Education
- Strategic Management Issues in Education

University of Karachi
- Bachelor of Arts Honors, 2010
- 1st Division (71.82%)

Defence Authority Degree College for Women, Karachi
Higher Secondary Certificate, Pre-medical, 2007
- B Grade (60%)

Happy Home High School, Karachi
- Secondary School Certificate, Science, 2005
- A Grade (77.41%)

HONOURS / ACHIEVEMENTS:
- Awarded Merit Scholarship at IoBM from 09/2013 to 04/2016

SKILLS:
- Windows 10
- Apple iOS
- Google Android
- MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
- Information Communication Technology in Education: Designed ICT integrated curriculum for ECD
- Teacher Education: Designed Professional Development Plan for teachers of a small scale private school.
- Principles of Marketing: Analyzed the marketing plan of a reputed organization and created a new plan for one of their failed products.
- Principles of Management: A report on the managerial structure and plan of a reputed multinational company.
- Organizational Behavior: A comparative analysis of organizational culture of two multinational pharmaceutical companies.
- Qualitative Research Methods: A narrative research study of problems faced by teachers due to principals’ negative attitude.
- Quantitative Research Methods: A research to study causes of Job Stress among Teachers.
- Thesis: A phenomenological research on “Role of siblings in the mental development (ECD)”.

INTERNSHIP/WORK EXPERIENCE:
Dr. Sofía Rehman’s Learning School and Day Care, Academics/Administration, Head Teacher from 05/2011 to 12/2014
- Joined as a novice teacher and was promoted to head teacher designation along with the administration related responsibilities such as curriculum planning, assessment designing and event planning.
Academia Civitas, Academics/Administration, Teacher/Counselor, 08/2015 to 05/2016
- Worked as one of the key members of the newly established elementary school by the administration of Nixor College.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Worked as a volunteer teacher’s assistant at Creek High School.
- Worked as a member of organizing committee in University of Karachi.

MUNNAZA SALMAN
m.farooqui13@gmail.com
Date of Birth: 13/08/1989
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Educational Management, Graduation: 2017
• Cumulative GPA: 3.10
  
  ELECTIVES:
  • Managing Schools and School Systems
  • Quality Assurance in Education
  • Strategic Management in Education

University of Karachi, Karachi
• Bachelors of Arts, 2011
• 2nd Division

The City School P.A.F Chapter, Karachi
• A Levels, 2009
• 2BS & 1C

The City School, Karachi
• Levels, 2007
• 3Bs, 2Cs & 3Cs

SKILLS:
• Good communication and interpersonal skills
• Able to work under-pressure
• Computer literate and internet savvy

RESEARCH WORK/PROJECTS:
• Thesis: ‘Character Building in Schools: The need and importance of integrating Moral, Social and Cultural Values through Curriculum’
• Quantitative Research: ‘Relationship between Qualification and Job Satisfaction of University Teachers in Karachi’
• Qualitative Research: ‘Exploring Factors Influencing Job Satisfaction of Teachers in Karachi, Pakistan’
• Testing in Education: Term paper on ‘Exam anxiety and its Impact on Academic Performance’
• Strategic Management in Education: Term paper on ‘Rise in Tuition Culture’

EXTRA-CURRICULAR ACTIVITIES/HOBBIES:
• Avid reader, writer, music enthusiast
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Educational Management, Graduation: 2017
• Cumulative GPA: 3.59

ELECTIVES:
• Strategic Management Issues in Education
• Managing Higher Education Institutions
• Early Childhood Development

DHA Degree College for Women, Karachi
• Bachelors of Commerce (B.Com), 2008
• A Grade (70.18%)

DHA Degree College for Women, Karachi
• Higher Secondary Certificate, 2006
• A Grade (70.73%)

Beaconhouse School System
• Secondary School Certificate, 2004
• A1 Grade (80%)

HONOURS / ACHIEVEMENTS:
• Presented research study at the Research Symposium’2016 at Institute of Business Management (IoBM) - Year 2016
• Participated and presented research study at the International Conference of Experiential Learning (ICEL) at Institute of Business Management (IoBM) - Year 2016
• Won nationwide competition ‘Taleemi Jiddat Ki Talaash’ arranged by Teach for Pakistan, in collaboration with Ilm Ideas. – Year 2015 http://iteachforpakistan.org/tp/taleemi-jiddat-ki-talaash/
• Certificate for participating in a reading programme “Readers are Leaders” carried out at the Public Library at Dallas, Texas USA-Year 2007

SKILLS:
• Proficiency in English and Urdu
• MS Office & Web Browsing
• Good interpersonal and communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Principles of Marketing: Analysed the consequences of failure of Omung Lassi and launched a remarketing campaign at IoBM
• Organizational Behaviour: Carried out a comparative analysis on the management style of Merck Pharmaceuticals and Hilton Pharma
• Human Resource Management: Carried out a comparative analysis on the Human Resource management processes of Indus T.V and BOL

WORK EXPERIENCE:
• School Coordinator at Beaconhouse School System-Defence Campus from August 2015 to present
• Train, mentor and support
• Conduct coordination meetings
• Plan and conduct workshops
• Interview and hire
• Class Teacher (Primary) Beaconhouse School System January 2012 - July 2015
• Represented the teachers from SGO-II in the Nation-wide Primary and Middle School Heads’ Meeting held on April 6, 2013 in Lahore
• Planned and implemented Enquiry Based Project Work and Theme Based Learning as part of a new initiative taken at the branch
• Worked as a TBT (The Beaconhouse Times) Correspondent
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Educational Management, Graduation: 2017
• Cumulative GPA: 3.4

ELECTIVES:
• Strategic Management Issues in Education
• Early Childhood Development

• Gender Studies in Education

St. Joseph’s College for Women, Karachi
• Bachelor in Arts, 2004
• 1st Division (69%)

St. Joseph’s College for Women, Karachi
• Higher Secondary Certificate, 2002
• A Grade (72.45%)

P.E.C.H.S. Girls High School in Karachi
• Secondary School Certificate, 2000
• A1 Grade (86.35%)

SKILLS:
• Capable of achieving objectives as demonstrated by successful completion of my degrees.
• Can create an enthusiastic environment and make learning a happy journey among children.
• Ability of full decision-making and working under pressure as well.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research Method in Education(Qualitative): Impact of Principal’s Non-Facilitative Attitude on Teachers
• Research Method in Education(Quantitative): Causes of success of tuition culture
• Thesis writing-Capstone 2: Private tuitions, a social phenomenon

WORK EXPERIENCE:
Grade 1 and 2 Teacher (Oct10-Oct14) ASMA’S ACADEMY, Karachi
• Montessori Directress (May07 – May09) ASMA’S MONTESSORI, Karachi Class Teacher

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Books and Novels
• Listening to Music
MONA MINHAZ ALI JINDANI
m.jindani14@gmail.com
Date of Birth: 14/01/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Educational Management, Graduation: 2017
• Cumulative GPA: 3.35

ELECTIVES:
• Gender Studies Early childhood development
• Strategic management issues in education

AKUH-HDP
• Advance Diploma in ECD, 2013

Premier College
• B.Com, 2010
• 2nd Division (53.36%)

Govt. Dehli College, Karachi
• Higher Secondary Certificate, 2008
• A Grade (70.18%)

Nasra School, Karachi
• Secondary School Certificate, 2006
• B Grade (66.35%)

SKILLS:
• Multitasker
• Flexibility
• Adaptability
• Quick Learner

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Human Resource Management: Employee Job Satisfaction at your workplace.
• Strategic Management and issues in education: Lack of Professional teachers.
• Psychology and Learning: Early Learning in Day care and Home Settings
• Quantitative Research: Relationship between Teacher’s training and student outcome in Pakistan
• Principles of Marketing: Marketing strategies of K&Ns
• Thesis Project: Impact of parental Self-Esteem on child development

INTERNSHIP/WORK EXPERIENCE:
• Aga Khan Education Service Pakistan, Academic Advisor, CD, July 2017 till date
• AKUH-Centre for Early Childhood Education, Associate, July 2015 to Jan 2017
• The Academy, Home Teacher, March 2013 to June 2015
• SMS Aga Khan School, Assistant Teacher, April 2012 to March 2013.
• AKU-IED, Internship in Faculty Office, March 2009 to April 2009

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Trainer and Educator
• Counselling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Educational Management, Graduation: Spring, 2017
• Cumulative GPA: 3.35

ELECTIVES:
• Gender Disparity in Education
• Teacher Education
  • Knowledge Management

NED University of Engineering and Technology, Karachi
• Bachelor of Engineering (Bio-Medical Engineering), 2010
  • (63.99)

Foundation Public School, Karachi
• A – Levels, 2005
  • 1C

Jafar Public School, Karachi
• O - Levels, 2003
  • 3 As, 4 Bs & 2 Cs

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 01/01/2015 to 20/05/2017

SKILLS:
• Proficient in MS Office (Word, Excel, Powerpoint) and ManageBac

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research Methods in Education (Qualitative): An action based research was conducted on “Effectiveness Of Inquiry Based Learning In Teaching Chemistry to IB DP Students In Pakistan”
• Research Methods in Education (Quantitative): Teacher motivation and Job Satisfaction in Private Schools
• Capstone Project: Teacher motivation and job satisfaction in Public and Private Schools in Karachi

INTERNSHIP/WORK EXPERIENCE:
BeaconHouse School System, IB DP Chemistry Instructor, from 05/2015 to [Date]
• DP Chemistry instructor, ManageBac administrator and part of Examination Committee
The International School, IB Chemistry Instructor, from 07/2014 to 05/2015
• IB Chemistry Instructor for MYP 4 and 5
Foundation Public School, O-Level Teacher from 09/2013 to 07/2014
• O Levels Chemistry and Biology Teacher
The City School, O-Level Teacher from 08/2011 to 09/2013
• O Levels Chemistry and Biology Teacher

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Educational Management, Graduation: 2017
• Cumulative GPA: 3.53

ELECTIVES:
• Gender Disparity in Education
• Teacher Education
• Knowledge Management

FAST – National University of Computer and Emerging Sciences, Karachi
• Bachelor of Science (Computer Science), 2005
• Cumulative GPA: 2.84

Foundation Public School, Karachi
• A – Levels, 2001
• 1 B

Happy Home School, Karachi
• O - Levels, 1999
• 4 As, 2 Bs & 2 Cs

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 01/01/2015 to 20/05/2017

SKILLS:
• Proficient in MS Office (Word, Excel, Powerpoint)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research Methods in Education (Qualitative): An action based research was conducted on “Effectiveness Of Inquiry Based Learning In Teaching Chemistry to IB DP Students In Pakistan”
• Research Methods in Education (Quantitative): An empirical comparative study was conducted on “Employee Development in Conventional and Islamic Banks in Pakistan”
• Capstone Project: A research was conducted on “Exploring The Factors That Affect The Transfer Of Training In Banks In Pakistan”

INTERNERSHIP/WORK EXPERIENCE:
HBL, Internal Control Unit, Manager - ICU from 06/2014 to [Date]
• Responsible for conducting various OffSite and Thematic reviews, and development and maintenance of the ICU System.

MCB Bank Limited, Manager Compliance from 10/2008 to 07/2014
• Responsible for conducting compliance review and monitoring of various relevant Business Products and Processes along with Compliance Implementation (New Product Approval Program)

Samba Bank, Assistant Manager from 10/2006 to 10/2008
• Responsible for tracking and monitoring the resolution of the outstanding the entries in the Branches and at Head Office

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading
• Conducting workshops / trainings
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Educational Management, Graduation: 2017
• Cumulative GPA: 3.02

ELECTIVES:
• Managing Higher Education Institutes
• Strategic Management of School and School System
• Quality Assurance in Education
• Early Child Development

Govt. Girls College of Commerce and Economics, Karachi
• Bachelor of Commerce, 2009
• 1st Division

KMA School, Karachi
• Higher Secondary Certificate, 2007
• B Grade (68.91%)

H.M Tiny Tots Secondary School, Karachi
• Secondary School Certificate, 2005
• B Grade (66.24%)

HONOURS / ACHIEVEMENTS:
• Financial Assistance from IoBM from Fall 2014-Summer 2017

SKILLS:
• Arranging inter-house competition
• Conducting remedial classes
• Parents counseling
• Book review
• Counseling underachievers
• Integrating curriculum through ICT
• Selecting items, Item analysis& marking
• Reflective writing.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Researching on Thesis “Perception of Teachers on students’ lifelong learning skills”, 2016
• Presented research paper “Impact of fathers involvement in academic growth of daughters” at Research Synopsis at IoBM, 2015

WORK EXPERIENCE:
PROGRESSIVE PUBLIC SCHOOL from February 2016 to Present
• History & Geography

DAWOOD PUBLIC SCHOOL from August 2014 to January 2016
• History & Geography

M.C.H SCHOOL from September 2012 to May 2014
• English, Maths & Science

HABIB PUBLIC SCHOOL from May 2012 to September 2012
• English, Maths & Science

AGA KHAN SCHOOL from April 2010 to April 2012
• Early Childhood Educator

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Voluntary service in community
• Counseling service in community
RABIA SALEEM  
rabialeo@hotmail.com, std_15507@iobm.edu.pk  
Date of Birth: 08-08-1990

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

ELECTIVES:
• Managing Schools and School Systems  
• Marketing Education Services  
• Gender Studies in Education  
• Strategic Management Issues in Education

Ilma University, Karachi  
• BBA, 2012  
• Cumulative GPA: 3.15

Govt. Degree College Stadium Road, Karachi  
• Higher Secondary Certificate, 2009  
• C Grade (56.64%)

The Islamic Public School, Karachi  
• Secondary School Certificate, 2006  
• B Grade (68.35%)

HONOURS / ACHIEVEMENTS:  
• Awarded 50% Merit Scholarship at IoBM from August 2014 to December 2015

SKILLS:  
• Conflict resolution skills  
• Interpersonal skills  
• Critical thinking skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:  
• Thesis: In-Service Training of School Teachers – A contributing factor influencing students’ learning outcomes and achievements  
• Marketing Education Services: Marketing Plan for a Preschool  
• Academic Writing and Seminar Skills: Quantitative Research Proposal – ICT Enriches ECE Classroom  
• ICT in education: ICT Training Design for Novice Teachers  
• Gender Studies in Education: Gender Analysis Framework  
• Developing a Research Project: Research Symposium

WORK EXPERIENCE:  
Kiran Foundation, Academic In-charge, from March 2015 to date  
• Oversees the day to day operations of a preschool centre related to assessment and evaluation, curriculum plan and change, recruitment and in-service training of novice and veteran teachers.

EXTRACURRICULAR ACTIVITIES/HOBBIES:  
• Reading  
• Cooking and eating  
• Serve as a General Secretary in World Memon Organization Youth Wing Pakistan Chapter  
• Served as a Managing Committee Member at Memon Professional Forum
SHARIQ MUSTAFA KHAN
std_14275@iobm.edu.pk
Date of Birth: 30/07/1988

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Environmental & Energy Management, Graduation: Summer, 2017
• Cumulative GPA: 3.51

ELECTIVES:
• Air & Noise Pollution Management
• Climatic Changes and its Impact
• Research & Survey Methodology
• Safety, Health & Environmental Management
• Coastal Environment and Management
• Risk & Disaster Management
• Renewable Energy & Energy Conservation
• Energy Sources & Environment

University of Karachi
• Bachelors of Engineering (Chemical), 2010
• 1st Division (67.91%)

Govt. Dehli College, Karachi
• Higher Secondary Certificate, 2006
• A Grade (71.45%)

S.M. Public Academy, Karachi
• Secondary School Certificate, 2004
• A1 Grade (84.24%)

SKILLS:
• Proficient in using miscellaneous process design software.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Air & Noise Pollution Management: Air Pollution in Major Cities of Pakistan and mapping of different pollutants on Pakistan map using Surfer Software
• Coastal Environment and Management : Ocean Thermal Energy Conversion (OTEC)
• Energy Sources & Environment: Waste Heat Recovery from Cement Industry
• Risk & Disaster Management: National Disaster System and Laws in Pakistan
• Safety, Health & Env. Management: Ship Breaking, A Global Environmental, Health & Labor Challenge

WORK EXPERIENCE:
GASCO Engineering Pvt. Ltd., Process Engineering, Senior Process Engineer from Nov., 2016 to date
• Responsible for providing process solutions to oil & gas national and international companies.

• Responsible for providing process solutions to oil & gas national and international companies.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading about environmental friendly technologies and practices.
• Reading about safe work practices and technologies regarding oil & gas exploration/production.
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance, Graduation: 2017
- Cumulative GPA: 3.06

ELECTIVES:
- Merger & Acquisition
- Corporate Finance
- Financial Modeling
- Risk Theory & Solvency

Institute of Business Management, Karachi
- Bachelor of Science, 2015
- Cumulative GPA: 2.53

DA SKBZ College, Karachi
- Higher Secondary Certificate, 2010
- B Grade (58.73%)

DA SKBZ High School, Karachi
- A Grade, (74.82%)

HONOURS / ACHIEVEMENTS:
- Awarded External Semester program to attend a semester at University of Florence, Italy.

SKILLS:
- Technical Analysis
- Technical Printing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
- Financial modeling: Done the Valuation of Lucky Cement through DCF, FCFF & FCFE Valuation
- Merger & Acquisition: Done the valuation of FIAT Auto Company, in Florence, Italy

INTERNSHIP/WORK EXPERIENCE:
AKD Commodities (Pvt) Ltd, Sales & Trading Department, Business Development Executive from 05/2015 to 08/2016
- Trade Dealings of Customers Investments with consent of customer.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Member of Finance Society
- Member of SHRS
BAKHTAWER ABDULLAH

Std_13404@iobm.edu.pk
Date of Birth: 27/04/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Finance, Graduation: 2017
• Cumulative GPA: 3.66

ELECTIVES:
• Project Appraisal
• Advanced Financial Accounting
• Behavioral Finance
• Economics of Islamic Finance

Institute of Business Management (IoBM), Karachi
• Bachelors of Science (Actuarial Science and Risk Management), Graduation: 2015
• Cumulative GPA: 3.45

DA Degree College for Women, Karachi
• Higher Secondary Certificate, 2011
• B Grade, (61.36%)

DA Model School, Karachi
• Secondary School Certificate, 2009
• A1 Grade, (82.12%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 01/01/2013 to 12/01/2013 and from 09/01/2016 to 12/01/2016

SKILLS:
Employed with team-work, inter-personal skills and spark for excelling in key analytical and new initiatives. Also have statistical software skills like Statistical, Eviews and Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone I: PEPSICO – Conducted gap analysis of 600 T20 outlets across Karachi for identifying trade pain points and value opportunities for vertical & horizontal growth
• Capstone II: Zack Cheese – Feasibility studies for Cheese – Detailed Financial Model
• Project: Evaluated Fama and French five factor model in comparison with three factor model – A study on KSE-100 Index

WORK EXPERIENCE:
Telenor Microfinance Bank, Risk, Risk Analytics from 01/2016 to Present
• Working on Analytics related to Credit Risk

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member – The Management Society, IOBM, Responsibilities: Marketing and Management of society’s events
• Member – Organizing Committee, DHA College for Women, Responsibilities: To organize a farewell event
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.25

ELECTIVES:
• Analysis of Financial Statements
• Financial derivatives & Risk management
• Financial Modeling
• Asset Liability Management

CFA Institute, USA – (2017 - Present)
• Chartered Financial Analyst – Finance, Level 2 Candidate

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Finance, 2015
• Cumulative CGPA: 2.85

Govt. Arts and Commerce College, Larkana
• Higher Secondary School Certificate, 2011
• A Grade, (78.27%)

Govt. St. Joseph High School, Larkana
• Secondary School Certificate, 2009
• A-1 Grade, (81.65%)

SKILLS:
• Portfolio Management
• Corporate Finance
• Proficient in MS-office
• Relationship Management
• Financial Analysis
• Strong interpersonal and analytical skills

HONOURS / ACHIEVEMENTS:
• 1st Position in HSC Part-I in B.I.S.E Larkana with 84.5%.
• Awarded Financial Assistance from Sindh Endowment at IoBM in 2nd year.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial modeling and report on Engro Fertilizers Limited and Oil & Gas Development Company Limited.
• Financial analysis report on returns generated from a specific Investment Portfolio along with setting up a business.
• Report on impact of credit risk on bank’s profitability.
• Corporate finance project on dividend payout policy of United Bank Limited and Meezan Commercial Bank.
• Financial derivatives project on mock trading in Pakistan Merchantile Exchange for 6 weeks.

WORK EXPERIENCE:
Magnus Investment Advisors Limited: Assistant Manager – Portfolio Management (April 2016 – Present)
• Responsibilities include:
  • Managing retirement funds of multinational / local corporations’ valuing approximately PKR 6 billion.
  • Executing the client performance reporting function in its entirety.
  • Re-balancing portfolio and providing investment recommendations to institutional clients.
  • Maintaining relationship with existing clients and ensuring compliance with local Portfolio Management rules and regulations.
  • Obtaining and analyzing quotations from different banks for carrying out fixed income trades.

EXTRACURRICULAR ACTIVITIES:
• Reading novels, magazines & newspapers
• Playing cricket, table tennis and snooker
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Finance, Graduation: 2017
• Cumulative GPA: 3.32

ELECTIVES:
• Financial Modeling
• International Finance
• Portfolio Management
• Islamic Banking and Finance

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Spring, 2015
• Cumulative GPA: 3.15

Eagle House Higher Secondary School, Tando Allahyar
• Higher Secondary Certificate, 2011
• A Grade (77 %)

Pak Singhar Government High School, Tando Allahyar
• Secondary School Certificate, 2009
• A1 Grade (85%)

SKILLS:
• MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Modeling: Developed Financial Model for Lucky Cement for 5 years financials projections.
• Portfolio Management: Prepared an artificial portfolio for institutional investors
• International Finance: Role of Correspondent Banking Relationship in Financial Institution.
• Islamic Banking and Finance: Sukuk and its importance and underlying asset.
• Analysis of Financial Statements: Financial Analysis for Pak Suzuki for last 5 years.
• Treasury and Fund Management: Impact of Market Risk on profitability of Banks.

INTERNSHIP/WORK EXPERIENCE:
Standard Chartered Bank- Associate Financial Institution (Feb 2016- Date)
• Looking after all GCC Commercial and Islamic Bank relationships i.e. Financial and AML risk

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Finance Society and The Management Society
• Economic research i.e. Currencies and commodities
• Travelling
SHAHEER AHMED  
Std_17411@iobm.edu.pk  
Date of Birth: 07/12/1991

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

University of Florence, Italy (Three (3) Electives through Student Exchange)  
• Cumulative G.P.A: 3.67

ELECTIVES  
• Merger, Acquisition and Valuation  
• Applied Corporate Finance  
• Risk theory and Solvency Models

University of Karachi  
• Bachelors of Commerce (Commerce), 2012  
• 2nd Division

Al-Hamd College of Professional Education (ACPE) Karachi  
• Higher Secondary Certificate, 2010  
• A Grade (73.09%)

White House Grammar School Karachi  
• O - Levels, 2008

SKILLS:  
• Microsoft Skills (ICAP certified)  
• Conflict Handling  
• Team Work  
• Team Leader

TERM PAPERS / RESEARCH WORK / PROJECTS:  
• Valuation of Companies Based on one Italian Company (FCA), one Private Company (Levi Strauss & Co.), one Utility Sector business (Duke Energy Corp.) and one International Company (Ferrari SPA) at University of Florence.  
• Financial management and procedure of 5 medium sized Firm in Financial Management.  
• MBR: Research project on perception of students in experiential learning  
• Project Appraisal: Feasibility on a furniture plant.  
• Marketing strategies and value innovation: Blue Ocean application on UFONE  
• Enterprise Resource Planning project on Odoo (ERP).  
• Wireless transformation innovation in Technology and Innovation Strategy Course.

CAPSTONE PROJECT:  
• Capstone project for SMEDA to analyze impact of CPEC on SME’s of Pakistan.  
• Revising guidelines of Assets Backed Securities with US Aid and State Bank of Pakistan

INTERNSHIP/WORK EXPERIENCE:  
• Institute of Chartered Accountants of Pakistan, Internship, Technical services department from May to September 2016

EXTRACURRICULAR ACTIVITIES/HOBBIES:  
• Cricket Badminton, Ludo, FIFA and Car Racing games  
• Reading Books related to my courses  
• Cooking  
• Active on social networks
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative CGPA: 3.20

  ELECTIVES:
  • Project Appraisal
  • Financial Modelling

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA) Major in Finance, 2015
• Cumulative CGPA: 3.20

  ELECTIVES:
  • Analysis of Financial Statements
  • Treasury & Fund Management
  • Portfolio Management
  • Risk Management

Cadet College Sanghar (CCS), Sanghar
• Higher Secondary Certificate (Pre-Engineering), 2010
  • A-1 Grade, (86.18%)

Cadet College Sanghar (CCS), Sanghar
• Secondary School Certificate (Science), 2008
  • A 1 Gade, (92%)

EXPERIENCE:
• Bank AL Habib Limited: Relationship Associate – Commercial Credits (August 2015 – Present) Responsibilities include:
  • Ensuring due diligence and quality assurance and preparation of Credit Line proposals.
  • Ensuring that customers are properly attended and their day-to-day problems and queries are taken care of, particularly with respect to credit matters.
  • Marketing BAHL Asset and Liability products and to take part in achieving targets set for the department.
• Meezan Bank Limited: Intern – Corporate & Investment Banking Department (March 2015 – July 2015) Responsibilities included:
  • Analysis of Financial Statements
  • Industry Analysis
  • Development of Financing Proposal

HONOURS / ACHIEVEMENTS:
• Awarded scholarship during graduation years at IoBM.
• Secured 2nd Position in Entire Mirpurkhas Board in Intermediate (HSC – II) with 86.18%.
• Nominated for Badge of Honour, College’s 2nd Highest Student Award, in 2010.
• Participated in Inter Cadet Collegiate Essay Writing Competition.

SKILLS:
• Interpersonal skills
• Communication skills
• MS Office
• Number Aptitude skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Treasury & Fund Management: Report on Impact of Credit Risk on Bank’s Profitability.
• Risk Management: Analysis of Risks of Fixed Income Funds in context of Local Mutual Fund Investment Industry.

EXTRACURRICULAR ACTIVITIES:
• Attended "Investment and Saving “seminar (How to invest and save on daily basis) at IoBM, Karachi.
• Participated in 2-days ERP-SAP workshop at IoBM, Karachi
AAQIB ALI
aaqibali09@hotmail.com
Date of Birth: November/14/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.77

ELECTIVES:
• Portfolio Management
• Project Appraisal
• Investment Analysis
• Risk Management

Government College of Commerce and Economics, Karachi
• Bachelors in Commerce
• 1ST Division

Commecs Institute of Business and Emerging Sciences (CIBES), Karachi
• Higher Secondary Certificate, 2010
• A1 Grade (83.36%)

Shaheen Public School, Karachi
• Secondary School Certificate, 2008
• A1 Grade (88.88%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from Spring 2015- Spring 2016
• Awarded Merit Scholarship at CIBES for Securing Highest %age in HSC-1 exams

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

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Organizational Behavior: Change Management Implementation of T24 Software
• Methods in Business Research: Effectiveness of Social Media Advertisements
• Portfolio Management: Financial modelling for Lucky Cement

WORK EXPERIENCE:
• State Bank of Pakistan, Interned, 6 weeks
• TPL Properties Ltd, Interned, 6 weeks
• National Bank of Pakistan, Interned, 6 weeks
• Habib Metropolitan Bank, Interned, 6 weeks

EXTRA CURRICULAR ACTIVITIES / HOBBIES:
• Internet Surfing
• Books
• Playing cricket
EDUCATION:
Institute Of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Majors in Finance, Graduation: 2017
- Cumulative GPA: 3.04

Institute of Chartered Accountants of Pakistan (ICAP)
- Certificate in Assessment of Fundamental Competencies (AFC) passed.
- Certificate in Accounting and Finance (CAF).

National College Of Arts/Karachi University
- B.Com, 2012
- 2nd Division

DJ Science College, Karachi
- Higher Secondary Certificate, 2010
- B Grade (64%)

Gulshan-E-Iqbal Secondary School, Karachi

PROFESSIONAL EXPERIENCE:
- Calculation of net asset value on daily basis of the assigned funds and separately managed accounts.
- Bank reconciliation of all accounts of assigned funds and separately managed accounts SMAs.
- Ensure all the income and expense accruals, transfer of funds, and other necessary vouchers are timely and accurately recorded.
- Monthly reporting to State Bank of Pakistan, SECP and MUFAP.
- Profit working reconciliation as well as reconciliation of dividend income.

SKILLS:
- MS Office
- Team Work
- Communication skills

MAJOR TERM PAPERS:
- Capstone Project 1: This project was for HBL to identify which type of internal audit practices, whether traditional or risk based internal audit practices adopted by HBL.
- Capstone Project 2: This project was for CDC to identify reasons behind low investor base in mutual fund industry of Pakistan.

EXTRACURRICULAR ACTIVITIES:
- Discover new places.
- Play Cricket.
- Watch movies.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.64

ELECTIVES:
• Entrepreneurial Finance
• Financial Derivatives and Risk Management
• Financial Modelling for Investment Decision
• Project Appraisal

Institute of Business Management (IoBM), with Karachi
• Bachelor of Business Management (BBA), 2015
• Cumulative GPA: 3.26

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2011
• A Grade, (70%)

Shamsi Society Model School, Karachi
• Secondary School Certificate, 2009
• A 1 Grade, (86.58%)

HONOURS / ACHIEVEMENTS:
• Awarded financial assistance during graduation years at IoBM
• Letter of appreciation for making robust MS ACCESS database for SBP-BSC compliance department.

SKILLS:
• Financial modeling • Strategy Formation
• Command in MS Word, MS PowerPoint, MS Excess, MS Access and internet browsing and searching • Good administrative skills, verbal, communication and interpersonal skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Entrepreneurial Finance: Business Model of Waste Heat Power Plant.
• Derivatives: Financial Model of HUBC Power Company.
• Financial Institution: Investment Portfolio / portfolio analysis by investing in different market derivatives.
• Quantitative Business Analysis: 9th Mathematics colloquium of IoBM / served as a finance head.
• Human Resource Management: HR summit for Leadership 2013 / Served as the head of Finance.
• Pakistan Economic Policy: Circular Debt of Pakistan / a brief report on the grounds of circular debt.
• Marketing Management: Launch of a new product / business plan of an innovative movable high heels.

INTERNSHIP
State Bank of Pakistan, Internal Audit Department, Duration of internship from June 2015 to July2015
• Worked on risk assessment framework of internal audit department
SeaLink Shipping Dubai, Finance Department, Duration of internship from May 2014 to July2014

EXTRACURRICULAR ACTIVITIES:
• Member event management at Speech Society • Member Finance at Mathematics society of IoBM
• Member creative at Marketing Society of IoBM • Member community services at Rotaract IoBM
• Senior Member at Children museum for health and science UNO
• Run online business of Dough jewelry

HOBBIES:
• Thoroughly enjoy photography, jewelry making, travelling, horse riding, socializing, reading literature and teaching.
BILAL ANJUM
bilalanjum22@gmail.com
Date of Birth: 25/06/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.25

ELECTIVES:
• Financial Derivatives and Risk Management
• Behavioral Finance
• Debt and Equity Markets
• Entrepreneurial Finance

University of Karachi (UoK), Karachi
• B.Com, 2012
• 2nd Division

Institute of Chartered Accountants of Pakistan (ICAP), Karachi
• CA (Foundation), 2012

Army Public College, Malir Cantt, Karachi
• Higher Secondary Certificate, 2008
• C Grade (58.82%)

Fazaia Inter College, Malir Cantt, Karachi
• Secondary School Certificate, 2006
• A Grade (73.80%)

SKILLS:
• MS-Office
• Good Analytical and communication skills
• Detailed-oriented
• Good writing and listening skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1: Customer’s perception towards Islamic banking in Pakistan.
• Capstone Project 2: Economic impact of financial sector of Pakistan.
• Seminar in Business Policy: Impact of contractual employment on the productivity of employees.
• Introduction to Organizational Psychology: Survey on employee’s motivation, job satisfaction & turnover intention at workplace.
• Methods in Business Research: Research on online apparel shopping.
• Consumer Behavior: Behavioral study of customers at Karachi malls.

INTERNSHIP EXPERIENCE:
Sanofi Pakistan Limited, Human Resource Department-Industrial Affairs, Intern from May 2017 to June 2017
• To assist HR-Manager regarding day to day HR related work.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Table Tennis, Cricket
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.11

ELECTIVES:
• Takaful and Risk Management in Islamic Products
• Treasury and Fund Management
• Debt and Equity Markets
• SME and Micro-financing

Institute of Business Management, Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.66

Southshore School for A-levels Studies, Karachi
• A-Levels, 2010
• 1B and 2C’s

St. Michaels Convent School, Karachi
• O-Levels, 2008
• 2As, 5Bs and 2Cs

HONOURS / ACHIEVEMENTS:
• Attended Young Leaders Conference at LUMS
• Presented Entrepreneurship Business Plans to Dean during graduation year at IOBM

SKILLS:
• Computer skills Microsoft Office, Excel and SPSS
• Analytical and Presentation skills
• Good written and verbal communication
• Number crunching

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Portfolio Management: Monetary Policy effect on Karachi Stock Exchange
• Analysis of Pakistani Industry: Circular Debt and its effect on Pakistani Economy
• Corporate Finance: How Borrowing Affects Earnings per share, Risk and Return.
• Capstone Projects in the final year of MBA.

INTERNSHIP/WORK EXPERIENCE:
State Bank of Pakistan – Strategic and Corporate Planning Department (INTERNSHIP)
National Bank of Pakistan – Treasury Department (INTERNSHIP)
Bank AL Habib Limited – Foreign Trade Officer (May 2016-Present)

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Reading Articles Online
• Football
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
  • Cumulative GPA: 3.58

ELECTIVES:
• Entrepreneurial Finance
• Project Appraisal
• Financial Derivatives
• Financial Modeling for Investment Decisions

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration, 2015
  • Cumulative GPA: 3.29

Commecs Institute of Business and Emerging Sciences, Karachi
• Higher Secondary Certificate, 2011
  • A Grade, (79.0%)

St. Patricks’ Girl’s High School, Karachi
• Secondary School Certificate, 2009
  • A 1 Grade, (83.29%)

SKILLS:
• Good leadership abilities as leading a small team at office in a very short time.
• Good Inter personal skills while dealing with people during projects.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Devising Strategies for corporate conventional and Islamic Banking
• Capstone 2: Financial Feasibility Analysis of Impact Investment Projects
• Financial Modeling: Financial Model on Nishat Chunian Power Ltd
• Entrepreneurial Finance: Entrepreneurship in Pakistan/ Financial viability of Pyrolysis Plant
• Investment Banking & Security Analysis: Uses and Abuses of Financial Derivatives
• Financial Institution: Products selection and return analysis for Portfolio Management

INTERNSHIP/WORK EXPERIENCE:
Habib Metropolitan Bank, Compliance Department, Project Officer (OGII) from 07/2017 to date
• Reviewing and assisting documents pertaining to CRS, gap analysis of group and local policies and preparation of presentations.

Habib Metropolitan Bank, Management Trainee Officer (OGII) from 09/2016 to 06/2017
• Head office and branch banking training mainly in Corporate/Commercial, Credit Department and Trade.

Dawood Family Takaful (DFTL), Operations and Finance Department, Internee from 05/27/2015 to 07/09/2015
• A great learning in field of Islamic Insurance through practicing Islamic Shariah Compliance

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Ex-Director finance- Social Welfare and Trust (SWAT)
• Reading and writing articles, short stories and poetries.
• Cycling and swimming
MARYAM ATHER
maryam.ather@yahoo.com
Date of Birth: 13/07/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
  • Cumulative GPA: 3.0
  ELECTIVES:
  • Risk Management
  • Portfolio Management
  • Treasury & Fund Management
  • Project Appraisal

Govt. College of Commerce & Economics, Karachi
• Bachelor of Commerce, 2011
  • 1st Division

Govt. College of Commerce & Economics, Karachi
• Higher Secondary Certificate, 2008
  • B Grade (64.36%)

Ladybird Grammar School, Karachi
• Secondary School Certificate, 2006
  • A Grade (74.82%)

HONOURS / ACHIEVEMENTS:
• Organizer of WHY PHY science & technology event by IoBM Society of Egience and Technology.
• Attended workshop on Ethical hacking & Penetration Testing by ACM IoBM Student Chapter.
• Participant of Unilever Talent Hunt 2014.
• Participant of Next Masala Star of Hum TV 2015

SKILLS:
• MS Office
• Trainer of CAPS (Credit Approval Processing System) Software
• Leadership and team management skills
• Capable to mold myself as per the requirement
• Good Interpersonal Communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing: Developed altogether a new healthy juice for SHAN FOODS named “fruitiVeg”.
• Marketing Management: Prepared a case study on the failure of TAPAL ICE TEA.
• Methods in Business Research: Developed a case study on low footfalls on FARID’S supermarket.
• Financial Management: Ratio analysis and comparison on annual reports of consumer goods.
• Advance Financial Management: Report on stock valuation of PSO.
• Risk Management: Report on risk management of NBP.

INTERNSHIP/WORK EXPERIENCE:
United Bank Ltd, Relationship Associate (Credit Review Analyst), Retail Asset from October 2017 to Till Date.
• Analyzing different Credit proposals all over the Region.
Soneri Bank Limited (Main Branch, Karachi), Credit Officer from January 2016 to October 2017
nRecruitment Consulting, Intern in Finance Department from July 2015 to September 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Marketing Director of Society of Egience and Technology of IoBM.
• Member of Digicon Informatics Society of IoBM.
• Net surfing.
• Watching movies.
AISHA ATHER RAHMAN

aisha.ather.rahman@gmail.com

Date of Birth: 12/05/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.63

ELECTIVES:
• Financial Modeling for Investment Decisions
• Risk Management

Institute of Business Management (IoBM), Karachi
• Bachelors of Science (Economics & Finance), 2015
• Cumulative GPA: 3.68

Beaconhouse School System, Karachi
• A–Levels. 2011
• 1A* & 2As

Beaconhouse School System, Karachi
• O-Levels, 2009
• 9 As

HONOURS / ACHIEVEMENTS:
• Awarded President’s Merit Scholarship at IoBM, 2014-2015
• Awarded President’s Merit Scholarship at IoBM, 2013-2014
• Awarded Merit Scholarship for at IoBM, 2012-2013
• Awarded 100% Scholarship in A-Levels based on academic performance

SKILLS:
• Writing & Analytical Skills    • Team Player
• Good Communication Skills    • Proficient in MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Modelling For Investment Decisions: Detailed financial model with forecasts & assumptions for Engro Fertilizer
• Risk Management: Analysis of risks present in the Textile Sector of Pakistan
• Capstone 1: Conducted a study for Ephlux on “The Lack of Receptiveness Towards Cloud-Based Customer Experience Solutions in Pakistan”
• Capstone 2: Conducted a study for Meezan Bank Limited on “The Perception and Awareness of Islamic Banking in Pakistan

INTERNSHIP/WORK EXPERIENCE:
Bank Alfalah Limited, Branchless Banking, Assistant Product Manager from June 2016-July 2017
• Managing the Branchless Banking Mobile Wallet Solution
Bank Alfalah Limited, Management Trainee from June 2015-May 2016
• Bank Alfalah’s Strategy Department and Branchless Banking Department for on-the-job training
Silkbank Limited, Human Resource Division from May 2014 – June 2014
• Assisted in the recruitment process of interns for the bank’s summer internship program as well as database updating and maintenance

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Reading
• Home –based content writing jobs
• Watching TV shows and movies
• Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Majors in Finance, Graduation; 2017
- Cumulative GPA: 3.5

ELECTIVES:
- Debt and Equity Markets
- Entrepreneurial Finance
- Financial Modeling for Investment Decisions
- Financial Derivatives and Risk Management

Jinnah University for Women, Karachi
- Bachelor of Business Administration, 2013
- Cumulative GPA: 3.8

St. Joseph’s College for Women, Karachi
- Higher Secondary Certificate, 2009
- B Grade, (65%)

Little Folk’s School, Karachi
- A1 Grade (84.47%)

HONOURS / ACHIEVEMENTS:
- Awarded Merit Scholarship at IoBM from 01/01/2016 to 15/05/2016

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Financial Modeling for Investment Decisions: To predict the financial statements (5 years) for DG Khan Cement and evaluate the company’s value for the very next year.
- Entrepreneurial Finance: to build a business and financial plan for a newly opened business as an entrepreneur for the next five years

INTERNSHIP/WORK EXPERIENCE:
Habib Bank Limited (HBL), Treasury Operations, Treasury Operations Officer from 10/2016 to date
- Reconcile more than 1500 entries per day from the account of HBL maintained with SBP
- Real time Gross Settlement (RTGS) Department
- Support team experience while working directly under GM of five departments.

Habib Bank Limited (HBL), Operations Officer, Global Operations, from 21/04/2014 to 13/10/2016
- Management of Cash vault, receiving and payment of cash, transfers among accounts, clearing, remittances, foreign currency management and transfers overseas(SWIFT)
ANAS AYAZ
anasayaz@gmail.com
Date of Birth: 20/10/1992

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

ELECTIVES:
• Financial Derivative and Risk Management
• Financial Modelling for Investment Decision
• Project Appraisal
• Entrepreneurial Finance

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.69

Commecs College, Karachi
• Higher Secondary Certificate, 2011
• A Grade (70%)

Federal Secondary School, Karachi
• Secondary School Certificate, 2009
• A Grade (73.06%)

HONOURS / ACHIEVEMENTS:
• Runner-up at Lums Leadership Marathon 2015
• Vice-Captain of Commecs college Cricket team
• General Secretary of Marketing Society of IoBM

SKILLS:
• Portfolio Management
• Financial Modelling
• Debt Management
• Proficiency in using MS Excel, MS Word and MS Access.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Modelling for Investment Decision: Financial Model of DGKC.
• Project Appraisal: Feasibility Study for Saima Packaging (Pvt) Ltd
• Corporate Finance: Analysis of Dividend Policies of ICI Pak. and FFC
• Analysis of Financial Statement: Detailed Analysis of Cherat Cement Company
• Investment Banking: Uses and Abuses of Financial Derivatives
• Analysis of Pakistan Industries: Analysis of Fishing Industry of Pakistan

INTERNSHIP/WORK EXPERIENCE:
• BAHL – Islamic, Relationship Associate Corporate Credits 18/09/2016 to date.
• SBT Japan, International Business Development Executive 27/05/2015 to 07/02/2016
• MCB Arif Habib Saving and Investment, Research Department from 03/06/2014 to 29/07/2014
  Assisted in Financial Modeling

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• GS of Marketing Society of IoBM.
• Winning Captain of Inter Society Cricket Tournament
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.82

ELECTIVES:
• Micro Finance and SME
• Treasury and Fund Management
• Project Appraisal
• Entrepreneurial Finance

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 3.83

D.A Degree College for Women Phase VIII, Karachi
• Higher Secondary Certificate, 2011
• A 1 Grade (85.36%)

St. Joseph’s Convent High School, Karachi
• Secondary School Certificate, 2009
• A 1 Grade (87.06%)

HONOURS / ACHIEVEMENTS:
• Gold Medalist of BBA (H) and Valedictorian of Batch 2015 at IoBM.
• First Prize Winner of IoBM Business Plan Competition 2016.
• Scholarship holder through IoBM to study for one semester i.e. Fall 2013 at Bilkent University, Turkey.
• Awarded 100% merit scholarship by IoBM (Fall 2012 to Fall 2016).
• Achieved 1st Position in Intermediate dated 4th October 2011.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Entrepreneurial Finance: Constructed Business Plan for a Pyrolysis Plant in Pakistan.
• Project Appraisal: Appraisal report for a Shopping Mall and Residency project.
• Investment Analysis: Analyzed stocks of Turkish companies through Bloomberg database and formed a profitable portfolio.
• Portfolio Management and Financial Derivatives: Mock trading for 4 months in stock and derivatives market of Pakistan.
• Market Research: Conducted research through questionnaire about campus life in Bilkent University, Turkey during the exchange program Fall 2013

INTERNSHIP/WORK EXPERIENCE:
JCR-VIS Credit Rating Company, Rating Department, Assistant Manager from Jul’17 to present
• Credit Analysis of companies, scoring and rating their credit profile as per international standards.
Shajar Capital, Research Department, Research Analyst from Jun’16 to Jul’17
• Financial Modeling of listed stocks and coverage of research reports.
Qineqt PK, Financial and Data Analyst from Sep’15 to Apr’16
• Quantitative financial analysis of companies listed on NYSE.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Novels
• Watching TV Shows

ASFIA AZIZ
asfia.aziz93@gmail.com
Date of Birth: 31/12/1993
HASSAN AZIZ
shaikh hassan aziz@gmail.com
Date of Birth: 12/07/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
  • Cumulative GPA: 3.55

  ELECTIVES:
  • Behavioral Finance
  • Treasury and Fund Management
  • SME and Micro Financing
  • Project Appraisal

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in Finance, Graduation: Spring, 2015
  • Cumulative GPA: 3.33

Private, Karachi
• A – Levels, 2011
  • 1A & 8 1B

Saint Paul's High School, Karachi
• O - Levels, 2010
  • 11 Bs & 1A

HONOURS / ACHIEVEMENTS:
• All Pakistan 2nd Position in HEC Table Tennis (2013-2014)
• Awarded 50% Scholarship by IoBM for high GPA and extra-ordinary performance in sports

SKILLS:
• Microsoft Office
• Qlikview
• SAP
• SQL

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Introduction to Business Finance: Financial ratio analysis on Byco Petroleum for the year (2012-13)
• Treasury: Designed an investment portfolio for a pension fund of Rs. 500m with a return of around 15%
• Marketing Strategies: Value chain analysis of 14th Street Pizza involving direct interaction with the CEO
• Project Appraisal: Feasibility report for a new real estate project

INTERNSHIP/WORK EXPERIENCE:
K-Electric Limited, Management Trainee from July 2016 to present
• Rotations include Business Analytics, Distribution and Treasury
ICI Pakistan, Project Assistant (Jan – May 2016)
• Conducted customer satisfaction survey all over Pakistan to find loopholes in specialty chemicals business
Phillips Pakistan, Finance Intern (June-July 2015)
• Developed SOPs for tasks related to Sales Tax and Income Tax
  Planned and Executed CSR Project in a budget of Rs. 400,000

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• General Secretary of Vanquishers Club (2015)
• Member of Social Welfare Society (2012-Date)
• Captain of IoBM’s badminton team (2015)
• Passion for sports and adventures
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.55

ELECTIVES
• Financial Derivate and Risk Management
• Debt & Equity
• Entrepreneurial Finance
• Financial Modeling and Decision Making

Iqra University, Karachi
• Bachelor of Business Management, 2015
• Cumulative GPA: 3.55

Government College of Commerce and Economics, Karachi
• Higher Secondary Certificate, 2010
• A Grade, (77.27%)

The Wendy School, Karachi
• Secondary School Certificate, 2008
• A 1 Grade (85.18%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM from 01/01/2016 - 05/30/2017

SKILLS:
• MS Office
• Work with team Building
• Communication Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Entrepreneurial Finance: Designed the Business Plan for Thalli Business in IoBM
• Financial Modeling: Analyzed the Financials of ICI Pakistan Ltd. and projected 5 years ahead.
• Capstone project 2: Developing the House Financing Feasibility for National Bank of Pakistan.
• Capstone project 1: Developed the Islamic Liability product for National Bank of Pakistan
• Financial Management: Analyzed the Financial Statement of Bank Alfalah Limited.

INTERNSHIP/WORK EXPERIENCE
Institute of Business Management, Assistant Teacher, from January’17 to Present
Sui Southern Gas Company, Internee, from July 01, 2013 to August 14th, 2013
• Worked in Head Office, Finance Department.
School of Leadership, Internee, 2013
• Worked under the head of event management

HOBBIES:
• Teaching, Reading, Sports
KISA FATIMA ZAIDI

kisafatimazaidi@gmail.com
Date of Birth: 31/08/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA), Major in Finance, Graduation: 2017
  • Cumulative GPA: 3.70

  ELECTIVES:
  • Financial Modelling & Investment Decisions
  • Investment Analysis
  • Risk Management
  • Marketing of Financial Services

Institute of Business Management
• Bachelor of Business Administration, 2014
  • Cumulative GPA: 3.07

Cordoba School for A-level, Karachi
• A-levels in Economics, Accounts & Mathematics in 2010
  • 3 As

   Falconhouse Grammar School, Karachi
• O-Levels, 2008
  • 5As, 2Bs, 2Cs

SKILLS:
• Microsoft Office, 2010
• Internet Applications

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Modelling & Investment Decisions: financial modeling of Lucky Cement
• Risk Management: case study and risk analysis of Cement industry
• Investment Analysis: issued mutual funds and made a portfolio and calculated the profit percentage
• Marketing of Financial Services: research on how beneficial was Bank Alfalah’s repositioning from blue to red

INTERNSHIP/WORK EXPERIENCE:
C&M Management Pvt Ltd, Commodity, Money and Foreign Exchange Department from 12th Jan 2015 till 28th Feb 2015
• Monitored the risky clients and coordinated between the front desk and back office. I also calculated the IRD in the FX market and did the job of compliance in the commodity market.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Rotaract
• Reading novels
• Reading economics & finance journals
• Cooking
MASHAL GAJIANI

Date of Birth: 08/23/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Finance, Graduation: 2017
• Cumulative GPA: 3.59

ELECTIVES:
• Takaful and Risk Management in Islamic Products
• Economics of Islamic Finance
• Behavioral Finance
• Entrepreneurial Finance

Institute of Business Management (IoBM), Karachi
• BS Actuarial Sciences and Risk Management
• Cumulative GPA: 3.75

The City School, PAF Chapter, Karachi
• A–Levels, 2011
• 3 A*s

The City School, PAF Chapter, Karachi
• O - Levels, 2009
• 8 A’s and 1 B

HONOURS / ACHIEVEMENTS:
• Awarded with President Merit Scholarship (2013-2014)
• Achieved 3rd position in CAMS accounting quiz held at FPS
• Achieved 1st position in debating competition held at The City School PAF chapter
• Student council member at school (Prefect for years and Deputy Head girl in O levels
• Assistant Committee Director of SOCHUM in CBMUN 2014

SKILLS:
• Strong Analytical and Communication Skills
• Microsoft Office- Word, Excel, PowerPoint, SPSS and EVIEWS

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Developed a Marketing Plan for NAFA to attract youth towards Mutual Funds
• Capstone 2: Developed a franchising model for Telemart

WORK EXPERIENCE:
• E Lance work for writer’s guild

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of Literary and Public Speaking Society
• Helped in organizing charity events and year end farewell
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.71

ELECTIVES:
• Debt and Equity Market
• Financial Derivatives
• Treasury and Fund Management
• Entrepreneurial Finance

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons), 2015
• Cumulative GPA: 3.46

The Lyceum School, Karachi
• A-Levels, 2011
• 1A*, 1A, 2B

Dawood Public School, Karachi
• O-Levels, 2009
• 10 As

HONOURS / ACHIEVEMENTS:
• Reached in semi-final round of Unilever Talent Hunt
• Secured 10As in O-Levels

SKILLS:
• Professional knowledge of Microsoft Office
• Familiar with Mandarin (Chinese Language)
• Basic knowledge of SAP ERP
• Experience of APA format writing style

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 2: Development of “Yaqeen NOWPDP Recruitment Service”
• Capstone 1: Financial feasibility of Gallus – label printing machine, for Ehtesham Packages
• Strategic Marketing: Value innovation at Dolmen group
• Entrepreneurial Finance: Complete business plan of Hydroponic farming

WORK EXPERIENCE:
Optimus Capital Management, Research Analyst from 02/13/2017 to current
• Equity research analyst of power sector of Pakistan
Primatics Financial, Implementation, Associate Business Analyst from 10/19/2015 to 01/20/2017
• Understand the requirement of the clients and implement it on our software “Evolv”
• Member of Strategic Human Resource Society.
• Social work at SIUT, TCF, IRC and Dar-ul-sakun
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.24

ELECTIVES:
• Financial Modelling
• Risk Management
• SME & Micro Finance
• Behavioral Finance

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, (Accounting & Finance), 2015
• Cumulative GPA: 3.02

Beacon House School System, Karachi
• A – Levels, June 2011
• 1A & 3Bs

Beacon House School System, Karachi
• O - Levels, 2009
• 5As, 2Bs, 2Cs

HONOURS / ACHIEVEMENTS:
• Awarded merit scholarship at Beacon House from June 2009 to June 2010
• Awarded merit scholarship at Beacon House from June 201 to June 2011

SKILLS:
• Professional experience in regard to
• Proficient user of Microsoft Excel, Word, compliances of brokerage house.
• PowerPoint
• Professional experience in regard to financial analysis of the companies

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1 : Risk & Return of Pakistan Stock Market for CDC
• Capstone 2 : Risk & Return of Bond Market of Pakistan for CDC
• Corporate Finance: Impact of Borrowing on Firm Size, Profitability and Capital Expenditure in the Food Industry
• Treasury Fund Management: Impact of credit and default risk on the profitability of commercial banks
• Analysis of Financial Statement: 10 years analysis of Pakistan Auto Mobile Industry

INTERNSHIP (S)/WORK EXPERIENCE:
Munir Khanani Securities, Compliance & Trading Department from 02/06/2014 to till date
• Executive Officer , Managing Compliance & Portfolio
• I worked as an intern and was responsible for monitoring compliances and also acted as an Equity Dealer

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of Management Society and was
• Cricket involved in hosting event Mad venture 2012 and
• Politics Emerge 2013
• Socializing
• Assisted in initiating a Donation Drive 2010 flood
• Reading Express Tribune victims
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master in Business Administration (MBA), Majors in Finance, Graduation: 2017
- Cumulative GPA: 3.26

ELECTIVES:
- Behavioral Finance
- Project Appraisal
- Debt and Equity Market
- Entrepreneurial Finance

Institute of Business Management (IoBM), Karachi
- Bachelor of Actuarial Science and Risk Management, 2016
- Cumulative GPA: 3.01

The City School, Karachi
- A–Levels, 2011
- 2Cs

Aitchison Model School, Karachi
- O–Levels, 2009
- 1A & 4Cs

HONOURS / ACHIEVEMENTS:
- Have been a part of model united nation CSMUN (2010)
- Member of green living association (social service society, 2010)
- Participated in Maths Competition in A Levels

SKILLS:
- Efficient in Word, Excel, PowerPoint
- Efficient in SPSS
- Efficient in EVIEWS software
- English (fluent), Urdu (fluent), Arabic (Beginner)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Econometrics: research report on “The Determinants of Import Demand In Pakistan” using Eviews
- Methods of Data Analysis: research report on “Diamond Ring Pricing Using Linear Regression” using SPSS
- Final Year Project on “Computation of Market Risk Using Black Scholes Put Premium”
- Capstone project I: research work on “Electric Vehicle Industry in Pakistan”
- Capstone project II: research work on “Mutual Fund Market of India and Pakistan”

INTERNSHIP/WORK EXPERIENCE:
JS Bank, Operation Department, Intern from 07/2016 to 09/2016
- Internee in Operations Department

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Co-founder of academics department in Actuarial Science and Risk Management society of IoBM
- Attended Psoa seminar of Actuaries
- Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.44

ELECTIVES:
• Behavioral Finance
• SME and Micro Finance
• Project Appraisal
• Takaful in Islamic Products

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (Actuarial Science and Risk Management), 2015
• Cumulative GPA: 3.15

The City School, Karachi
• A-Levels, 2011
  • 1A*, 2As & 1B

The City School, Karachi
• O-Levels, 2009
  • 6As, 2Bs

ACHIEVEMENTS:
• High Achiever  O level, 2009
• 50% Merit Scholarship in A Levels
• Participated in Math’s Competition in A Levels

SKILLS:
• Proficient in the use of EVIEWS and SPSS.
• Proficient in the use of Microsoft Word, Excel and PowerPoint.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Econometrics: Research report on “Impact of Exchange Rate on Economic growth” using Eviews
• Portfolio Management: Prepare a report for Attock cement Pvt ltd forecasted the accounts for next 5 years through Financial Modelling.
• Final Year Project: Testing Efficient Market Hypothesis in KSE

WORK EXPERIENCE:
EFU LIFE Assurance, Senior Executive Officer, From October’2015 to December’2016)
• Analyzing risk of life insurance applications and extensive maintenance on processed applications.
• Decision making on life insurance products while obtaining accurate information on the applicant’s credit status and assessment of potential risk in each application.
• Preparation of illustrations for future expected cash flows/investment values while complying with SECP approved guidelines.

Arif Habib Commodities, Finance Intern, from May’ 2015 to July’ 2015)
• Research and business development department, made 4 hourly market commentary reports of commodities.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Co-founder of academics department in Actuarial Science and Risk Management society of IoBM.
• Arranged events and prepared proposals for sponsorship from various leading and reputed companies.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
  • Cumulative GPA: 3.32

ELECTIVES
• Financial Derivatives and Risk Management
• Debt and Equity Market
• Project Appraisal
• Portfolio Management

Institute of Chartered Accountant of Pakistan
• Module A

University of Karachi
• Bachelor of Commerce, 2013
  • 2nd Division, (50.00%)

Public School Larkana
• Higher Secondary Certificate, 2005
  • B Grade (65.81%)

Public School Larkana
• Secondary School Certificate, 2003
  • A Grade (72.35%)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Financial Analysis & Design: Project was to find a financial problematic organization and search the financial problems after that give the recommendations for their solutions.
• Financial Management: Term project was to choose a company and analyze the financial ratios and their interpretation.
• Seminar in Business Policy: This project was to find out the impact of contractual employment on the productivity of employees in organizations.
• Capstone Project: This project was to identify whether the private commercial banks of Pakistan are following risk-based auditing practices or traditional auditing and compare the auditing practices of local banks with the practices of international banks (China, India and UK)

SKILLS:
• Analytical Skills
• Problem Solving
• Excellent Communication Skills
• Decision Making

WORK EXPERIENCE:
• DHQ/THQ Rehabilitation of Hospitals in Sindh, Health Department, Karachi
• Computer Operator / Office Assistant (September 2013 to August 2014)
• AKHUWAT MICRO-FINANCING
• Assistant Marketing & Communications Executive (May 2017 to present)

HONOURS/ ACHIEVEMENTS:
• I was awarded a certificate for the winning the Subject-Based Quiz Competition in 2005.
• Awarded a certificate of “The Ethical Manager” in April 14, 2010.
• I was awarded scholarship for the studies of Masters of Business Administration in IoBM.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Playing Chess and Cricket
• Travelling, Adventure and food
• Reading economics & finance journals on IBP& SMEDA
• Watching movies (Sci-Fi)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Finance, Graduation: 2017
• Cumulative GPA: 3.53

ELECTIVES:
• Takaful and Risk Management
• Project Appraisal
• Economics of Islamic Finance
• Advanced Financial Accounting

Institute of Business Management (IoBM), Karachi
• BS Actuarial Science and Risk Management
• Cumulative GPA: 3.48

The City School PAF Chapter, Karachi
• A-Levels, 2011
• 2 As and 1B

The City School PAF Chapter, Karachi
• O-Levels, 2009
• 7As and 2Cs

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 01/09/2013 to 31/05/2015 and from 01/09/2016 to 31/05/2017
• Member-Literary and Public Speaking Society (September 2013- May 2015)
• Delegate at College of Business Management Model United Nations 2013
• High Achiever O’ Levels (2009)
• 75% Merit Scholarship The City School PAF Chapter A Levels
• Completed 20 hours of Social Work in Dar-ul-Sukoon (2011)
• Best Basket Ball player award (2005)

SKILLS:
• Computer skills including Microsoft Office for the preparation of reports and other documentation and Statistical software skills including Eviews, and SPSS

MAJOR RESEARCH WORK
• Capstone I: Marketing Plan for NAFA funds
• Capstone II: Franchise Plan for Telemart

INTERNSHIP/WORK EXPERIENCE:
EFU Life Assurance, Internal Auditor from 04/2016 to 10/2016
• To assess other departments, such as the Group Life Insurance department, and Takaful department etc., within the organization with the aim of improving efficiency and effectiveness
Inspire School of Advanced Studies, Teacher from 10/2016 to 03/2016
• To prepare the students for their Society of Actuaries Exam 2 (Financial Mathematics) due in April 2016.
Arif Habib REIT Management Limited, Intern from 05/2015 to 06/2015
• To assist the management with launch of Takaful project and on launch of the first listed REIT in Pakistan
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.28

ELECTIVES:
• Entrepreneurial Finance
• Behavioral Finance
• Financial Modeling
• Project Appraisal

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), 2016
• Cumulative GPA: 2.84

Foundation Public School, with Karachi
• A-Levels, 2011
• 1As & 2Ds

Karachi Public School with Karachi
• O-Levels, 2009
• 2As, 6Bs & 2Cs

SKILLS:
• Quick learner
• Teamwork
• Self-Motivated
• I.T. skills including experience in Microsoft Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• International Finance: Role of International Finance Corporation
• Marketing Strategies and Value Innovation: Avari Hotels Blue Ocean Strategy
• Brand Management: Jordana Cosmetics Brand Activation
• Project Appraisal: Feasibility of Hydroponic Farming
• Capstone: Best practices of Asset Backed Securities

INTERNSHIP/WORK EXPERIENCE:
ICI Pakistan, Treasury Department, Internee from 06/13/2016 to 07/25/2016
• Experiential learning by handling routine office tasks

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Articles at Bloomberg
• Reading TED Articles
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Finance, Graduation: 2017
  • Cumulative GPA: 3.09

ELECTIVES:
• Financial Derivatives and Risk Management
• Debt & Equity

• Entrepreneurial Finance
• Financial Modeling and Decision Making

KASBIT University, Karachi
• Bachelor of Business Management, 2015
  • Cumulative GPA: 3.50

Government Degree College of Women, Nazimabad Karachi
• Higher Secondary Certificate, (Pre-Engineering) 2009
  • C Grade (50.36%)

The Educators, Karachi
• Secondary School Certificate, (Science) 2007
  • A1 Grade (80%)

HONOURS / ACHIEVEMENTS:
• Awarded Assistant Researcher at IoBM

SKILLS:
• MS Office
• Work with team Building
• Communication Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Entrepreneurial Finance: Designed the Business Plan for Japanese Restaurant
• Financial Modeling: Analyzed the Financials of GSK Pakistan Ltd. and projected 5 years ahead.
• Capstone project 2: Developing the House Financing Feasibility for National Bank of Pakistan.
• Capstone project 1: Developed the Islamic Liability product for National Bank of Pakistan
• Financial Management: Analyzed the Financial Statement of Bank Alfalah Limited.

WORK EXPERIENCE
• Institute of Business Management, Research Analyst, Finance Department (September’17 - Present)

INTERNSHIP
Pakistan Mobile Communication (Mobilink –JAZZ), Corporate Finance Department from June, 2017 to September, 2017
• Worked in Head Office
Jubilee General Insurance Company, Human Resource Department from April, 2015 to August 31st, 2015
• Worked in Head Office
Macter International Pharmaceutical Company, July 2014
• Worked under the head of Marketing Research Department

HOBBIES:
• Teaching
• Reading
• Sports
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance, Graduation: 2017
- Cumulative GPA: 3.34

ELECTIVES:
- Debt and Equity Market
- Economics of Islamic Finance
- Behavioral Finance
- Advanced Financial Accounting

Institute of Business Management (IoBM), Karachi
- Bachelor of Science (Actuarial Science and Risk Management), 2015
- Cumulative GPA: 3.11

Southshore School, Karachi
- A–Levels, 2011
  - 2B &1D

Aureole High School
- O Levels, 2009
  - 1A, 3BS & 3CS

SKILLS:
- Strong Analytical and Communication Skills
- Microsoft Office- Word, Excel and Power Point.
- SPSS & E views

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Capstone Project 2 – Feasibility Report of setting up a Household Appliances Industry in Gwadar.
- Capstone Project 1 – Feasibility Report of setting up a Marble Industry in Gwadar.
- Forecasting Earning Per Share using Time Series Model

INTERNSHIP/WORK EXPERIENCE:
- Summit Bank, Risk Management, Intern 05/2015 to 06/2016

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Director School Project – Social Welfare and Trust Society
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA: 3.18

ELECTIVES:
• Debt & Equity Market
• Entrepreneur Finance
• Financial Derivatives & Risk Management
• Project Appraisal

University Of Sindh Jamshoro
• Bachelor of Commerce 2014
• B Grade, (62.08%)

Govt. Girls Nazerth College, Hyderabad
• Higher Secondary Certificate (Pre-Medical), 2009
• B Grade, (69.0%)

Jamia Islamia High School
• Secondary School Certificate, 2007
• A Grade, (70.47%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 2015 to 2017
• AFC Pass (Institute Of Chartered Accountants of Pakistan)
• CAF 7 Papers Pass (Institute Of Chartered Accountants of Pakistan)
• Presentation and Communication Skill Course (PCSC) (KnS)
• Secure 2nd Position in debate competition
• Best Corporate Awards 2015
• Best sustainability Awards 2015

SKILLS:
• Microsoft Office (word, Excel, power point)
• Team Player, Quick Learner
• Communication Skills
• Negotiation Skills
• Time Management
• Financial Analyst, Budgeting, Decision Making
• Active Listening Capability to absorb pressure

MAJOR TERM PAPERS
• Research on internal audit department of private commercial Bank and International Banks
• Research on Impact investment Feasibility in Pakistan
• Establish online business (entrepreneur leadership and motivation)
• Feasibility report on steel industry (Project appraisal)

INTERNSHIP
Institute of Chartered Accountants of Pakistan, April 2016 to July 2016
• Department: Directorate of Technical Services Department
SAFA Awards 2015 integrated reporting and report to committees of ICAP and ICMAP
• 6 weeks internship (mid of September 2016 to October 2016)
Institute of Business Management, Department International Cooperation Department, Internee
• Managing Applications of student Exchange Program, Draft emails, Dealing with Applicants, Schedule interviews, Manage Follow ups, Coordinate with supervisor

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Finance Society, Digicon informative society
• Reading Economics & Finance Journals
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance, Graduation: 2017
• Cumulative GPA 3.07

ELECTIVES:
• Investment Analysis
• Project Appraisal
• Analysis of Financial Statements
• Advanced Financial Accounting

Institute of Business Management (IoBM), Karachi
• Bachelors in Actuarial Science & Risk Management, 2013
• Cumulative GPA: 3.04

The Fahims School System, Karachi
• A–Levels, 2009
  • 1 B, 1 C, 1 D

Shahwilayat Public School, Karachi
• O-Levels, 2007
  • 2 A’s, 3 B’s, 3 C’s

SKILLS:
• Good Interpersonal and Problem Solving Skills
• Proficient in MS Word, MS Excel, MS Access, MS PowerPoint
• SPSS
• EVIEWS (Statistical software)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Investment Analysis: Starting a business venture and investment in stocks
• Project Appraisal: Making a feasibility report for a project
• Analysis of Financial Statements: Analyzing the financials of Masood Textile Mills

WORK EXPERIENCE:
Adamjee Life Assurance, Individual Life, Officer Underwriting, Nov 2015 to Present
• Assess the risk of the insurance proposals received and decision making of issuing insurance

• Management Trainee (Nov 2013-Oct 2013)

TPL Direct Insurance, Underwriting Department, Internee (May 2013- July 2013)
• General underwriting mainly about cars

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of ARMS society
• Reading (Novels, Articles and Blogs)
• Attended Zenith, a three day leadership conference
• Table Tennis
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master/Bachelor of Business Administration (MBA), Major in Finance & Risk Management, Graduation: Summer, 2017
- Cumulative GPA: 3.26
  ELECTIVES:
  - Credit Risk Management
  - Financial Regulations for Risk Management

University of Karachi, Karachi
Bachelor of Science, 2013
- Cumulative GPA: 2.49

S.M. Govt. Science College, Karachi
- Higher Secondary Certificate, 2009
- Grade, (65.36%)

St. Paul's English High School, Karachi
- O - Levels, 2007
- 1 A, 2Bs & 3Cs

SKILLS:
- Excel
- Outlook

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Credit Risk Management: Operational Risk in Pakistan Power Sector
- Analysis of Financial Statements: Pak-Suzuki Motors
- Micro & Macro Economics: Euro-Zone Crisis
- Advances Financial Risk Management: Risk Management in Takaful Industry - Pakistan

INTERNSHIP/WORK EXPERIENCE:
Jubilee General Insurance Co. Limited, Management Trainee [05/2014 to 10/2014]
- An overall understanding of General Insurance Operations.
Unique Insurance Brokers Pvt Ltd, Assistant Accounts Executive [11/2014 to Present]
- Insurance/Reinsurance placements and contracts review.

EXTRACURRICULAR ACTIVITIES/HOBIES:
- Reading and getting updated information on Financial Markets (Globally and Pakistan)
- Data Analysis
- Market observance for Stock Exchange and its operations.
OMAIR ABID REHMAN
std_15417@iobm.edu.pk
Date of Birth: 06/05/1988

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

ELECTIVES:
• Project Risk Management
• Credit Risk Management

N.E.D University of Engineering & Technology, Karachi, Pakistan
• Bachelor of Engineering, 2012
• 1st Division, (69.3%)

Islamia Govt. Science College, Karachi
• Higher Secondary Certificate, 2007
• A Grade (71.73 %)

Pak-German. Public School Karachi
• Secondary School Certificate, 2005
• A Grade (70.0%)

SKILLS:
• Remote Service Networking
• AutoCAD
• Excel
• Internet Applications
• Outlook

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Credit Risk Management: Enterprise Risk Management In Power Sector
• Project Risk Management: Capital Market in Pakistan
• Strategic Management: BLUE OCEAN STRATEGY FOR WAPDA (WIRELESS TRANSMISSION OF ELECTRICITY TO REMOTE AREAS)
• AFS: Analysis of Lucky Cement
• Principle of Marketing : Marketing Strategy of Sanofi Aventis vs Novo Nordisk

INTERNSHIP/WORK EXPERIENCE:
Siemens Healthcare, CSE from 11/2016 to Present
• Project work, Maintenance, Assessment of Risk and Implementation of Modification to the systems Siemens Healthcare Pakistan, Technical Assistant from 12/2013 to 10/2016
• Assist the CSE in site planning, project management and Maintenance.
Corporate Enterprises, Sales and Service Coordinator from 03/2013 to 11/2013
• Coordinate with the Vendor and Implementation of all the project work Medelec Corporation, Sales and Service Engineer from 12/2012 to 02/2013 • Assist and support Senior Engineers.
EDUCATION:
Institute of Business Management (IoBM), Karachi.
• Master of Business Administration (MBA), Major in Finance and Risk Management, Graduation: 2017
• Cumulative GPA: 3.37

ELECTIVES:
• Energy Risk Management
• International Risk & Financial Reporting
• Advanced Financial Risk Management
• Risk Financing Techniques
• Introduction to Financial Risk Management
• Principle of Risk Management

NED University of Engineering and Technology, Karachi.
• Bachelor in Engineering (Electronics), DEC 2012
• A Grade, 77.94%

Government Delhi College, Karachi.
• Higher Secondary Certificate, 2008
• A1 Grade, (80.64%)

Al-Saqib Public School, Karachi
• Secondary School Certificate, 2006
• A1 Grade, (84.94%)

HONOURS / ACHIEVEMENTS:
• Achieve 4.0 out 4.0 CGPA in Model and Inference (STA 402) Course in Semester FALL-2015.

SKILLS:
• Good Team Player
• MS Office Skills (Excel, Word and PowerPoint)
• Great Ability to work under pressure
• Entrepreneurial Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• International Risk & Financial Reporting: Term Project on IFRS v/s IFSB.

INTERNSHIP/WORK EXPERIENCE:
K-Electric, IBC Orangi II (Network Maintenance), Assistant Manager from 04/2014 to Present.
• To improve SAIFI (System Average Interruption Frequency Index) and SAIDI (System Average Interruption Duration Index).
K-Electric, Distribution, Trainee Engineer from 04/2013 to 04/2014.
• To explore and learn different department of IBCs in Karachi i.e. CA, RPR, HT and LT.
PSO, Retail and Construction & Operations, Internee from 06/2011 to 07/2011.
• To learn SAP Management Software, Designing of Retail Outlets and Procurement Procedure. Project is design Surge Protector for the PSO retail outlet.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing Chess.
• Horse Riding.
• Watching English Movies and Reading Newspaper.
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance and Risk Management, Graduation: 2017
- Cumulative GPA: 3.41
  
  ELECTIVES:
  - Financial Regulations for Risk Management
  - Credit Risk Management
  - Analysis of Financial Statements
  - Applied Financial Economics

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration, 2014
- Cumulative GPA: 3.15

Government Dehli College, Karachi
- Higher Secondary Certificate, 2010
  - A Grade (72.36%)

Happy Home English Secondary School, Karachi
  - A1 Grade (83.41%)

SKILLS:
- Elementary knowledge of Basel III Framework and VaR Models
- Proficient in Visual Basic 6.0 programming and Microsoft Office
- Working knowledge of SPSS and R software
- Good communication and presentation skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Financial Regulation for Risk Management: A Model for Measurement of Credit Risk for Banks
- Pakistan Economic Policy: Information Asymmetry and Irrational Exuberance in Karachi Stock Exchange
- Marketing Management: Case Study on Arabian Sea Country Club

INTERNSHIP/WORK EXPERIENCE:
Habib Bank Limited, Anti Money Laundering Department, Global Compliance Group, Assistant Manager from April 2017 till date.
Logicose, Executive Copywriter from March 2016 to February 2017
UBL Insurers, Operations Department, Internee from November 2014 to January 2015
Dubai Islamic Bank, Branch Banking, Internee from June 2014 to July 2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Participated in Table Tennis Competition held at Karachi Club in 2009
- An avid reader of non-fiction books
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance & Risk Management, Graduation: 2017
  • Cumulative GPA: 3.58
  • Corporate Treasury and Risk Management
  • Financial Risk Management

Institute of Business Management (IoBM), Karachi
• Bachelors of Science, (Economics & Finance), Spring 2016.
  • Cumulative GPA: 3.21

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2013
• A 1 Grade (82.45%)

Sultan Muhammad Shah Aga Khan School, Karachi.
• A Grade, (77.5%)

HONOURS / ACHIEVEMENTS:
• Awarded Need Scholarship at IoBM from 07/01/2013 to 31/08/2017

SKILLS:
• Basic knowledge of SAP
• Proficiency in SPSS, MS Word, and MS Excel.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS
• Financial Institutions/Research work on Information Asymmetry in Life Insurance Industry.
• Methods in Business Research/ Research Report on “Perception of Patients towards ENT OPD in Different hospitals.”
• Portfolio Management/Financial Model Analysis of Ghani Glass Limited

INTERNSHIP/WORK EXPERIENCE:
Damco Pakistan, Operational Finance, FinOps Associate from 07/2017 to Till Date
Damco Pakistan, Finance, Finance Associate from 11/2016 to 06/2017
• Learning is constant in this organization.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Teaching Voluntarily in Community School.
• Serving as Company Leader in Girls Guide Association.
• Serving as Member Finance in Aga Khan Health Board Pakistan, Area Committee.
• Calm, Courteous, Sharp Observant, Punctual, Good Listener, Responsible, Well Organized.
• Keen Interest in Working in Finance or Risk Management Department.
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Finance and Risk Management, Graduation: 2017
- Cumulative GPA: 3.41

ELECTIVES:
- Islamic Banking and Finance
- Project Risk Management
- Corporate Treasury and Risk Management
- Financial Regulations for Risk Management

Institute of Business Management (IoBM), Karachi
- Bachelor of Actuarial Science and Risk Management, 2014
- Cumulative GPA: 2.97

Nixor College, Karachi
- A – Levels, 2010
- 2 Cs

Beaconhouse School System, Karachi
- O - Levels, 2008
- 3 As and 7 Bs

SKILLS:
- Good presentation skills
- Proficient in writing and speaking English language
- Competent at using Microsoft Office

INTERNISHIP/WORK EXPERIENCE:
Premier Insurance Limited, Claims Department, Assistant Manager from 08/2015 to 09/2016
- Handle motor claims entirely from claim intimation to settlement

Excel Consulting Insurance Brokers, Reinsurance, Underwriting and Claims Department, Account Executive from 11/2014 to 06/2015
- Handle a variety of corporate clients and make quotation slips that were sent to the entire insurance industry for rates.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Attended the International Insurance Conference “Opportunities and Threats in the Emerging Markets”.
- Attended the AIG brokers’ seminar.
- Member of the Chartered Insurance Institute (CII)
- Member of the Society of Actuaries Pakistan (PSOA)
- Managed and organized several events as the President of the Actuarial and Risk Management Society of IoBM.
- Participated in several seminars related to Finance and Risk Management
- Took part and won many naat recitation, swimming (Sindh Women Championship) and poetry competitions.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Finance and Risk Management, Graduation: 2017
• Cumulative GPA: 3.29

ELECTIVES:
• Financial Regulations
• Energy Risk Management

University of Karachi
• Masters in Economics, 2011
• 2nd Division

University of Karachi
• Bachelors in Commerce, 2011
• 2nd Division

ACCA – Association of Chartered Certified Accountants – College of Management Sciences
Al Wadi International School, Jeddah
• A Levels, 2006
• Grade: 1A, 1 B, 1 C

Hala International School, Jeddah
• IGCSE, 2004
• 2As, 2Bs, 2C

HONOURS / ACHIEVEMENTS:
• 2nd position in ACCA paper F3 – Preparing Financial Statements
• 3rd Position in ACCA paper F2-Financial Information for Management

SKILLS
• Communication skills
• Problem solving skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS
• Engro Foods: cash flow analysis report for last three years
• Honda cars Vs Indus motors: Prepared financial analysis report comparing their financial performance.

INTERNSHIP/WORK EXPERIENCE:
• Barclays’ Bank PLC, Loans and deposits, Intern, 12/07/2010 to 01/04/2011
• Analysis of financial statements for Loan Application

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Academic Writer at Writing4money
AZFAR KHAN

azfikhan@gmail.com
Date of Birth: 01/08/1987

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance & Risk Management, Graduation: 2017
• Cumulative GPA: 3.03

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

University of Karachi
• Bachelors of Science, (Actuarial Sciences & Risk Management), 2010
• Cumulative GPA: 2.45

Adamjee Government Science College, Karachi
• Higher Secondary Certificate, 2006
• B Grade (64.18%)

Nasra School Malir Campus, Karachi
• Secondary School Certificate, 2004
• A 1 Grade (85.29%)

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

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Risk Financing Techniques: Analysis of Mutual Funds using Oscillators over 6 months period
• Credit Risk Management, Credit Risk In Lending Products of Bank
• Analysis of Financial Statement: Financial Analysis of Lucky Cement
• Principal of Marketing: Research on Tea Industry in Pakistan to develop Marketing Strategies for Tapal

INTERNSHIP/WORK EXPERIENCE:
• Adamjee Life Assurance Company Limited, Bancassurance Operations, Senior Officer from Dec 2015 to present

EXTRA CURRICULAR ACTIVITIES/HOBBIES:
• Reading economics & finance journals
• Sports blogs
• Following International Economic Relations & Financial Markets
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Finance & Risk Management, Graduation: 2017
• Cumulative GPA: 3.49

ELECTIVES:
• Energy Risk Management
• Risk Financing Technique
• International Risk & Financial Reporting
• Advanced Financial Risk Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Electronics), 2012
• A Grade, (70.13%)

DJ Sindh Govt. Science College, Karachi
• Higher Secondary Certificate, 2008
• A 1 Grade, (82.27 %)

KMA Boys Secondary School, Karachi
• Secondary School Certificate, 2006
• A+ Grade, (85.41%)

HONOURS / ACHIEVEMENTS:
• Successfully done IOSH-MS, HABC L-2, QMS LAC ISO 9001:2015 & Fire Prevention Course.
• Rewarded social activist award by Global Society to work in Lyari for Fire Safety awareness – Aug’17.

SKILLS:
• Leadership & Team Management
• Motivational & Public Speaker
• Succession Planner
• Adaptability & Quick Learner

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Energy Risk Management: Feasibility Report of Hydro Electric Power Plant
• Advanced Financial Risk Management: Financial Sector Regulation for Pakistan Economic
• Strategic Management: Blue Ocean Strategy for E-Ocean Company
• Human Resource Management: HR Functions Term Report on K-Electric
• Analysis of financial statement: 10 year Financial Analysis of Fazal Textile Mills

WORK EXPERIENCE:
K-Electric, Distribution, IBC Orangi-II, AM HSE & Coordination from April 2014 to till date.
• Ensure safe operations, Life safety & Prevent incidents / minimize losses of incidents.
K-Electric, Distribution, Region-I, Trainee Engineer from April 2013 to April 2014.
• Understand business & technical system operations of Distribution.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Teaching
• Reading Islamic Literature (FiQH)
• Social activist (Awareness session on Fire Safety)
• Watching Political Debates / reading articles
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance and Risk Management, Graduation: 2017
• Cumulative GPA: 3.67

ELECTIVES:
• Corporate Treasury & Risk Management
• Advanced Financial Management
• Credit Risk Management
• Advanced Financial Risk Management

KnS Institute, Karachi
• ACCA, 2012
• Member Certificate, Equivalent to M.Com by HEC

Islamabad Model College for Boys G-10/4, Islamabad
• Higher Secondary Certificate, 2007
• Grade B (60.09%)

Islamabad Model College for Boys F-11/1, Islamabad
• Secondary School Certificate, 2005
• A Grade (71.43%)

HONOURS / ACHIEVEMENTS:
• Obtained cumulative grade point average (CGPA) of 3.67 in MBA
• Obtained A+ grade in Advanced Financial Management and A grade in Corporate Treasury course
• Acquired ACCA Membership by completing 13 out of 14 papers at first attempt

SKILLS:
• Highly proficient in using Advanced Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Corporate Treasury & Risk Management: Analysis of Cost of Capital of ICI
• Advanced Financial Management: Analysis of firm value of Pak Suzuki Motors Company Ltd
• Financial Management: Analysis of changes in working capital of ICI

INTERNSHIP/WORK EXPERIENCE:
Meezan Bank Limited, Internal Audit Department, Assistant Manager from 06/2014 to Present
• Risk based audit of departments to ensure control and regulatory adherences
Elixir Securities Pakistan Pvt Ltd, Multiple Department, ACCA Trainee from 06/2013 to 05/2014
• Rotation based trainee program being given exposure to Finance, Risk, HR and Settlement Department

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading technology related articles on websites such as digitaltrends.com
• Web surfing
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance & Risk Management, Graduation: 2017
• Cumulative GPA: 3.72

ELECTIVES:
• Credit Risk Management
• Financial Regulation for Risk Management

NED University of Engineering & Technology, Karachi
• Bachelor of Mechanical Engineering, 2007
• A 1 Grade, (85.64%), Ranked 4Th out of 134 Students

Govt. Dehli College, Karachi
• Higher Secondary Certificate, 2003
• A 1 Grade (80.09%)

Pak Model Secondary School, Karachi
• Secondary School Certificate, 2001
• A 1 Grade (82.0%)

HONOURS / ACHIEVEMENTS:
• Ranked 4Th out of 134 Students (NED), 2008

SKILLS:
• SAP Plant Maintenance (PM) & Material Management (MM) module
• U.K. Certified Welding Inspector (CSWIP 3.1)
• MS Project

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Analysis of Supersonic Flow over Axi-Symmetric Body Using CFD

WORK EXPERIENCE:
Fauji Fertilizer Bin Qasim LTD, Deputy Manager (Equipment Maintenance)
• Responsible for routine and annual turnaround maintenance of Stationary Equipment

EXTRA CURRICULAR ACTIVITIES:
• Playing Piano
• Photography
• Video Making
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Finance and Risk Management: Graduation: 2017
• Cumulative GPA: 3.38

ELECTIVES:
• Energy Risk Management
• Principal of Risk Management
• International Risk and Financing Reporting
• Risk Financing Techniques

Dawood college of Engineering and Technology, Karachi.
• Bachelor of Engineering, Oct 2009
• A 1 Grade, (83.31%)

Pakistan shipowners govt. college, Karachi.
• Higher secondary school Certificate, 2003
• B Grade, (Per 65.27 %)

Ibrahim Ali Bhai Govt School, Karachi.
• Secondary School Certificate, 2000
• C Grade (58.0%)

SKILLS:
• Strategic planning and execution abilities
• Project Management
• Staff development and leadership
• Team organization
• Technical Plan execution
• Time management
• Material Management
• Business understanding

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Human Resource Management: Detail report on Orient Energy system (PVT) Limited.
• Principal of Management: Project Report on Agha Khan University hospital.
• Analysis of Financial Statement: Financial statement analysis of Nadeem Textile limited for 10 years.

INTERNSHIP/WORK EXPERIENCE:
K-Electric Karachi, From Jan 2013 to till date.
• Accumulated Transmission and commercial loss reduction.
Merit Packaging limited, Lakson Group of companies, Maintenance, Assistant Manager from Jan 2010 to Dec 2012
• Troubleshooting, Rectification, Parts replacement and modification.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading articles related to Business and technology.
• Newspaper, Music and Sports.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and hospital administration, Graduation: 2014
• Cumulative GPA: 3.12

ELECTIVES:
• Total Quality Management
• Recruitment and Selection
• Marketing of Health services
• Management Issues in Health Psychology
• Supply chain Management
• Health Services Delivery and Operations
• Health Care HRM

The Aga Khan University Hospital Karachi
• Bachelor of Science in Nursing, 2005
• Cumulative GPA: 3.07

Board of Secondary Education Karachi with City
• Higher Secondary Certificate in Humanities, 1991
• C Grade (53.64%)

S.M public Academy Nazimabad Karachi
• Secondary School Certificate, 1989
• B Grade (61.53%)

SKILLS:
• Management and leadership skills,
• Communication
• Project management
• MS word
• Excel, PowerPoint, Access, Publisher and SPSS

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Total Quality management: Total Quality Management in Lucky Cement
• Management issues in Psychology: Research report on stress and academics
• Healthcare HRM: Research report on retention and selection issues in Rajput General hospital
• Recruitment and Selection : Report presentation on bench marking
• Marketing of Health services: Feasibility report on Fitness couture

INTERNSHIP/WORK EXPERIENCE:
• Manager Central Bed Management office– CEO Office, The Aga Khan University Hospital 1st May 2016 till date).
• Administrator on-Call : CEO’s Office Aga Khan University Hospital Karachi (Nov 2016-March 2017)
• Ast. Manager Central Bed Management office The Aga Khan University Hospital (1st NOV 2013 till April 2016)
• Head nurse / CNI in Maternal and child care areas The Aga Khan University Hospital July 2005-2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Nurse Leader  Sigma Theta Tau
• Reading , Currents economics & health Journals

KHAIRUNNISSA NADEEM
khairunnissanadeem@gmail.com
Date of Birth: 18/10/1978
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.39

ELECTIVES:
• Organizational Change and Development
• Marketing of Health Services
• Health Ethics, Law, and Jurisprudence
• Social Marketing
• Introduction to Epidemiology
• Management Issues in Health Psychology
• Consumer Behaviour

Ziauddin University, Karachi
• M.B.B.S. (2014)
• Cumulative GPA: 2.5

The Lyceum School, Karachi
• A-Levels (2008)
• 1 A, 2Bs, 2 Cs

The Mama Parsi Girls’ Secondary School
• O-Levels (2005)
• 9As, 1B

HONOURS/ACHIEVEMENTS:
• Author of three published books:
  • Dreams Can Come True (PENPC Best “First Book” Award in Prose 2003)
  • Emotions in a Bottle (National Book Foundation Third Prize)
  • 21 Grams

SKILLS:
• Proficient in writing
• Proficient in Microsoft Office

MAJOR RESEARCH:
• Capstone I and II: Factors Associated with Burnout among Junior Physicians: A Study in the Hospital Settings of Karachi
• Research and Survey Methodology: The Prevalence of Body Dysmorphic Disorder in Female University Students
• Management Issues in Health Psychology: Depression and Anxiety in Post-op Females
• Health Ethics, Law, and Jurisprudence: Sexual Harassment of Female Employees in the Healthcare Sector

INTERNSHIP/ WORK EXPERIENCE:
• Abbasi Shaheed Hospital, House-officer I(6 months in Surgery, 6 months in Medicine)

EXTRA-CURRICULAR ACTIVITIES/ HOBBIES:
• Member of CBM Society of Health Managers
NAVEEN BARKAT ALI SAMNANI
Samnani.naveen@hotmail.com
Date of Birth: 04/10/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
• Cumulative GPA: 3.4

ELECTIVES:
• Brand Management
• Comparative Management
• Business Process Reengineering
• Marketing of Health Services
• Health Services Delivery & Operating Management
• Strategic Management of Health Services
• Product Management

Ziauddin College of Pharmacy, Karachi
• Pharm-D, 2015
• Cumulative GPA: 2.94

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2009
• B Grade (63.45%)

Sultan Mohammed Shah Aga Khan School, Karachi
• Secondary School Certificate, 2007
• A1 Grade (86%)

SKILLS:
• Leadership
• Management
• Team work
• Presentation skills

RESEARCH WORK:
• Capstone Project: “Migraine and its Relationship with Social Interaction and Physical Disability of Healthcare Professionals in Karachi”. Conducted a research on a sample of 377 to evaluate the impact of migraine on healthcare professionals on their daily life containing social and physical activities of Karachi.
• Thesis Writing: “Medication Adherence Associated with Medication Adherence”.
• Publication: “Assessment of medication adherence and knowledge regarding the disease among ambulatory patients with diabetes mellitus in Karachi, Pakistan”-2015 (journal of young pharmacist)

WORK EXPERIENCE:
• Uniferoz (Pvt.) Ltd., Production Department, Production Officer from 01-1-2017 to Present.
  Co-ordinates in planning and organizing the manufacturing process of the company. Monitors drugs manufacturing activities in compliance with the requirements of cGMP.
• Platinum Pharmaceutical Company, Q.A Department, Quality Assurance Officer from 8 July to 30 October
  Quality system audits – observing personnel in the manufacturing areas and laboratories to assure they are following relevant procedures and working in compliance with GMP.
• Kaizen Pharmaceutical Company, Production Development, Management Trainee from 1 April To 7 July
  Fulfills the monthly and weekly production plans according to the schedule with the coordination of Production Executive/Manager Production.

EXTRACURRICULAR ACTIVITIES:
Seminars, Workshops and Conferences
• Nanotechnology-science, Medical Application - Ziauddin College of Pharmacy - 2013
• Pharmacist a need of Health Care System - Ziauddin College of Pharmacy - 2012
• Stability studies of drugs and formulated products - Ziauddin College of Pharmacy - 2013
• Total Parenteral Nutrition- Ziauddin College of Pharmacy - 2014
• Adverse Drug Reaction - Ziauddin College of Pharmacy – 2014
• International Pharmacy Conference - Ziauddin College of Pharmacy – 2014
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation, 2017
• Cumulative GPA: 3.20

ELECTIVES:
• Brand Management
• Marketing Analytics

Ziauddin Medical University, Karachi
• Doctor of Pharmacy (Pharm.D), 2014
• Cumulative GPA: 3.26

DJ Sindh Government Science College, Karachi
• Higher Secondary Certificate, 2008
• B Grade (60.64%)

Falcon house grammar school, Karachi
• Secondary School Certificate, 2006
• A1 Grade (84%)

SKILLS:
• Team player
• Critical Thinking
• Active listening
• Product Management

• Pharmaceutical Sales
• Competitor intelligence
• Innovative ideas

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Introduction to Physiology Duke University/ 06 June 2013 online course
• Clinical Problem Solving / University of California, San Francisco / 03 September 2013 online course
• Marketing Management : work on blue ocean strategy / Lawrencepur
• Marketing Analytics : Case report on Product Cannibalization / RISEK (Omeprazole)
• Final Research Project: research work Assessing the level of job satisfaction among the sales and marketing department of pharmaceutical industry of Karachi

WORK EXPERIENCE:
Helix Pharmaceutical
• Woodward Pakistan, Product Manager • 3 months • July 2017 - present
Woodward Pakistan
• Product Manager 1.8 years Oct 2015 - June 2017

Himont Pharmaceuticals
• Assistant Product Manager 7 months Feb 2015 - Sep 2015

Novo Nordisk
• Product Specialist 1 year Feb 2014 - Feb 2015

INTERNSHIP
• Pfizer Pakistan
Quality Operation (Q,C) and Production Division 1 month April 2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Cricket, Football, Table tennis, Music
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.33

ELECTIVES:
• Strategic Mgmt. of Health Services
• Introduction to Epidemiology
• Managing Professional Health Care Org.
• Health Psychology

University of Karachi, Karachi.
• Division: 1st Division

University of Karachi, Karachi.
• Bachelor of Science, 2004.
• Division: 1st Division

A.P.W.A. Govt Girls College, Karachi.
• Higher Secondary Certificate, 2001
• B Grade

• Secondary School Certificate, 1999
• A Grade

SKILLS:
• Ability to work well under pressure

THESIS / PUBLICATION:
• Factors determining cardiac emergency drugs shortages and its effect on health services. (M.B.A Thesis)
• A survey regarding drug shortage in tertiary care hospitals of Karachi, Pakistan. (Article in publishing process in JPPCM).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Mgmt. of Health Services: Term report and article on Master and Slave.
• Managing Professional Health Care Org: Term paper on a systematic review on Hospital waste management status in health facilities of an urban area.
• Human Resource Management: Term report on recruitment and selection of Brookes Pharma.
• Financial Management: Financial term report on GSK Pharma.
• Intro. to Financial Accounting: Comparative analysis of financial statement of Faysal Bank.
• Principal of Marketing: Term report on SpeedEx courier services.

INTERNSHIP/WORK EXPERIENCE:
Dow University of Health Science, Biochemistry (OJHA Campus) From Aug-2010 to 13 July 2013
• Medical Technologist
Searle Pharmaceutical, Quality Control (Site Area)
• Q.C. Management Trainee

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Writing articles.
• Reading books.
• Reading newspapers
AMMAR HUSSAIN
std_18342@iobm.edu.pk
Date of Birth: 15/01/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Heath and Hospital management, Graduation: 2017
• Cumulative GPA: 3.5

ELECTIVES:
• Introduction to Epidemiology
• Project management of health services
• Managing professional health care organization
• Health psychology

S.I.U.T affiliated from Karachi University, Karachi
• BS in Medical Technology, 2012
• Cumulative GPA: 3.12

DJ Government Science College, Karachi
• Higher Secondary Certificate, 2008
• B Grade (66.91%)

Rose Petal Primary/Secondary School
• Secondary School Certificate, 2006
• A1 Grade (84%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 15/09/2016 to 15/05/2017

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Project management of health services
• Marketing management
• Supply chain management
• Managing professional health care organization
• Introduction to Epidemiology
• Health psychology

INTERNSHIP/WORK EXPERIENCE:
• Sindh Institute of Urology and Transplantation
• Done internship as a physician assistant from 15/02/2013 to 15/02/2014
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.79

ELECTIVES:
• Occupational Health & Safety
• Organizational Change & Development
• Project Management of Health Services
• Strategic Management

Dow Medical College, Dow University of Health Sciences, Karachi
• Bachelors in Medicine and Bachelors in Surgery (MBBS), 2008
• 1st Division (59.11%) 

Govt. Nazareth Girls College, Hyderabad
• Higher Secondary School Certificate, 2001
• A Grade (76.6%) 

Saudi Arabian International School, Al-Khobar, Saudi Arabia
• Secondary School Certificate Islamabad, 2000
• A1 Grade (85.5%) 

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from Fall, 2016 to Summer, 2017
• Awarded President’s Merit Scholarship at IoBM, 2016-2017

SKILLS:
• Basic life support certified under American Heart Association guidelines
• Quality Management certified from Institute of Business Administration, Karachi
• Hospital Supply Chain Management certified from Institute of Business Administration, Karachi
• Anti-Fraud Awareness Training from The Aga Khan University, Karachi
• Leadership, Teamwork, Conflict Resolution

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Capstone Project: Thesis on “Spiritual Leadership in Healthcare Industry and its Impact on Organizational Commitment and Empowerment”
• Organizational Change & Development: Case Study on “DoctHERS and Naya Jeevan: Social Enterprise Healthcare Solution”
• Research & Survey Methodology: Research Paper and Poster on “Perception of Men towards Working Women in Karachi”
• Marketing Strategy & Value Innovation: Case Study on “Once upon A cake”
• Strategic Management in Healthcare: Term Paper and Poster on “Hospital Accreditation in Pakistan”

WORK EXPERIENCE:
• The Aga Khan University Hospital, Department of Medicine, Coordinator February 2017 to present
• Jubilee Health Insurance, Case Manager (June 2015- January 2017)
• NGO-Rahnuma, Family Planning Association of Pakistan. (International Planned Parenthood Federation, South Asia Region), Resident Medical Officer (December 2014- May 2015)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• President of CBM Society of Health Managers (CSHM)
• Member of the Pakistan Medical Association (PMA).
• Member of the Student Council and Debate and Theatre Club at the Government Nazareth College, Hyderabad, Pakistan
• Member of the Student Council and Debate Club at Saudi Arabian International School, Al-Khobar, Kingdom of Saudi Arabia.
Dr. UZMA MUSTAFA

Date of Birth: 19/09/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.48

DOW University of Health Sciences, Karachi
• Pharm-D. 2008-2012
• Cumulative GPA: 3.63

DHA Degree College for Women, Karachi
• Higher School Certificate 2006-2007
• A grade (75.36%)

Metropolitan Academy F.B Area, Karachi- Matriculation
• Secondary School Certificate, 2005
• A1 grade (82.94%)

SKILLS:
• Excellent interpersonal skills
• Good computer skills (MS PowerPoint, MS Word, MS Excel)
• Good planning and Execution Skills
• Excellent presentation and training skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project: Prevalence of postpartum depression and associated factors leading to preterm deliveries: A case of Karachi, Pakistan (research work)

EXPERIENCE
• Assistant Product Manager
Otsuka Pakistan Ltd. Marketing Department (Jan 30 till to date)
• Clinical Diet Counselor
IBL Healthcare ltd, Marketing Department (Jan 28, 2016 to Dec 5, 2016)
• Intern
Sanofi Aventis Pakistan, Medical Department (9 weeks 2015)
• Intern
Hilton Pharmaceutical, Production Department (one month 2011)

OTHERS
• Training attended under the title of Train the trainer
• Event coordinator for DCOP, Three days DOW University Health Expo October 2009
• Team member DCOP Throw ball team
• Attended training on pharmacovigilance
EDUCATION:
Institute of Business Management (IoBM), Karachi
  • Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
  • Cumulative GPA: 3.1

ELECTIVES:
  • Supply Chain Management
  • Procurement & inventory Management
  • Health Service Delivery & Operations Management
  • Storage & Warehouse Techniques
  • Introduction to Epidemiology
  • Seminar In Health Policy Management

University Of Karachi, Karachi
  • Doctorate of Pharmacy, 2010
  • Cumulative GPA: 2.87

Government College for Women Nazimabad, Karachi.
  • Higher Secondary Certificate, 2004
  • B Grade (68.64%)

Alam Academy, Karachi
  • Secondary School Certificate, 2003
  • Grade B (69.18%)

HONOURS / ACHIEVEMENTS:
  • Pharmacist of the month for 6 months in 2011,2012 & 2013
  • Certified Data Quality program by USAID through Global Health eLearning Centre
  • Certified Data Management Program for Managers by USAID through Global Health eLearning Centre

SKILLS:
  • Initiator, Team Worker, leader and motivator, Time Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
  • Research Project: Challenges & Patterns of Seeking Primary Healthcare in Slums of Karachi
  • Storage & Warehousing Techniques: Pharmaceuticals departmental flow & storage
  • Supply Chain Management: Reverse Logistic & SC Performance and Management Evaluation (PEPSI)
  • Health Management & Information System: Development of E-health software
  • Micro & Macro Economics: Economic Burden of Mental Health
  • Health Service Delivery & Operations Management: Quality Healthcare for Less privileged

INTERNSHIP/WORK EXPERIENCE:
  SINA Health & Welfare Trust as Assistant Manager Procurement & Pharmacy (June 2015 till present)
  Liaquat National Hospital as Clinical Pharmacist (Dec 2010 – May 2014)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
  • Fashion designing
HUMA KHURSHID

Huma_khan2013@live.com
Date of Birth: 24/08/1989

EDUCATION:
Institute of Business Management (Iobm), Karachi
• Master of Business Administration (MBA), Major in Health and hospital management, Graduation: 2017
• Cumulative GPA: 3.43

ELECTIVES:
• Marketing Analytics
• Services Marketing
• Supply chain Management in healthcare industry
• Epidemiology

• Pharmaceutical Sales Management
• Project Management
• Managing Health Care Organization

Jinnah Medical & Dental College, Karachi
• Doctor of Pharmacy (Pharm-D), 2012
• Cumulative GPA: 3.279

Govt. College for Women Shahrah-e-Liaquat, Karachi
• Higher School Secondary Certificate, 2007
• B Grade (68.7%)

Fazaia Intermediate College Korangi Creek, Karachi
• Secondary School Certificate, 2005
• A Grade (79%)

SKILLS:
• Proven ability to get along well with colleagues and customers
• Ability to initiate action, make decision and solve problems
• Good team player, adaptable to new environment
• Well organized, energetic and dependable
• Able to think clearly and effectively under pressure.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone project on “Technostress & work performance in employees of pharmaceutical industry-Its association with gender.
• Project Management: National Highway
• Research and Survey Methodology: Conducted research on “Prevalence & Factors of smoking among 6-10grade students”
• Marketing Analytics: “Case study of Risek”
• Human Resource Management: Term project on ” Major problem in HR of the currently working organization “
• Organizational Behavior: Term project on “Feroz 1888 mills”.

INTERNSHIP/WORK EXPERIENCE:
• Working in Genix Pharma from 2013- Continue, currently working as Executive Regulatory Affairs (2017)
• Genix Pharma Pvt. Ltd - As Internee March 2013-April 2013
• Liaquat National Hospital – As Internee Feb 2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated in International Health Conference
• Reading books related to business & management
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.48

ELECTIVES:
• Brand Management
• Consumer Behavior
• Marketing Management
• Marketing of Health Services

Sindh Institute of Urology & Transplantation (SIUT), Karachi
• BS in Medical Technology, 2012
• Cumulative GPA: 3.28

Aga Khan Higher Secondary School (AKHSS), Karachi
• Higher Secondary Certificate, 2008
• A Grade (69.55%)

Aga Khan School Garden, Karachi
• Secondary School Certificate, 2006
• A1 Grade (83.29%)

SKILLS:
• Tools: Word processing, Soft presentation, Spread sheet, Macromedia flash, SPSS
• Languages: English, Urdu
• Others: Able to work as a team leader in a dynamic environment with multi-cultural people, possess strong administrative and organizational skills, self-motivated with good communication and writing skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Thesis: Perception of people regarding gender selection: a cross sectional survey
• Worked on brand plan 2016 for Khaadi, for the course; brand management
• HR issues: Report on HR issues faced by the standard chartered bank; provided them with recommendations and an action plan.
• Financial reports: A comparative analysis of Lucky cement, DG Khan Cement Limited and Attock Cement Limited for the course financial management.
• Research report: Obesity in shift workers-to discover the association between shift workers with increased risk of obesity.
• Report on ethical and unethical marketing activities in the pharmaceutical organizations of Pakistan.

INTERNSHIP/WORK EXPERIENCE:
Aahung, SRHM Department, Program Officer, May 2017
• Responsible for planning and implementation of different SRHR programs/projects across the country.
• South City Hospital (Pvt.) Ltd, Department Surgical ICU, Technologist from February 2014 to October 2016
• Sindh Institute of Urology and Transplantation (SIUT), Medical and Nephro ICU, Intern Feb2013 to Feb2014

EXTRACURRICULAR ACTIVITIES:
• Organized and participated in Health First- an International Health Conference (October 2015)
• Organized and participated in Health Camp (November 2015)
• Participated in Health Convention (October 2014) and formulated a business proposal ASAN DAWAI.
• Health Sector Reforms (HSR) offered by the Department of Community Health Sciences, MSc. Health Policy and management Aga Khan University (2 Credits)
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
- Cumulative GPA: 3.4

ELECTIVES:
- Public Relations & Corporate Communication
- International Marketing
- Introduction of Epidemiology
- Marketing of Health Services
- Performance Appraisal & Management
- Health Ethics Law & Jurisprudence
- Project Management of Health Services

Karachi University, Karachi
- Masters of Physiology, 2008
- 1st Division (82.95%)

Karachi University, Karachi
- Bachelor of Science, 2006
- 1st Division (70.07%)

Govt. Degree College Malir Cantt, Karachi
- Higher Secondary Certificate, 2004
- B Grade (68.91 %)

Jamia Millia Govt. Girls Sec. School, Karachi
- A Grade (78.94%)

HONOURS / ACHIEVEMENTS:
- Got certificate of appreciation in recognition of efforts in achieving JCIA (Aug, 2015) for AKUH.
- Given PGME core lectures on “Clinical Summaries and Coding” (2014 & 2015) at AKUH.
- Presented two posters in 18th National Health Research Symposium on “Cancer” at AKUH (Feb 2015).
- Awarded Merit Scholarship at Karachi University from 2008-2009.

SKILLS:
- Good writing skills: My work has been accepted at many forums.
- Event manager: I have arranged official dinner/annual appreciation events for office.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Marketing of Health Services: The impact of Internal Marketing on Job Satisfaction in Healthcare sector.
- Project Management of Health Services: Real time machine monitoring & paperless data logging system.
- Pharmaceutical Administration: Risk assessment of workplace violence in pharmaceutical employees.
- Performance Appraisal & Management: Performance management system - A comparison of three NGOs.

INTERNSHIP/WORK EXPERIENCE:
The Indus Hospital, Electronic Medical Records Department, Senior Officer from Oct-2016 till present.
The Aga Khan University Hospital, HIMS, Senior Cancer Registry Coder from Aug-2011 till Feb-2016.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Member of CBM society of Health Manager.
- Working as Rahbar (volunteer) at The Citizens Foundation.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.23

ELECTIVES:
• Product Management
• Supply chain and production management in Pharmaceutical
• Brand Management
• Consumer Behavior

Dow University of Health Science, Karachi
• Doctor of Pharmacy, 2013
• Cumulative GPA: 2.83

DJ. Sindh Govt. Science College, Karachi
• Higher Secondary Certificate, 2007
• B Grade (65.55%)

Shaheen Public School, Karachi
• Secondary School Certificate, 2005
• A1 Grade (83.65%)

HONOURS / ACHIEVEMENTS:
• Gold Medalist for initial training course conducted by GSK, 2013
• Achiever nominated by Novartis Academy for training conducted in 2017
• Sports certification in Cricket

SKILLS:
• Computer skills
• Strategic planning for sales
• Presenter

MAJOR TERM PAPERS / PROJECTS:
• Product Management: Development of Marketing launch plan for consumer product
• Brand Management: Development of TVC for Cornetto
• Consumer Behavior: Comparison among different nutraceutical products and buying behavior
• Advertising: Brand launch with brand equity in Pakistan Market
• Supply chain and production management: Production line management of pharma product

INTERNSHIP/WORK EXPERIENCE:
Dow University Hospital, Hospital Pharmacy, Intern, from 02/2013 to 03/2013
• Patient pharmacy, outpatient pharmacy and operation theater pharmacy
AR. A.Q. Khan Centre, Hospital, Hospital Pharmacy, Intern, from 04/2013 to 04/2013
• Dispensing, patient handling, general medicine, counseling related to prescription
GSK, Medical Service executive, 11/2013 to 04/2015
• Work as medical representative for Paeds and Gyne division
Bosch Pharmaceutical, Assistant Product Manager, 05/2015-07/2015
• Work for product development. Training of field force, sales analyst
Novartis, Senior Medical Informational Officer, 11/2016 – continue
• Work as medical representative for bone and pain management products

HOBBIES:
• Cricket, Internet Surfing
• Sports certification in Cricket
HAFIZA NIDA SHAHID

Nidashahid633@gmail.com
Date of Birth: 13/09/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.00

ELECTIVES:
• Strategic Marketing & Planning
• Sales Management
• Product Management
• Health Services Delivery & Operation

Ziauddin Medical University, Karachi
• Pharm D, 2015
• Cumulative GPA: 2.82

DHA College, Karachi.
• Higher Secondary Certificate, 2010
• A Grade (71.45%)

Gulistan School, Karachi
• Secondary School Certificate, 2008
• A1 Grade (81.18%)

SKILLS:
• Hafiz-e-Quran (BEST QIRAT AWARD),
• Communication Skills.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• CAPSTONE PROJECT: Occupational Hazards Among Healthcare Workers
• Strategic Marketing & Planning : LUX Pakistan
• Consumer Behavior : GSK Pakistan
• Sales Management: Field Force perspective vs. In-house associates

WORK EXPERIENCE:
• Novartis Pharmaceuticals, Marketing Department 2015-2016
• Pfizer Pakistan, Medical Department 2016-2017
• Pharmatec Pakistan, Marketing Department 2017 to present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Citizen Foundation & Marketing Society.
• Swimming, Skating etc.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
• Cumulative GPA: 3.40

Ziauddin University, Karachi
• Doctor of Pharmacy, 2013
• Cumulative GPA: 3.16

Defence Authority Higher Secondary School Phase IV, Karachi
• Higher Secondary Certificate, 2007
• B Grade (65.55%)

H.N Public Secondary School, Karachi
• Secondary School Certificate, 2005
• A Grade (76.82%)

HONOURS / ACHIEVEMENTS:
• I represented my Institute Ziauddin college of Pharmacy in Novartis Bio-Camp Pakistan 2012.

SKILLS:
• Having good command on Microsoft Office
• Good communication, interpersonal & leadership skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research Project: The impact of transformational leadership on job satisfaction & psychological wellbeing
• Marketing Management: Blue ocean strategy formulation for Interwood Movel Pvt. Ltd.
• Product Management: Launch Plan of Empagliflozin in Pakistan (SGLT2 Inhibitor)
• Advertising: Launch plan of XL Energy Drink in Pakistan
• Supply Chain & Production Management: New technologies in solid dosage forms

WORK EXPERIENCE:
Getz Pharma, Marketing, Product Manager from 12/2015 till date
• Managing diabetes portfolio for products including Insuget , Getformin and diabetes devices in collaboration with
  Medtronic, USA for Insulin Pumps, iport advance and ipro2.
Himont Pharma, Marketing, Product Manager from 03/2014 to 11/2015
• Managing Managed the OB/GY & Pediatrics portfolio, including brands like Pregnovit, Heamocare, Hiflucan, VC Cal, Enervit and Olgon Tab
OBS Pakistan, Marketing, Management Trainee Officer from 9/2013 to 2/2014
• Assisting the Virology portfolio of research brand of Merck & Co. Inc. USA, PegIntron.

EXTRA CURRICULAR ACTIVITIES:
• Pharma marketing related article reading
• Travelling
ALI RAZA KHAN

Alir_123@hotmail.com
Date of birth: 11-10-1989

EDUCATION:
Institute of Business Management (Iobm), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.22

   ELECTIVES:
   • Product Management
   • Regulatory Affairs in healthcare industry
   • Supply chain Management in healthcare industry
   • Consumer Behavior
   • Advertising
   • Marketing Management

Dow University of Health Sciences, Karachi
• Doctor of Pharmacy (Pharm-D), 2013
• Cumulative GPA: 3.03

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2007
• A Grade (70.36%)

Army Public School C.O.D, Karachi
• Secondary School Certificate, 2005
• B Grade (65.81%)

ACHIEVEMENTS:
• Obtained 3rd position in Basic training course organized by Novartis Pharmaceuticals.

SKILLS:
• Proven ability to get along well with colleagues and customers
• Ability to initiate action, make decision and solve problems
• Good team player, adaptable to new environment
• Well organized, energetic and dependable
• Able to think clearly and effectively under pressure.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research project on “Tradeoff between Sleep quality and productivity of medical representatives of Karachi”
• Product Management: Launch Plan of Sustagen
• Research and Survey Methodology: Conducted research on “Migration of Healthcare professionals of Pakistan”
• Marketing Management: “Marketing Plan of Cefstar the brand leader”
• Human Resource Management: Conducted research on “Comparing the HR policies of two healthcare organizations”
• Organizational Behavior: Conducted research on “Comparing the Organizational Behaviors between two Media Firms”

INTERNSHIP/WORK EXPERIENCE:
• Working in Novartis Pharmaceutical as Senior Medical Information Officer from December 2013 – Continue
• Dr. A.Q. Khan IBS (Institute of behavioral sciences) - As Internee April 2013
• Dow Hospital Ojha – As Internee Feb 2013-march 2013
• Macter International. Ltd– As Internee from June 2011– Aug 2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Active member of Cricket and table tennis team in Dow University.
• Participated in Health Asia 2009 at Expo Center.
• Also participated in Inter University Table tennis Tournament at NED University.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
• Cumulative GPA: 3.3

ELECTIVES:
• Brand Management
• International Marketing
• Supply Chain & Product Management in Pharmaceuticals
• Project Management of Health Services
• Total Quality Management
• Strategic Management of Health Services
• Product Management

Jinnah University of women, Karachi
• (BS HONS) Microbiology, 2014
• Cumulative GPA: 2.98

Govt. College for women, Karachi
• Higher Secondary Certificate, 2009
• B Grade (65.55%)

Karachi Hira School, Karachi
• Secondary School Certificate, 2007
• A Grade (77.41%)

SKILLS:
• Presentation skills
• Communication skills
• Time management

RESEARCH WORK:
Capstone Project: “Evaluating the Effect of Mobile Phone Reminder Messages on Medical Consultation Follow Up & Profitability of a Private OPD Consulting Clinic”
• Conducted a research on a sample of 606 to evaluate the adherence and follow-up rates among different private OPD consulting clinics of Karachi.

WORK EXPERIENCE:
Interaction Matters, Strategy & Planning, Brand activation planner from 01-01-2017 to Present.
• Working on different big brands, their promotional activities, launch events, activations and also executing new products in markets. Brands are L’Oreal Paris, Colgate Palmolive, Nurpur, National Foods Limited and Karachi eat festival and coke studio.

Brandeur Solutions, strategy & Client servicing Manager, from 01-02-2016 to 1-12-2016.
• Hands on experience from strategy to executional level with big companies like Shan, Pharmevio, Coke, K-electric, Bo kata sindh festival, Mobil oil, Group M and different organizations.

TEXT (Pvt.) Ltd., Unilever Account, Engagement Specialist from 01-04-2014 to 01-09-2014
• Managed the accounts of high-profile clientele including Unilever
• Responded, resolved and assisted our clients with all their concerns in person and otherwise
• Looked after the portfolio and helped maintaining service quality standards

EXTRACURRICULAR ACTIVITIES:
• Invited as guest speaker session at Hamdard City Campus.
• Attended international conference and participated in with poster presentation related to health dynamics at lobm.
• Participated and organized many events held at the university.
UMAIR SALEEM KHAN

umair.s.khan@hotmail.com
Date of Birth: 24/02/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
• Cumulative GPA: 3.3

ELECTIVES:
• Managing professionals health care organizations
• Introduction to Epidemiology
• Product Management
• Project Management in health care services

University of Karachi, Karachi
• Doctor of Pharmacy, 2013
• Cumulative GPA: 2.656

Govt. Islamia Science College, Karachi.
• Higher Secondary Certificate, 2008
• A Grade (78.27%)

Oxford High School, with Karachi.
• Secondary School Certificate
• A Grade (74.35%)

SKILLS:
• Microsoft Office
• Documentation
• Personnel management
• Ability to make decisions.
• Browsing
• Report and presentation making
• Event management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Project Management: Develop heat stroke camp
• Consumer Behavior: Brand Association and promotional activities
• Human Resource Management: Feasibility of developing new department
• International Marketing: Chain of restaurant develop in abroad
• Product Management: Product re-launch with new features
• Total Quality Management: Evaluation strategy for TQM

INTERNSHIP/WORK EXPERIENCE:
B. Braun Pakistan (PVT) Ltd., Regulatory Affairs, Officer from 10/2016 till now.
• Seeking all regulatory matters in organization and different projects initiated by me.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Vice President of CSHM Society
• Event management
• Photography
• Hangout
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2016
- Cumulative GPA: 3.14

ELECTIVES:
- Managing Professional Health Care Organization
- Introduction to Epidemiology
- Health Care Leadership
- Public Relation/ Cooperate Communication
- Performance Appraisal and Management
- Managing Issues in Health Psychology
- Total Quality Management

The Aga Khan School of Nursing and Midwifery, Karachi, Pakistan.
- Bachelor of Science in Nursing, 2005
- Cumulative GPA: 3.21

- C Grade (54.45%)

Sultan Muhammad Shah Aga Khan School, Karachi
- Secondary School Certificate
- B Grade (63.06%)

HONOURS / ACHIEVEMENTS:
- Certified Healthcare Quality Professional in June 2014.
- Received long service award in 2011.
- Participated/ facilitated various quality projects and presented at national and international forums for Oral and Poster Presentation.

SKILLS:
- Leading QMS (Quality Management System) Program since 10 years, managing Nursing Services as Nurse Manager. In addition, participated as lead Auditor of ISO 9001:2008 & 9001:2015 and has led and facilitated lots of Quality Projects.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
- Thesis Research Projects and published article on postpartum depression among working and non-working in Karachi, Pakistan.

INTERNSHIP/WORK EXPERIENCE:
The Aga Khan University Hospital, Karachi at Quality and Patient Safety department as Manager from Oct 2010 Till Date, with a wide range of experience since 20 years in quality management system and division of nursing services at tertiary and secondary level care setups.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Member of STTI- Sigma Theta Tau International Society of Nursing & Institute for Health Care Improvement
- Reading quality and patient safety related journals.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
  • Cumulative GPA: 3.33

ELECTIVES:
• Occupational Health & Safety
• Organizational Change & Development
• Project Management of Health Service
• Strategic Management

The Aga Khan University- Hospital, School of Nursing & Midwifery, Karachi
• Bachelors in Science of Nursing
• Cumulative GPA: 3.37

Bahria College Karsaz, Karachi
• Higher Secondary School Certificate, 2009
  • C Grade (56.55%)

School of Excellence, Karachi
• O – Levels,2007
  • 1A, 4C

SKILLS:
• Conflict Resolution
• Leadership
• Adaptability
• Teamwork
• Creativity

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project: Thesis on “Impact of Spiritual Leadership on Leader-Member Exchange & Organizational Citizenship Behaviour in Healthcare Industry of Karachi”
• Organizational Change & Development: Case Study on “DoctHERS and Naya Jeevan: Social Enterprise Healthcare Solution”
• Regulatory Affairs in Healthcare: Term Paper and Poster on” Pharmacovigilance: A step towards patient safety.”
• Research & Survey Methodology: Research Paper on “Perception of Men towards Working Women in Karachi”
• Marketing Strategy & Value Innovation: Case Study on “Once upon A cake”
• Strategic Management in Healthcare: Term Paper on “Hospital Accreditation in Pakistan”

INTERNSHIP/WORK EXPERIENCE:
• DoctHERS, Naya Jeevan: Manager & Patient Care Coordinator (May 2017 – To Date)
• The Aga Khan University-Hospital: Registered Nurse (September 2014- February 2017)
• The Aga Khan University-hospital: Nursing Intern (August 2013- September 2014)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• VP Event Management of CBM Society of Health Managers (CSHM)
• Honorary Secretary of Aga Khan Local Education Board- Amynabad (Garden Jurisdiction)
• Participating in professional workshops
ALEENA SIDDIQUI
sidale@outlook.com
Date of Birth: 30/04/1988

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.4

  ELECTIVES:
  • Health Ethics, Law & Jurisprudence
  • Pharmaceutical Sales Mgmt
  • Product Management
  • Introduction To Epidemiology

University of Karachi, Karachi
• MSc in Biochemistry, 2010
• 1st Division (77.65%)

Khatoon-e-Pakistan Govt. Degree College for Women, Karachi
• Higher Secondary Certificate, 2006
• A Grade (70%)

Lady Bird Grammar School, Karachi
• Secondary School Certificate, 2004
• A1 Grade (82.35%)

SKILLS:
• MS-Office
• MS-Power point
• All Microsoft Windows Versions
• SPSS
• MS-Excel
• Computer Networking
• Google Earth

MAJOR TERM PAPER / RESEARCH WORK:
• RESEARCH PROJECT: A Survey regarding Quality Standards assessment of Public and Private Sectors Hospitals of Karachi

INTERNSHIP/WORK EXPERIENCE:
PATEL HOSPITAL, Clinical Laboratory Department, Internee from 06/2010 to 07/2010.
• One month experience at Patel Hospital with clinical laboratory department.
LADYBIRD GRAMMAR SCHOOL, Cambridge Section, Teacher from 01/2014 to 12/2015
• Two years experience as a teacher at Ladybird Grammar School (Cambridge Section)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member Of MHM Society (IoBM)
• Good Volunteer
• Painter
• Reading Books
• Cooking
• Traveling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
• Cumulative GPA: 3.5

ELECTIVES:
- Brand Management
- International Marketing
- Supply Chain & Product Management in Pharmaceuticals
- Project Management of Health Services
- Total Quality Management
- Strategic Management of Health Services
- Product Management

University of Karachi, Karachi
• Pharm-D, 2014
• Cumulative GPA: 3.47

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2009
• A Grade (78.55 %)

Saqib Public School, Karachi
• Secondary School Certificate, 2007
• A1 Grade (87.41%)

SKILLS:
• Good negotiation skills
• Problem solving
• Time management

RESEARCH WORK:
• Capstone Project: “Evaluation of burnout and job satisfaction among mortuary workers of Karachi”.
Conducted a research on a sample of 96 to evaluate the job satisfaction and burnout among mortuary workers of Karachi.

WORK EXPERIENCE:
• OBS Pakistan (Pvt.) Ltd., Business Development Department, Senior Officer from 01-7-2017 to Present.
Assisting in Business development activities of OBS Group such as new product identification, co-ordination with relevant depts. For development and launch of new products.
• Martin Dow Limited, Business Development Department, Officer from 01-01-2016 to 14-06-2017.
Assisted in various business development projects for new launches of the group.
• IRIS International, Business Development, Assistant Manager from 01-02-2015 to 30-12-2015
Handling customer’s requirements for API’s, sourcing of raw materials and developing relationships with new suppliers as well as customers.

EXTRACURRICULAR ACTIVITIES:
• Participated in Pharma Asia Karachi 2015 held at Expo Center.
• Attended a Hands-on workshop on Basic Life Support at Liaquat National Hospital.
• Participated and organized many events held at the university.
MEHAK SOOMRO
Mehakk.890@gmail.com
Date of Birth: 08/01/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.4

ELECTIVES:
• Marketing Management
• International Marketing
• Product management
• Consumer behavior

Dow University of health and hospital management, Karachi
• Bachelor in Medical technology(Clinical laboratory sciences), 2013
• Cumulative GPA: 3.62

Khatoon-e –Pakistan, Karachi
• Higher Secondary Certificate, 2008
• B Grade (69.4%)

Beacon house School System, Karachi
• Secondary School Certificate, 2006
• A1 Grade (84%)

HONOURS / ACHIEVEMENTS:
• Published article: child missing immunization-a gap among health system health providers and health consumer in Karachi.
• Published article: “Assessment of knowledge and practices about breast feeding and weaning among working and non-working mothers”.
• Published article: Knowledge Attitude and Practice of Standard Operating Procedure by PHLEBOTOMIST.

SKILLS:
• Managerial skills
• Administrative skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research and survey mythology/fall 2013/Research on Cyberchondriasis.
• Pharmaceutical Administration/Summer2014/Quality assurance in pharmaceutical.
• Marketing Management/fall 2016/Air blue marketing strategies.
• Product management/spring 2017/ Ivy poster and marketing plan for ciprofloxacin.
• International marketing /spring 2016/ Pakistan economy and trade.
• Research project/fall 2016/Impact of Cyberchondriasis Factors and Satisfaction on Polycystic Ovarian Syndrome Patients Searching Health Information Online.

INTERNSHIP/WORK EXPERIENCE:
• Saima General Hospital, Hospital Administrator
• Saudi Airlines, Cabin Crew, 2013

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books
• Travelling
• Outings
AMNA TAHIR
amnatahir00@gmail.com
Date of Birth: 17/03/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
  • Cumulative GPA: 3.34
  
  ELECTIVES:
  • Project Management
  • Project Management of Health services
  • Product Management
  • International Marketing
  • Managing Professional Healthcare organizations
  • Introduction to Epidemiology
  • Public Relations and Event Management

Liaquat National Hospital and University, Karachi.
• Bachelors in Medical Technology, 2012
  • Cumulative GPA: 2.635

DCW Karachi
• Higher Secondary Certificate, 2007
  • A Grade (66.36%)

National High School, Karachi
• Secondary School Certificate, 2005
  • A Grade (83.65%)

SKILLS:
• Ability to work well under pressure.
• Good communication skills and abilities.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Managing healthcare organizations: Development of structured rounding checklist in PICU
• Human Resource Management: Detailed report on the HR practices at Feroze 1888
• PR and Event Management: Organized an event named Discovering Pakistan.
• Thesis Report: The impact of emotional intelligence on organizational commitment of pharmacists.
• Product Management: Marketing plan of the product.
• Organizational behaviour: Detailed report considering all the aspects of organizational behavior on Feroze 1888.

WORK EXPERIENCE:
Hoonermund Foundation, Committee Board, Executive Board Member (Urban Liaison) from February/2013.
• Involves decision making.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Society of health managers IoBM)
• Reading, socializing, photography, swimming and sports.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.13

ELECTIVES:
• Salary and Compensation
• Performance Appraisal and Management
• Negotiation Skills and Collective Bargaining
• Public Relations/Corporate Communications in HRM

Jinnah Medical and Dental College, Karachi
• Doctor of Pharmacy, 2010
• Cumulative GPA: 3.077

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2004
• A Grade (73.36%)

Generations School, Karachi
• O - Levels, 2002
• 3 As, 3 Bs & 1 C

SKILLS:
• Trend analysis
• Event Management
• Conducting Trainings
• Proficient in MS Word, MS Excel and MS Powerpoint

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Thesis: Domiciliary Care Practices of Mothers in Children Under 5 Years

WORK EXPERIENCE:
K-Electric, HR, Assistant Manager from 06/2016 to current
• Project management
Herbion, Marketing, Assistant Brand Manager from 11/2012 to 10/2014
OBS, Marketing, Assistant Product Manager from 11/2010 to 10/2012

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Swimming
• Cycling
• Reading fiction
URWAT UL WUSQA

urwa03@yahoo.com
Date of Birth: 03/02/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management, Graduation: 2017
• Cumulative GPA: 3.1

ELECTIVES:
• Occupational Health and Safety
• Supply Chain and Production Management
• International Marketing
• Organizational Change and Development

Dow College of Pharmacy/Dow University of Health Sciences, Karachi.
• Bachelor of Pharm-D, 2014
• Cumulative GPA: 3.39

St. Lawrence Govt. Girls College, Karachi.
• Higher Secondary Certificate , 2009
• A Grade (76.45%)

Falconhouse Grammar School, Karachi
• Secondary School Certificate, 2007
• A1 Grade (87.29%)

SKILLS:
• Good presentation and communication and speaking skills.
• Flexibility, problem solving abilities and creativity skills.
• Work confidently with in a group
• Able to plan activities and carry them through effectively
• Manage time effectively , prioritizing tasks and able to work to deadlines

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Organizational Change and Development: DoctHERS and Naya Jeevan Social Enterprise Healthcare Solution
• Entrepreneurial Finance: Offshore Campus of University of Nottingham(Pakistan)
• Regulatory Affairs in Healthcare Industry: Pharmacovigilance A step towards Patient Safety.
• Research and Survey Methodology: Oral Hygiene in School going Children.
• Healthcare Leadership: The Competencies of Managers in Healthcare Institutes.
• Capstone I & II: Predictors of Pathological Internet use among University Students.

INTERNSHIP/WORK EXPERIENCE:
Indus Pharma (Pvt) Ltd, Regulatory Affairs, Executive, from 01/2015 till date.
Internship at Pfizer pharmaceuticals, Intern from 07/2014 till 08/2015
• Gain Knowledge about different aspects of pharmaceutical Industry so that I can pursue my career in a healthy environment where I can use my pharmaceutical skills and enhance my abilities.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health & Hospital Management, Graduation: 2017
• Cumulative GPA: 3.5

ELECTIVES:
• Pharmaceutical Administration
• Introduction to Epidemiology
• Product Management
• Health Ethics, Law & Jurisprudence

University of Karachi, Karachi
• Pharm-D, 2013
• Cumulative GPA: 3.4

DHA Degree College, with Karachi
• Higher Secondary Certificate, 2008
• A, (73.7%)

Usman Public School, with Karachi
• Secondary School Certificate 2006
• A1, (84.7%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 01/01/2017 to 08/31/2017

SKILLS:
• Communication skills, Team work, Positive attitude

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone: To assess the parental stress in raising a special child

INTERNSHIP/WORK EXPERIENCE:
• OBS, Business Development, Sr. Officer BD from 11/2015 to 05/2017
• To search new molecules for the company
• OBS, Business Development, Management Trainee BD from 11/2014 to 11/2015
• Scilife Pharma, Marketing, Management Trainee BD from 01/2014 to 08/2014
• Product management

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Seminar Committee in U.o.K Pharmacy dept.
• Member of Student Advisory Committee in U.o.K Pharmacy dept.
• Reading
• News Casting
ASAD ZULFIQAR
asadzulfi@live.com
Date of Birth: 13/11/1987

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Hospital and Health Management, Graduation: Spring, 2017
• Cumulative GPA: 3.2
  
  ELECTIVES:
  • Total Quality Management
  • Marketing Management
  • PR & Event Management

BAQAI MEDICAL UNIVERSITY, Karachi
• Pharm-D, 2011
• Cumulative GPA: 2.9

DEHLI GOVT SCIENCE COLLEGE, Karachi
• Higher Secondary Certificate, 2005
• A Grade (62.36%)

ROYAL ACADEMY SCHOOL, Karachi
• Secondary School Certificate, 2003
• A1 Grade (80%)

ACHEIVEMENTS:
• Trainer of the Year 2013/14.
• Employee of the year 2015-16

SKILLS:
• Leadership Skills
• Adaptability
• handle pressure
• People management
• Initiator
• Time Management

MAJOR TERM PROJECTS:
• Health Management Information System: Launch one of the Health Call Software.
• Total Quality Management: Analysis of TQM at Ufone Telecom.
• Principle of Marketing: To compare the marketing strategy of Honda vs Toyota.

EXPERIENCES:
• GSK Pvt Ltd Working as LOC Quality Manager from Dec 2015 to Present.
• Merck Pvt Ltd Worked as Regulatory Affairs Specialist from Mar 2012 to Nov 2015.
• Sanofi Pvt Ltd Worked as Quality Assurance Officer from Feb 2011 to Feb 2012.

EXTRACURRICULAR ACTIVITIES:
• Watching English Series
• Swimming
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Health and Hospital Management Program, 2017
• Cumulative GPA: 3.21

ELECTIVES:
• Managing Professional Health Care Organizations
• Procurement and Inventory Management
• Salary and compensation
• Management Issues in Health Psychology

Baqai Medical University, Karachi
• Doctor of Pharmacy, 2012
• Cumulative GPA: 3.62

Khatoon-e-Pakistan Government Degree College for Women, Karachi
• Higher Secondary Certificate, 2005-2006
• B Grade (62%)

Sultan Mohammad Shah Aga Khan School, Karachi
• Secondary School Certificate, 2003-2004
• A1 Grade (82%)

HONOURS / ACHIEVEMENTS:
Prepare training module for general practitioners including topics like paradigm shift in health care.
Baqai Institute of Pharmaceutical Sciences, Merit Scholarship 2010.
Baqai Institute of Pharmaceutical Sciences, Merit Scholarship 2009.

SKILLS:
• Microsoft office
• Develop database named as “Hospital Pharmacy Management System” on Microsoft Access.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Hospital Administration: Prepare training module for general practitioners regarding concepts of health care management
• Research Project: Determine occupational health risk factors & hazards in private & public hospitals of Karachi
• Salary & Compensation: Grade/pay structure analysis of Gerry’s Dnata.

WORK EXPERIENCE:
Civil Hospital Karachi, Surgical Department, Pharmacist BPS Grade 17 from July 2016 to date
• Involves in clinical rounds with senior physicians and optimizing drug therapy for patients.
The Aga Khan University Hospital, Karachi, Pharmacy Department, Oncology Pharmacist from July 2014 to July 2016.
• Processing Computerized Physician Orders of Sterile & chemotherapeutic medicines

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books related to Pharmaceutical Sciences, networking with new people.
FARIHA AHMED

std_14906@iobm.edu.pk
Date of Birth: 10/06/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
• Cumulative GPA: 3.21

ELECTIVES:
• HR issues in Pakistan
• Performance Appraisal
• Organizational Change and Development
• Recruitment and Selection

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.88

Commecs School of Business and Emerging Sciences, with Karachi
• Higher Secondary Certificate, 2011
• A Grade, (70.55%)

Chiniot Islamia School and College, with Karachi
• Secondary School Certificate, 2009
• A 1 Grade, (86.5%)

HONOURS / ACHIEVEMENTS:
• Selected for the student Exchange program (IoBM) for Girne American University, North Cyprus
• Awarded a Gold medal for being among the top 30 students in SSCI examination of our school.

SKILLS:
• Good presentation skills
• ERP
• Command over Excel, Word and PowerPoint

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• HR issues in Pakistan: Worked on the “Performance management system” running at Martin Dow.
• Technology Innovation and Strategy: Invented a new mobile tracking application presented in Eureka fair.
• Capstone I: Researched on the Employee Engagement Survey on EFU.
• Capstone II: Researched on the Islamic Perception of Banking Company, of Meezan Bank.

INTERNSHIP/WORK EXPERIENCE:
Herbion Pharma, HR department, Management Trainee from 04/2016 to 08/2016
• Worked at Herbion in the departments Recruitment, Training and CSR.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Worked as an Assistantship under Ms. Panther Far mesh at Genre American University, TRNC
• Worked as a Deputy Director Corporate at Vanquishers.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources, Graduation: 2017
• Cumulative GPA: 3.12

ELECTIVES:
• Recruitment & Selection
• Salary & Compensation
• Industrial and Labor Law
• Training & Development

Mehran UET, Jamshoro
• Bachelors Of Engineering (Software), 2009
• A Grade (73.92%)

Public School Hyderabad
• Higher Secondary Certificate, 2005
• A Grade, (77.64%)

St. Bonaventure High School, Hyderabad
• Secondary School Certificate, 2003
• A 1 Grade, (81.88%)

HONOURS / ACHIEVEMENTS:
• Successfully lead a group of 5 team members to complete a Capstone project for Hashwani Group Of Companies to streamline their HR department. (05/01/2016 to 12/01/2016)

SKILLS:
• Professional with 7 years of experience in Business Analysis and Customer Delivery Management.
• Experienced in Training & Development of team members along with Recruitment & Selection.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project I: Carried out Job Analysis, Career Path Planning.
• Capstone Project II: Research on Ageing Workforce and Designed Performance Management System
• Training & Development: Conducted Training on Time Management
• Recruitment & Selection: Designed and Conducted Recruitment Process (Psychometric Test and Interview)

INTERNSHIP/WORK EXPERIENCE:
GFK Etilize, Software Department, Full Time, Delivery Manager/Business Analyst from 08/2010 to Present
• Currently working as Software Business Analyst.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Tech and Business Research Journals
• Online Blogging, ESports Gaming
SEHRISH ANJUM

sehrishanjum92@gmail.com
Date of Birth: 09/28/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration - (MBA), Human Resource Management, Graduation: 2017
  • Cumulative GPA: 3.23
  ELECTIVES:
  • Leadership Studies
  • Employee Training & Development
  • Organization Change & Development
  • Strategic Human Resource Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Human Resource Management, May 2015
  • Cumulative GPA: 2.98

DA College for Women, Phase VIII, Karachi
• Higher Secondary School Certificate, 2011
  • A Grade, (71.91%)

Fazaia Inter College, Malir Cantt, Karachi
• Secondary School Certificate, 2009
  • A Grade, (78.38%)

SKILLS:
• Proficient in MS-Office
• Good Communication & Analytical Skills
• Willing to Learn & Listen
• Time Management
• Leadership & Motivational Skills
• People Oriented

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Employee Training & Development: Conducted training session for Adults (50+ years old) regarding mobile & social media usage
• Strategic Human Resource Management: Report on “Issue Resolution at HR Department of CoCa Cola Pakistan”
• Leadership Studies: Report on “To identify leadership style being practice in the corporate world by using Multifactor Leadership Questionnaire (MLQ)”
• Organization Change & Development: Report on “How to grow your people?”

INTERNSHIP/WORK EXPERIENCE
EFU General Insurance, Human Resource Department, Intern, from Jun 2015 to Aug 2015
• To view the HR processes

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Playing badminton
• Doing workout
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources, Graduation: 2017
• Cumulative GPA: 3.27

ELECTIVES:
• Leadership Studies
• Employee Training and Development
• Recruitment and Selection
• Salary and Compensation

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in Finance, Spring, 2015
• Cumulative GPA: 3.21

Nixor College, Karachi
• Advanced Level, 2011
• Grades: A* A B

Jaffar Public School, Karachi
• Ordinary Level, 2009
• Grades: 5A 4B

HONOURS / ACHIEVEMENTS:
• Member Corporate at Entertainment plus Society of IoBM.
• Event Manager - Nixor House Of Dreams

SKILLS:
• MS Office
• Communication skills & Presentation Skills
• Mathematics and Accounting excellence

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Institutions: Portfolio Investment in low risk, medium risk and high risk securities
• Risk Management: Report on How Standard Chartered Manages Credit Risk
• Capstone 1: Project by COPHC Ltd to prepare a feasibility report of establishing a packaging & printing industry in Gwadar.
• Capstone 2: An HR policy manual & employee handbook driven for TCS E-Commerce

INTERNSHIP/WORK EXPERIENCE
• Habib Bank Limited (July 2014 - August 2014)
Internship in the Consumer Banking Department.
• State Bank Of Pakistan (July 2015 – August 2015)
Internship in the Accounting and budgeting department.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attended Zenith leadership and Development Conference at IoBM in January 2012.
SYED AYESHA SHAHID
ayeshashahid372@gmail.com
Date of Birth: 17/11/1991

EDUCATION
Institute Of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Human Resource, Graduation: 2017
• Cumulative CGPA: 3.27

ELECTIVES
• Recruitment & Selection
• Salary & Compensation
• Strategic Human Resource Management
• Organization Change & Development

Institute Of Business Management (IoBM), Karachi
• Bachelors in Accountancy, Management and Law (BS-AML). Graduation: 2015
• Cumulative CGPA: 3.02

St. Michaels Convent School, Karachi
• A-levels ,Year 2011
  • 2Cs

St. Michaels Convent School, Karachi
• O-levels Majors in Commerce, Year 2009
  • 4As, 4Bs &1C

HONORS/ACHIEVEMENTS
• Winner in inter house table tennis tournament (A levels)

SKILLS:
• Microsoft Office ( Excel, PowerPoint, Word)
• Networking skills
• Efficient and hardworking
• Adaptive
• Strong communication skills
• Quick learner
• Team player

MAJOR PAPERWORK/ RESEARCH WORK/ PROJECTS:
• Capstone Project I on Corporate Banking Service in Pakistan (worked for Askari Bank)
• Capstone Project II on Mutual Fund Market of India and Pakistan (Comparative Analysis) (worked for NAFA)
• Management report on Novartis Pharmaceuticals (Overall management system)
• Marketing report on Asim Jofa’s marketing strategies and factors influencing strategies

WORK EXPERIENCE:
• Worked as an invigilator with British Council during CIE exams, June 2014
• Official 6 weeks Internship 2015 at Inbox Business Technologies in Human Resource department
• Worked as a recruitment specialist in Sagacious Business Consultancy (Oct 2016 – April 2016)
• Worked as HR Intern at TCS E COM (April 2017-May 2017)

INTEREST/EXTRA CURRICULAR ACTIVITIES:
• Was a part of school's throw ball and table tennis team
• Volunteered in SIUT
• Have participated in organizing various events at School
• Member of sports society in IOBM
• Attended Zenith Leadership Program held at IOBM, December 2013
• Reading novels
EDUCATION:
Institute of Business Management
• Master of Business Administration (IoBM), Major in Human Resources, Graduation: 2017
• Cumulative CGPA: 3.28

ELECTIVES:
• Organizational Change & Development
• Recruitment & Selection
• Strategic Human Resource Management
• Training & Development

Karachi University Business School
• Bachelor of Business Administration, 2014
• Cumulative CGPA: 3.04

ELECTIVES:
• Compensation & Benefits
• Performance Appraisal

Sir Syed Govt Girls College, Karachi
• Higher Secondary Certificate, 2010
• B Grade

The Educators Progressive Campus – 1,
• Secondary School Certificate, 2008
• A – 1 Grade

HONOURS / ACHIEVEMENTS:
• Performed and participated in a ‘Training and Development’ workshop held at Sardar Yasin Malik Professional Development Facilities, University of Karachi (Won second prize)

SKILLS:
• Good interpersonal and communication skills
• Attention to details
• Developing training modules and conducting training sessions
• Microsoft Word, PowerPoint, Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Worked on Capstone Project II with NOWPDP, developed training modules on vocational skills for people with hearing and speech impairment and worked on mentorship program for PWDs
• Developed and conducted a training session on “Learning from FAILURES’ at IoBM
• Worked on Capstone Project I with Unity group and designed training programs

INTERNSHIP/WORK EXPERIENCE:
• A. F. Ferguson & Co., Human Resources Advisory, Intern from October 2017 to present
• Younus Brothers Group, Lucky Knits Pvt. Limited, Human Resources Intern from August 2017 to October 2017
• Pfizer Pakistan, Human Resources, Intern from June 2014 to July 2014

EXTRA CURRICULAR ACTIVITIES/HOBBIES:
• Worked as a member of KUBS - Leaderpreneurship Club and organized Tales – The Annual Leadership and Entrepreneurship Summit (2012) and E-Quest (2011)
• Remained member of KUBS Students’ Clique and organized Advolution – Advertising and the Changing Media Landscape (2012)
• Worked in marketing team of Apollo 7 (Marketers Oriented Club) and organized Innova – The Marketing Forum (2012)
Bisma Badar Abbasi
std_19580@iobm.edu.pk, bisma.abbasi@hotmail.com
Date of Birth: 26/10/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major Human Resource, Graduation: Summer 2017
• Cumulative GPA: 3.27

ELECTIVES:
• Recruitment and Selection
• Organizational Change and Development
• Employee Training and Development
• Strategic Human Resource Management

Bahria University, Karachi
• Bachelor of Business Administration (BBA), 2014
• Cumulative GPA: 2.99

Gulshan Government Degree College, Karachi
• Higher Secondary Certificate, 2010
• B Grade (61.45%)

Happy Home High School, Karachi
• Secondary School Certificate, 2008
• A Grade (74%)

HONOURS / ACHIEVEMENTS:
• Secured 2nd position at Bahria Finance Olympiad’14 BFO

SKILLS:
• Leadership skills
• Confident in working all sorts of environment
• Vibrant observer and fast learner
• Conflict Resolver
• Up to the mark for interpersonal skills
• Adaptable and positive (can work in changing environment
• MS Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: identifying which recruitment metrics are used across the Pakistani industry to improvise the recruitment process.
• Capstone 2: Competency Mapping and critical incident mapping for Hashwani Groups
• OCD: Analysis of Forced Ranking Distribution at K-Electrics
• Recruitment & Selection: Research on Assessment Centers of Unilever, Nestle and GSK.
• Training and Development: Conducted Wellness training for IoBM guards
• SHRM: Analysis of Performance Management and Feedback System.

INTERNSHIP/WORK EXPERIENCE:
Resource Linked, Department: HR Intern, July/ 2017 to September/ 2017
• Worked on Careem’s Project, the main task was to create an appropriate pool of vendor and captains
UBL Head Office, Department: Business Intelligence Intern, March/ 2015 to April/ 2015
• Data documentation of liabilities and consumer section

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of TLC (The Leadership Conference) Program
• Organizer of events and festivals on Departmental and Student Level
• Participated in Badminton Tournaments
• Participated in BUMUN as a Delegate of Mayanmar
BISMA BATOOOL

bisma.batool.19@gmail.com
Date of Birth: 19/08/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources, Graduation: 2017
• Cumulative GPA: 3.52

Electives:
• Recruitment & Selection
• Salary & Compensation Management
• Organizational Change & Development

Jinnah University for Women (JUW), Karachi
• Bachelor of Business Administration BBA, 2014
• Cumulative GPA: 3.88

Khursheed Govt. Girls Degree College, Karachi
• Higher Secondary Certificate, 2010
• A Grade, (72.5 %)

Crescent Bahria Cadet College, Karachi
• Secondary School Certificate, 2008
• A+ Grade, (82.5%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at IoBM from 09/06/2016 to 5/31/2017
• Won 2nd prize in Simerge, an interuniversity competition from 03/03/2017 to 03/05/2017
• Won 3rd prize on Daily Milk’s production & operation management project, 12/02/2013 to 12/4/2013

SKILLS:
• Competency Mapping, Career Path Development, Employee Trainings
• Attendance, Payroll, Leaves, O.T Management, Grievance Handling, Employee Separation
• Manpower Planning, JDs and JCPs, Policies formulation & implementation

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1: Researched on Millennial characteristics, turnover and retention.
• Capstone Project 2: Competency Mapping and Career Path development for Hashwani Group of Companies
• Training and Development: Health and Safety Training Workshop for Security Guards

INTERNSHIP/WORK EXPERIENCE:
Shapar PVT Ltd, Human Resources, HR Executive – HR from 08/2017 to Present
• Talent Acquisition, Training & OD, Payroll, Policy Making, Employee Grievances, Separation process.
Resource Linked, Human Resources, Intern – HR from 06/2017 to 07/2017
• Executive Search and Talent Acquisition for ICI Life Sciences
Pakistan Petroleum Limited, Human Resources, Intern – HR from 01/2014 to 02/2014
• Recruitment & selection, appraisal process, rules of service, CBA agreements, old age benefits, SAP.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Books and playing games
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
• Current Cumulative GPA: 3.24

ELECTIVES:
• Brand management
• Advertising Management
• Experiential Marketing
• Social Marketing
• Recruitment and Selection
• Training and Development

Sukkur Institute of Business Administration, Sukkur
• Bachelor of Business Administration, Major in Marketing, 2013
• Cumulative CGPA: 2.28

Bahria Foundation College, Khairpur’s mirs
• Higher Secondary Certificate, 2007
• A Grade, (77.09%)

Bahria Foundation College, Khairpur’s mirs
• Secondary School Certificate, 2005
• A 1 Grade, (85.76%)

SKILLS:
• Oral and written communication
• Cooperative team member
• Event management
• Microsoft Word and Excel
• Creative, analytical & problem solving skills
• Fluent in English, Urdu and Sindhi
• Effective leadership skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
Capstone 1: Marketing survey for Nutri Lake Company
• Conducted a Marketing Survey for Nutri Lake Company in order to identify the market for Imported Green/Flavoured tea.

Capstone 2: Marketing Survey for Medicam Group of Companies
• Conducted a Marketing Survey for Medicam Company in order to identify the three new toothpaste variants.
• Conducted a far-reaching and extensive consumer survey and competitive analysis for the Medicam Company
• Marketing Management: Marketing plan of “online Maid service provider company”
• Management strategies and value innovation: Report based on “Blue Ocean Strategy on TCS Company”.
• TIS: Participated in first EUREKA FAIR held in IOBM & introduced new innovated product “HOLO WORLD”
• Methods in Business Research: Research report based on consumer’s attitude towards ready to eat food.
• Training and development: conducted workshop on Stress Management name as “Emotional gym” at IOBM.
• Seminar in business policy: Research report on “impact of contractual employees on their productivity in banking sector”.
• Advertising management: Developed TVC on American tailors as a project assigned by instructor

WORK EXPERIENCE
Clouds Innovators Solutions, Research Analyst, presently working.
SBT JAPAN, Sales/ Marketing Department, as an International business executive in Myanmar/Tanzania region
KASB Bank, Retail Department, as a Retail business Officer
• Completed my CPD hours in School of leadership as co facilitator in training session conducted in IBA Karachi.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books (fiction/non-fiction)
• Badminton
• Painting
• Movies/ Music
• Internet surfing
• Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Human Resources, Graduation: 2017
- Cumulative GPA: 3.12

ELECTIVES:
- Strategic Human Resource Management
- Recruitment & Selection
- Employee Training & Development
- Public Relations

University of Karachi, Karachi
- Bachelor of Commerce, 2013 - 2014
- 2nd Division

Govt. Dehli College, Karachi
- Higher Secondary Certificate, 2011
- A Grade, (76.00%)

Lilies High School, Karachi
- Secondary School Certificate, 2009
- A 1 Grade, (83.29%)

SKILLS:
- Communication Skills
- Flexible
- Adaptable
- Co-operative

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Capstone: Developing a talent hunt program for HBL.
- Recruitment & Selection: Conducted a recruitment drive in the class.
- Employee Training & Development: Gave training on Personal Branding

INTERNSHIP/WORK EXPERIENCE:
- BankIslami Pakistan Limited, Human Resources, Officer from 28/08/2017 to Present
- UBL Fund Managers, Human Resources, Recruitment Officer from 18/04/2017 to 17/06/2017 (Contractual)
- UBL Fund Managers, Human Resources, Internnee from 10/01/2017 to 20/02/2017
- BankIslami Pakistan Limited, Human Resources, Internnee from 07/23/2015 to 08/19/2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Playing & watching cricket
- Listening to music
EducatioN:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Human Resources, Graduation: 2017
- Cumulative GPA: 3.22

ELECTIVES:
- Leadership Studies
- Employee Training and Development
- Recruitment and Selection
- Salary and Compensation

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration, Major in Finance, May 2015
- Cumulative GPA: 2.98

St. Joseph’s College for Women, Karachi
- A Grade, (74.18%)

St. Lawrence’s Convent Girl’s Secondary School, Karachi
- Board of Secondary Education Karachi, 2009
- Grade A-1, (86.35%)

honours / achiEvements:
- Promotions Head - Entertainment Plus Society of IoBM.
- Event Manager- The Enlighterz Society-TES

skills:
- MS office

Major term papers / research work / projects:
- Recruitment and Selection: Conducted a Psychometric Test and Interview Session among class members
- Employee Training & Development: Training session for elders to train them on how to use smart phones
- Salary and Compensation: Report on a detailed Salary and Compensation policies of EY
- Capstone 1: Prepared a feasibility report of establishing a packaging and printing industry in Gwadar.
- Capstone 2: Devised HR policy manual, employee handbook and detailed HR policies for TCS E-Commerce

Internship/work experience:
Ernst and Young, GCR Department, Senior Associate HR from October 2015 – March 2017
- Managing recruiting, training, payroll and other HR activities of GCR department
State Bank of Pakistan, Accounts Department, Intern, July 2015- August 2015
- Analyzing Budget utilization trends and Financial Statements of SBP BSC and correspondence with Field Offices of SBP BSC to ensure tagging of Fixed Assets

Extracurricular activities/hobbies:
- Member Creative - SWAT- Social Welfare and Trust Society and SHRS- Strategic Human Resource Society
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources, Graduation: Spring, 2017
• Cumulative GPA: 3.38

ELECTIVES:
• Recruitment & Selection
• Employee Training & Development
• Performance Appraisal
• Strategic Human Resource Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2014
• Cumulative GPA: 2.77

Commecs College, Karachi
• Higher Secondary Certificate, 2010
• A Grade, (76.64%)

AES School for Girls, Karachi
• Secondary School Certificate, 2008
• A Grade, (77.8%)

SKILLS:
• Excellent at time management and working on tight deadlines
• Excellent presentation and writing skills
• Tech Savvy

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1: Market research for Measuring Cannibalization Effect on Abbott’s Painkiller category
• Capstone Project 2: Designing Formal performance appraisal for Alpha containers
• Organizational Behavior: Impact of culture on Performance and Motivation at K-Electric
• Technology and Value Innovation: Designed prototype blood donation website in Pakistan
• Recruitment & Selection: Comparative study on Recruitment practices in the Pharmaceutical Industry

INTERNSHIP/ WORK EXPERIENCE:
Martin Dow Pharmaceutical Limited, Marketing Department, Interned from 08/2014 to 10/2014
• Designed promotional items for the dermatology division like drop cards etc, maintained sales force records.

Epla Pharmaceutical, Human Resource Department, Interned from 11/2015 to 12/2015
• Rotated under all HR functions for a month, assisted in annual performance appraisal

Damco Pakistan, (MAERSK Shipping), Human Resource Department, Interned from 12/2015 to 04/2016
• Handling intern recruitment, operational activities, employee records management and training events

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Freelance Blogging for International Clients
• Reading & Travelling
TALEAA GHORI
std_19430@iobm.edu.pk

EDUCATION:
Institute of Business Management (IoBM)
- Master in Business Administration (MBA), Major Human Resources Management, Graduation: 2017
- Cumulative CGPA: 3.33

ELECTIVES:
- Strategic Human resource Management
- Organizational change and development
- Recruitment and selection
- Employee Training and Development

SSUET 2011,
- Bachelors of Science (Computer Engineering)
- 1st Division

DA Degree College for Women, Karachi
- Higher Secondary Certificate, 2010
- A Grade, (73.18%)

Ghulistan Shah Abdul Latif Girls Sec. School, Karachi
- A Grade, (86.71%)

SKILLS:
- Proficient in MS office and MS Powerpoint
- Good Communicator
- Ability to empathize
- Good at Time Management

WORK EXPERIENCE:
IBEX Global, OD Analyst from, 2017- to date
ZEPCOM, Interned, 6 weeks

EXTRACURRICULAR ACTIVITIES/INTERESTS
- Organized events and festivals on Departmental and Student Level.
- Chief Editor of Club of Entrepreneurs at IOBM
- Member of The Leadership Conference (TLC) management team
- Blogs about the technology advancements taking place globally
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative GPA: 3.46

ELECTIVES:
• Employee Training & Development
• Leadership Studies
• Negotiation Skills and CB
• Organizational Change and Development

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in HR, Graduation: Spring, 2015
• Cumulative GPA: 3.15

Foundation Public School, Karachi
• A – Levels, 2010
• 1B & 2D

Defence American School, Karachi
• O- Levels, 2008
• 3As, 5Bs & 1C

HONOURS / ACHIEVEMENTS:
• Principal and Honor Roll in O-levels
• Volunteered at SIUT spring festival
• Won throw ball matches in A-levels
• Volunteered at WWF Nature Carnival

SKILLS:
• Good communication and presentation skills
• Event Management Skills
• Proficient in Microsoft Windows, MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Performance Appraisal and Management :MCB
• Recruitment and Selection :Designing and conducting of interview for procurement manager
• Pakistan Economic Policy : Survey on gender discrimination at workplace
• Capstone 1: Donor Activation & Internal accounting control at Qindeel Academy
• Capstone 2: Internal HR Restructuring at NOWPDP

INTERNSHIP/WORK EXPERIENCE:
• Afiniti, Finance dept, Payroll Analyst from 1st March 2017 to Present
• HRS Global, HR dept, HR Service Delivery Specialist from 22nd Dec 2014 to 12th August 2016
• Ravian International Agencies, HR dept, Management trainee from 20th September to Dec 2014
• Sanofi Aventis Pakistan, HR dept, Intern from 5th August 2014 to 16th September 2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing throw ball
• Reading books
• Freelance writing of English articles
OVAIS IBRAHIM

Ovais_ibrahim@yahoo.com
Date of Birth: 15/11/1987

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative GPA: 3.02

ELECTIVES:
• Industrial Relations and Labor Laws
• Salary and Compensation
• Organizational Change and Development
• Performance Appraisal and Management

Institute of Business Management (IoBM), Karachi
• Bachelors of Science, 2011
• Cumulative GPA: 2.50

Commecs College, Karachi
• Higher Secondary Certificate – 2007
• B Grade (68.82%)

Habib Public School, Karachi
• Secondary School Certificate – 2005
• A Grade (73.65%)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• OCD: Issues faced by Hinopak Motors Limited during implementing new system
• Salary & Compensation: Salary Survey of Executives/ Expatriates in an Organization
• Industrial Relations & Labor Laws: Benefits of SESSI for workers
• Performance Appraisal and Management: Appraisal Process of Organizations

INTERNSHIP/WORK EXPERIENCE:
• HR Associate in Hinopak Motors Limited (2013 – 2015)
• Executive HR & Compensation in Hinopak Motors Limited (2015 - till date)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Swimming
• Reading Books
• Social Worker
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative GPA: 3.58

ELECTIVES:
• Recruitment and Selection
• Salary and Compensation
• Performance Appraisal and Management
• Public Relations and Corporate Communication

Institute of Business Management (IoBM), Karachi
• BS Accountancy, Management & Law, 2015
• Cumulative GPA: 3.38

Agha Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2011
  • A Grade

Architects of Brilliant Careers Public School, Karachi
• Secondary School Certificate, 2009
  • A Grade

SKILLS:
• Adequate hands-on practice in MS Office Excel, Word and PowerPoint
• Ability to work in team
• Communication skills
• Leadership skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing plan for Tata Best Foods
• Marketing Research for Ehtesham Packages which included competitor analysis and customer analysis in detail
• Report on Recruitment and Selection Process of Agility Logistics
• Report on Performance Appraisal and Feedback process of PharmEvo Pakistan
• Report on Unilever HR department functions and their business analytics infrastructure

INTERNSHIP/WORK EXPERIENCE:
• Challenging and learning experience

Southshore College, Administration, Assistant Administrator (September 2017)
• Great opportunity to sharpen my managerial skills.

EXTRACURRICULAR ACTIVITIES:
• Member of Prince Aly S. Khan Jamat Khana Library
• Arranging social activities and tournaments in AKHSS
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master’s in Business Administration (MBA), Majors in Human Resources Management, Graduation: 2017.
• Cumulative CGPA: 3.18
  
  ELECTIVES:
  • Performance Appraisal & Management
  • Strategic Human Resource Management
  • Salary & Compensation
  • Employee Training & Development

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA), Majors in Human Resources Management, Graduation: May, 2015.
• Cumulative CGPA: 2.78

  ELECTIVES:
  • Organizational Change And Development
  • Recruitment And Selection
  • Public Relations/Corporate Communications/Event Management
  • Leadership Studies

Meritorious Science College, Karachi
• Higher Secondary Certificate, 2010
• A 1 Grade (81.18%)

St Lawrence Convent Girls Secondary School
• Secondary School Certificate, 2008
• A Grade (77.65%)

HONOURS / ACHIEVEMENTS:
• Participated and won various quiz and debate competitions at school and college level.
• Awarded honorarium prize by the college for achieving A+ in Intermediate.

SKILLS:
• Strong interpersonal and communication skills
• Personal drive and resilience
• Proficient at using MS-OFFICE
• Effective team player

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Public Relations: Organized an event, “Risk Management during floods in Pakistan”
• Capstone Project I: Salary Survey and HR audit of Orient Energy Systems.
• Capstone Project II: Formulated and Conducted TNA along with proposing recommendations based on the TNA.
• Conducted a training workshop as a Lead Trainer on “Empowering Women through Women Entrepreneurship”.

WORK EXPERIENCE:
• Internship at Byco Petroleum (HR Department) from 25th May 2015 - 10th July 2015
• Internship at Professional Employers Pvt Ltd. (HR Department) from 12th September 2017- 19th October 2017
• Trainee at Siemens Pakistan (Business Development Department) from 23rd October 2017 to date.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Music, television, swimming and travelling.
• Organizing events
• Sports and Literary Competitions
ANUM IRFAN
std_12685@iobm.edu.pk
Date of Birth: 11/25/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
  • Cumulative GPA: 3.53

  ELECTIVES:
  • Salary & Compensation
  • Employee Training & Development
  • Industrial Relations & Labor Laws
  • Negotiation Skills and Collective Bargaining

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), Spring, 2015
  • Cumulative GPA: 3.38

St. Michael’s Convent School, Karachi
• A – Levels, 2010
  • 2 ‘A’ s, 2 ‘B’ s

St. Michael’s Convent School, Karachi
• O - Levels, 2008
  • 7 ‘A’ s, 2 ‘B’ s

HONOURS / ACHIEVEMENTS:
• Awarded the Bravo Card by TenPearls (Pvt.) Ltd for efforts in recruitment activities.

SKILLS:
• Interpersonal, Problem Solving, Stress & Time Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Recruitment and Selection: Research work on ‘Competency Based Recruitment’ for Streebo, Inc.
• Salary and Compensation: Term report on Salary and Compensation Management in DHL
• Performance Appraisal & Management: Project on Performance Management in Muller & Phipps

INTERNSHIP (S)/WORK EXPERIENCE:
Zepcom (Pvt.) Ltd, Senior HR Executive from 04/2016 to 09/2016
• Responsible for complete recruitment cycle, leave records, developing HR policies, etc.

TenPearls (Pvt.) Ltd, Human Resource Trainee from 08/2015 to 03/2016
• Responsible for whole employee lifecycle, recruitment, insurance forms processing, etc.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Teacher at Justuju Welfare during Summer 2013
• Vice President for AIESEC’s Project Enviro Cycle in March 2014
• Attended a 2-month course on MS Office in 2002
• Reading books, travelling, writing articles and participating in social work events.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: Spring, 2017
• Cumulative GPA: 3.29

ELECTIVES:
• Salary and Compensation
• Negotiation Skills and Collective Bargain
• Organizational Change and Development
• Pay for Performance and Reward

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.83

B.A.M.M P.E.C.H.S Govt. College for Women, Karachi
• Higher Secondary Certificate, 2010
• A Grade, (74.91%)

St. Joseph Convent High School, Karachi
• Secondary School Certificate, 2008
• A 1 Grade (90.47%)

HONOURS / ACHIEVEMENTS:
• Recognized as High Potential Talent evident with the progression achieved from Intern to Assistant Manager in a calendar year (September – 2015 to September 2016).
• Initiated and led a fund raising campaign for Burns Center and raised over PKR. 200,000, in record time of two weeks. The project was nominated for the British Council’s “National Award Ceremony 2012” in Islamabad.

SKILLS:
• Proficient in MS Office
• People Management Skills
• Strong ability to Drive Results and Solutions
• Strong Communication and Presentation Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project: Internal Restructuring of the HR Department at NOWPDP
• Organizational Change and Development: OD Interventions at GulAhmed Textile Mills Limited.
• Technology Innovation and Strategy: Mobile Evaporator - Idea and Product Design
• Strategic Financial Analysis and Design: Financial Analysis of Attock Petroleum
• Negotiation Skills and Collective Bargain: Alternate Dispute Resolution
• Pay for Performance and Reward: Blue Collar Jobs – Textile Industry of Pakistan

INTERNSHIP/WORK EXPERIENCE:
GulAhmed Textile Mills Ltd., Human Resource, Assistant Manager from 09/2016 to Date
• Working as an HR Business Partner for all the Central Departments of GulAhmed Textile Mills.
GulAhmed Textile Mills Ltd., Human Resource, Management Trainee Officer from 09/2015 to 09/2016
• Functional Rotation included Business Partnering, Recruitment, Organizational Development, Learning & Development and HR Operations.
GulAhmed Textile Mills Ltd., Human Resource, Intern from 08/2015 to 09/2015
• Was responsible for letter management and also initiated the HR Newsletter for GulAhmed Apparel.
Ali Gohar Pharmaceuticals Ltd., Human Resource, Intern from 05/2012 to 06/2012
• Was given the task of auditing employee files and managing the CV Data Bank and Training Calendar. Was also responsible for full and final settlement of employees.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Social Networking
• Reading
• Content writing
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Graduation, Graduation: 2017
• Cumulative GPA: 3.14

     ELECTIVES:
     • Recruitment & Selection
     • Employee Training & Development
     • Strategic Human Resource Management
     • Organizational Change and Development

DACB (affiliated with Karachi University):
• Bachelors of Business Administration, 2015
• Cumulative GPA: 3.26

DCW, Phase 7
• Higher secondary commerce, 2010
• B Grade, (68.36%)

Clifton high school:
• Secondary school certificate, 2008
• B Grade, (65.53%)

HONOURS/ ACHIEVEMENTS:
• Participated in The leadership conference –Ehsaas on 2015 organized by Training and Consultancy service
• Participated as creative member the on Cultural Day “COLOURS OF PAKISTAN” in DHA Suffa university, fall 2012
• Participated in the Innovation Camp that conducted by INJAZ Pakistan on 2014

SKILLS:
• Event organizing (decor)
• Proficient in Microsoft office

MAJOR TERM PAPERS/ RESEARCH WORK/ PROJECT:
• Training and development: Conducted a 3 hour training session along with my team members for security guards of IOBM for their health purpose
• Technology innovation and Operation: Eureka fair, where I along with my team member made a prototype of a complete hair solution under one machine named “Hair Fusion”
• Capstone project: Did research on Pakistani working millennial and on their attributes surveyed about 20 top most organizations of Pakistan.

INTERNSHIP WORK/EXPERIENCE:
Intern at DHA Suffa University, 6 weeks
• Was involved in administrative work
National Bank of Pakistan (Islamic), 6 weeks
• Was involved in HR training work

EXTRA CURRICULAR:
• Social- networking and Designing
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (Regular), Human Resource Management, Graduation: 2017
• Cumulative GPA: 3.11

ELECTIVES:
• Recruitment & Selection
• Salary and Compensation

• Performance Appraisal and Management
• Employee Training and Development

DA Degree College for Women, Karachi
• Bachelor of Commerce, 2013
• 2nd Division

DA Degree College for Women, Karachi
• Higher Secondary Certificate, 2009-2011
• A Grade, (70.09%)

Aga Khan School, Karachi
• Secondary School Certificate, 2009
• B Grade, (66.9%)

SKILLS:
• I enjoy working in teams; I have worked with different types of people in my projects.
• Organize and prioritize workload within any setting.
• Multitasking
• Active Listener
• Microsoft Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone II: Collaborated with UNDP for Youth Employment Project
• Capstone I: Developed a Workforce Diversity Paper
• Recruitment & Selection: Conducted a recruitment drive in class
• Employee Training and Development: Conducted First Aid Training Session for Blue-Collar Workers in IoBM

INTERNSHIP / WORK EXPERIENCE:
Meezan Bank Limited, Human Resource Department, Internship from July, 2017 to August, 2017
• Handling company’s Internship database, checking newly hired employees verified documents and entering confirmation data on MIS.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attended First Aid Training at Aman Foundation
• Participated in USAID Youth Dialog session on peace and security.
• Photography
• Web Surfing
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
• Cumulative GPA: 3.48

ELECTIVES:
• Organization Change & Development
• Public Relations & Corporate Communication
• Industrial Relations & Labor Laws
• Negotiation Skills & Collective Bargaining

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in Human Resource Management, 2014
• Cumulative GPA: 3.09

Bahria College Karachi, MT Khan Road
• Higher Secondary Certificate, 2010
• C Grade, (59.1%)

Education Trust Nasra School, Karachi
• Secondary School Certificate (AKU-EB), 2008
• A Grade, (73.3%)

SKILLS:
• Detail Oriented
• Team management, able to get results
• Capable of meeting deadlines

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Research work on Bridging the Gap in Banking
• Capstone 2: Research work on Media Ratings
• Technology, Operations & Innovation: Participated in Eureka Fair; Created an application “Committee Pal”
• Negotiation Skills & Collective Bargaining: Term paper on Alternate Dispute Resolution Methods
• Marketing Strategy & Value Innovation: Case Study on School of Leadership
• Organization Change & Development: Term paper on Organizational Change Intervention at Habib Metropolitan Bank

INTERNSHIP/WORK EXPERIENCE:
• Avari Towers, Interned from May to July 2013
• Bank Alfalah Limited, Human Resource Department, Interned from May to July 2014
• Philips Pakistan, Corporate Human Resource Department, Interned from December to February 2015
• ENI Pakistan Limited, Graduate Trainee, from February 2017 to date

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Learning new languages
• Reading Fiction & Non-Fiction
• Physical activities
• Following TV shows, Tennis, and Movies
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
• Cumulative GPA: 3.00

ELECTIVES:
• Organizational Change and Development
• Recruitment and Selection
• Salary and Compensation
• Performance Appraisal

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 3.21

DA Public school O and A levels, Karachi
• A – Levels, 2010
• 1As, 3Bs & 1b

DA Public School O and A levels Karachi
• O - Levels, 2008
• 2As, 1Bs & 2C

HONOURS / ACHIEVEMENTS:
• Selection at Young Leaders and Entrepreneurial Summit at LUMS

SKILLS:
• Excellent Presentation Skills
• Planning and Change Management Skills
• Leadership Skills
• Proficiency in All Components of Microsoft Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Employer Branding at Gul Ahmed Textile Mills
• Capstone 2: Research on Glass Ceiling in Pakistan

INTERNSHIP (S)/WORK EXPERIENCE:
• Ward Howell International, Consultant from Oct/2015 to Jul/2017
• Prime Human Resources, Executive Search, Research Executive from May/2015 to Oct/2015

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of Strategic Human Resource Society(SHRS)
• Member of Social Welfare and Trust
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative GPA: 3.03

ELECTIVES:
• Organizational Change & Development
• Employee Training & Development
• Performance Appraisal & Management
• Public Relations/Corporate Communications

Jinnah University for Women, Karachi
• Bachelor of Business Administration (BBA)
• Cumulative GPA: 3.1

Govt. College for Women Nazimabad, Karachi
• Higher Secondary Certificate, 2009
• C Grade, (57.82%)

Metropolitan Academy, Karachi
• Secondary School Certificate, 2007
• A Grade, (77.88%)

ACHIEVEMENTS:
• Organized hiring process for PSO Legal jobs
• Certification of participation in an International Leadership Conference “RYLA USA”

SKILLS:
• Proficient with MS Office: Word, Visio, Excel & PowerPoint
• Result oriented
• Powerful communication skills
• Efficient writing skills
• In-depth knowledge of HR-Divisions
• Capable of working individually and in teams

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1: Liaquat National Hospital/ Process Mapping of Payroll, Staffing, Time-Office, Records, Employee Relations and Professional Fee Accounting Divisions
• Capstone Project 2: Industry Research conducted on “Is Cash on Delivery a disruptive innovation; An exploration into consumer insights of preferring online shopping over retail shopping”
• Training & Development: Conducted a training workshop on Talk about Talk/How to deal stage fright.
• Method Of Business Research: Conducted market survey for Coca Cola for Distribution channels
• Term project of Seminar Business Policy: How men and women differ in terms of career planning
• Project of HRM: Survey on the practices and implication of Training and Development function in PIA

INTERNSHIP/WORK EXPERIENCE:
• KPMG, HR-Officer, 2017
Looking after CSR activity, Recruitment, HR-processes, ICAP & Health insurance
• Executives Network International, Headhunters, 2017
CV reviewing, short-listing of candidates, scheduling interviews and documentations
• Liaquat National Hospital, HR Department, 2016
Mapped processes of 6 Divisions of HR Department
• Meezan Bank Limited, HR Department, 2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Director International Relations Department
• Rotaract Club of IoBM-2016
• Puzzles
• Reading/Writing/Travelling/Photography
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
- Cumulative GPA: 2.99

ELECTIVES:
- Employee Training & Development
- Salary & Compensation
- Organizational Change and Development
- Recruitment and Selection

University of Sindh, Jamshoro
- Bachelor of Arts, 2006
- 2nd Division

Foundation Public School, Hyderabad
- Higher Secondary Certificate, 2001
- C Grade, (54.45 %)

Foundation Public School, Hyderabad
- Secondary School Certificate ,1999
- B Grade, (62.0 %)

HONOURS / ACHIEVEMENTS:
- Best Basketball Player of college, 2001
- Best Batsman of college, 2001
- Scored 6.0 in International English Language Testing System

SKILLS:
- Good communication, quantitative and number crunching
- MS Office
- Good at negotiating & influencing Government officials

MAJOR TERM PAPERS / PROJECTS:
- Recruitment & Selection process at Excise Taxation & Narcotics Control Department

WORK EXPERIENCE:
- Excise Taxation & Narcotics Department, Sindh, Excise & Taxation Inspector from 03/2009 to-date

EXTRACURRICULAR, ACTIVITIES/HOBBIES:
- Jogging,
- playing Basketball
- Cricket
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative GPA: 3.49

ELECTIVES:
• Recruitment & Selection
• Salary & Compensation
• Performance Appraisal & Management
• Organizational Change & Development

University of Karachi, with Karachi
• Bachelor of Commerce, 2013
• 2nd Division

Private, with Karachi
• A – Levels, 2011
• 1 Bs, 2Cs Grades (Equivalency 75%)

Nakhlah School, with Karachi
• O - Levels, 2009
• 4As, 3Bs & 1C Grades (Equivalency 79%)

HONOURS / ACHIEVEMENTS:
• Certificate for Event Organizer during teaching career
• Deputy Head Girl in O-level School

SKILLS:
• Excellent Communication & Presentation skills
• Basic-Intermediate MS Office
• MS VISIO 2016
• Basic poster designing skills (CANVA)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• In-depth analysis of Abu 0044awood’s HR function particularly “Salary Structure and Compensation”
• Reviewed “Competency Based Recruitment” system of Lucky Cement Limited
• Designed Climatic Survey for one of the leading manufacturing company as part of the OD initiative
• Industry Analysis on Performance Management Practices of three major textile sector organization
• Research proposal on “Job Stress and Job Satisfaction in Working Professionals”
• Potential of Marble & Stainless-Steel Industry of Pakistan in post CPEC scenario

INTERNSHIP/WORK EXPERIENCE:
Lucky Cement Limited, Human Resource Department, Officer HR from 04/2016 to date (1.5 Years)
• One-year experience in Learning & development function, now in Talent Acquisition department
• Lucky Cement Limited, Human Resource Department, Intern HR from 01/2016 to 03/2016 (3 months)
  3months internship in Learning & development, Organizational development & Comp & benefit function
• Nakhlah School, English Language & Literature Teacher, from 09/2009 to 11/2015 (6 Years)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading HBR articles related to recent concepts of HR
• Online courses particularly on Udemy
• Playing Throwball & badminton, long tennis & other sports
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
  • Cumulative GPA: 3.69

  ELECTIVES:
  • Recruitment & Selection
  • Employee Training & Development
  • Strategic Human Resource Management
  • Salary & Compensation

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in Human Resource Management, Graduation: 2015
  • Cumulative GPA: 3.38

The Lyceum School, Karachi
• A – Levels, 2011
  • 1A*, 2Bs

The Mama Parsi Girls’ Secondary School, Karachi
• O - Levels, 2009
  • 5As, 3Bs, 1C, 1D

HONOURS / ACHIEVEMENTS:
• Offered full-paid scholarship by IoBM at Erfurt University Germany as an Exchange student due to excellence in academia in Fall 2014
• Organized an HR Summit Conference including CEOs of top-tier organizations in Fall 2013

SKILLS:
• Leadership
• Creative and team player
• Ability to articulate and develop logical solutions
• Excellent written and oral communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Human Resource Management: Developed a Case Study on Bayer’s Recruitment Process
• Organizational Change & Development: Problems of Change Management Processes in Pakistani Organizations
• Employee Training & Development: Designed a Training Module on “How to Overcome Procrastination”
• Strategic Management: Market Research Consultant for an upcoming brand “Kapray”

INTERNSHIPS:
The State Bank of Pakistan (SBP), Human Resource Department, Intern from October 26th 2015 – December 4th 2015
• Comparative Analysis of the Grading Structures of HBL & Bank Alfalah with SBP
• Managed the recruitment process at Getz and created a SOP on it

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member, Strategic Human Resource Society
• Editor, The Lyceum School
• Volunteer, SIUT
• Organizer, Zenith Leadership & Development Conference 2013
EDUCATION
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative CGPA 3.26

ELECTIVES:
• Strategic Human Resource management
• Training and development
• Organizational change and development
• Performance appraisal and management

Muhammad Ali Jinnah University, Karachi, 2015
• Bachelor of Business Administration
• Cumulative CGPA 3.35

Government College For Women Shahrah E Liaquat, Karachi, 2011
• Higher Secondary Certificate
• C Grade

Karachi Public School, Karachi, 2009
• Secondary School Certificate
• A 1 Grade

SKILLS
• Leadership
• Building relationships
• Articulation of concepts
• Employee training
• Microsoft office
• Business analytics
• SPSS
• Developing relationships
• Employee training
• Business analytics
• SPSS

MAJOR RESEARCH REPORTS/ CAPSTONE PROJECTS:
• CAPSTONE PROJECT on Recruitment Metrics in Pakistani Industry
• CAPSTONE PROJECT 2 on Competency mapping (in progress)
• TRANNING WORKSHOP: Conducted workshop session for Health and safety Training for IoBM Guards
• CPD ACTIVITY: Performed CPD activity in Jubilee life Insurance (Bancassurance)

PROFESSIONAL EXPERIENCE:
NIJAM BIJLI PVT LIMITED, HR Officer-- Performance Monitoring, From Sept 15th 2017 to present
• Establish KPIs for various departments, Design and implement processes for gathering data to improve team performance.
• Developing SOPs and facilitating other department to establish their SOPs. Determine hiring, training and termination needs.
• Develop and Maintain performance evaluation framework and Maintain career progression framework and talent management
• Creating trainings around organizational culture for teams.

NIJAM BIJLI PVT LIMITED, MTO- Performance Monitoring, From Aug 1st 2017 to Sept 14th 2017
• Developing a value deck for establishing organizational culture
• Developing and maintaining an actual vs need staffing report—evaluating the hiring roadmap for organization
• Developed and updated the HR SOPs and Bijli Ops Policies. And Assisted the HR officer in Salary and Compensations.
• Developed a process for field (sales team) onboarding process.
• Assisting the managers in recruitment process, such as pulling and assessing resumes and conducting interviews and On boarded new hires.

KARACHI STOCK EXCHNAGE, Karachi, Intern – Finance Department, From May 2013 to Sept 2013
• Made entries and performed reconciliation to record the selling and buying of products. Assisted the finance manager in preparing the quarterly report. Prepared audit and compliance issues log by reviewing audit report.

• Conducted both primary and secondary research to assist in the development of course and education system

EXTRA-CURRICULAR ACTIVITIES/COMMUNITY SERVICE
• Corporate Director, Digicon Informatics Society (IoBM)
• Coordinator, Business Administration Society
• Coordinator, Economic Festival 2014
• Coordinator, Marketing Administration Society
• Involved in the “Humanity a home in Peace” initiative by Dar-ul-Sakoon

SUNDUS QIDWAI
sundus_qidwai@hotmail.com; std_19111@iobm.edu.pk
Date of Birth: 06/08/1993
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
  • Cumulative GPA: 3.52

ELECTIVES:
• Salary and Compensation
• Employee Training and Development
• Public Relations & Corporate Communications
• Strategic Human Resource Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in Finance, 2014
  • Cumulative GPA: 3.27

DA Degree College for Women Phase VII, Karachi
• Higher Secondary Certificate, 2010
  • A 1 Grade (82%)

Defence Authority Model Girls School, Phase IV DHA
• Secondary School Certificate, 2008
  • A 1 Grade (85.19%)

HONOURS / ACHIEVEMENTS:
• Participation in KSBL StrataQuest’14
• Participation in P&G CEO Challenge (March 2014)
• Certificate of participation in Junior Inter School Women Hockey Tournament, 2005, 3rd position.
• Certificate of merit for participation in Inter DHA Hockey Tournament

SKILLS:
• MS Office
• Social media marketing/ business page management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project: TNA conducted for the customer service dept of Leopards Courier.
• Capstone Project: Worked directly with Orient energy system’s HR department for complete overhauling of their HR policies by conducting HR audits, re-structuring the HR manual and conducting a salary survey.
• Seminar in Business Policy: Research paper on “DETERMINANTS OF JOB SATISFACTION FOR UNIVERSITY TEACHERS IN KARACHI” by using SPSS to present findings.
• Training and development: Conducted a training session on “Abilene Paradox” as part of term project.
• Technology and Innovation: Participated in EUREKA FAIR and displayed unique product idea “NO BUZZ”-a mosquito repellent band

INTERNSHIP/WORK EXPERIENCE:
Rocket Internet, Foodpanda, Finance department, Intern, August 2014 to September 2014.
• Client Relations.
• Working on the marketing strategy and pitches for new-existing clients.
• Community manager for a brand’s page on Facebook

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of media society at university level.
• Music, travelling and adventures like rappelling, sky diving etc.
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
- Cumulative GPA: 3.24

ELECTIVES:
- Organizational Change & Development
- Negotiation Skills & Bargaining
- Leadership Studies
- Industrial Relations & Labor Laws

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration, Major in HR, Graduation: 2011
- Cumulative GPA: 3.19

Commercials Institute of Business and Emerging Sciences (CIBES), Karachi
- A 1 Grade, (82.36 %)

St. Joseph’s Girls High School, Karachi
- Secondary School Certificate, 2005
- A 1 Grade, (87.1 %)

SKILLS:
- Proficient in Japanese Language (Japanese Language Proficiency Test Level N2)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Seminar in Economic Policy: Does Lowering Interest Rate Hurt Growth?
- Leadership Studies: Transformational Leadership - Multifactor Leadership Questionnaire & Interview
- Strategic Management & Planning: Research Report on McDonald’s
- Salary & Compensation: Salary & Compensation of HSBC Pakistan

WORK EXPERIENCE:
Makotoya Pakistan (Pvt) Ltd, Business Operations & Development, Director from August 2016 till date
- Heading business development, operations, HR and Marketing departments

IBEX Global, HR, HR Business Analyst from December 2014 till June 2015
- Served as HRBP for Telenor Call Center

Mondelez Pakistan, HR, Management Trainee - HR from April 2014 to December 2014
- Looked after recruitment & induction and training & development for HQ and Plant. Acted as HRBP for plant.

HRS Global, Recruitment, Senior Recruitment Specialist from November 2012 to October 2013
- Responsible for recruitment for Banking, Hospitality, Health care, Education and NGO sectors.

Pakistan Japan Cultural Association, Japanese Language Instructor from July 2011 till November 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Member of Mathematics Society & LPSS in IoBM
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
  • Cumulative GPA: 3.44

  ELECTIVES:
  • Salary and Compensation
  • Negotiation Skills and Collective Bargaining
  • Organizational Change and Development
  • Industrial Relations and Labor Laws

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in Human Resource Management, 2013
  • Cumulative GPA: 3.15

St. Joseph’s College for Women, Karachi
• Higher Secondary Certificate, 2009
  • A Grade, (78.27%)

St. Joseph’s Convent High School, Karachi
• Secondary School Certificate, 2007
  • A1 Grade, (91.06%)

HONOURS / ACHIEVEMENTS:
• Passed SSC, securing 17th position overall in Karachi. Was awarded the Merit Scholarship by the Board of Secondary Education Karachi for the academic year 2007-08 in recognition of academic achievements during the year.

SKILLS:
• Strong communication & interpersonal skills
• Good administrative and IT skills
• Teamwork and time management skills
• Relationships management skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Salary and Compensation Management: Term paper on Perks and Benefits at Chevron Pakistan
• Capstone Project 1: Research work for HTC: To understand consumer preference and retailers’ aspirations
• Capstone Project 2: Research work for the Aga Khan university on Diversity & Inclusion
• Strategic Financial Analysis and Design: Term paper on Sukus
• Technology Innovation and Strategy: Eureka Fair Project prototype “Tiny Air Conditioner”

INTERNSHIP/WORK EXPERIENCE:
• Jahangir Siddiqui and Co. Ltd., HR and Administration Department, Intern from July, 2013 to September, 2013
• KPMG Taseer Hadi and Co. Ltd., HR Advisory Department, Intern from July, 2011 to August, 2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of the Mathematics Society of Institute of Business Management
• Reading HRM articles and watch documentaries on HRM case study
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
  • Cumulative GPA: 3.49

  ELECTIVES:
  • Employee Relations & Labor Laws
  • Performance Appraisal
  • Leadership Studies
  • Negotiation Skills & Collective Bargaining

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
  • Cumulative GPA: 2.83

Aga Khan Higher Secondary School (AKHSS), Karachi
• Higher Secondary Certificate
  • B Grade, (64.45%)

SMS AGA KHAN SCHOOL, Karachi
• Secondary School Certificate, 2008
  • B Grade, (63.1%)

HONOURS / ACHIEVEMENTS:
• Winners of Unilever Talent Hunt from 13/09/2014 to 13/10/2014

SKILLS:
• Precisely adaptable to various negotiation situation with firm grip on bargaining and leveraging an upper hand in any given conditions

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Research on feasibility of setting up packaging industry in Gwadar
• Capstone 2: Developing a policy manual for TCS E-Com and Cultural Audit

INTERNSHIP/WORK EXPERIENCE:
Prime HR, Training & Development, Associate Consultant from 05/2015 to 10/2016
• Prime responsibility of developing the training workshop and it’s effective delivery

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Youth & Sports Board, Ismaili Community Institution
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources Management, Graduation: 2017
  • Cumulative GPA: 3.11

  ELECTIVES:
  • Salary and Compensation
  • Employee Training and Development
  • Recruitment and Selection
  • Strategic Human Resources Management

Bahria University Karachi Campus
• Bachelor of Business Administration (BBA), Major in Finance, 2013
  • Cumulative GPA: 3.72

  ELECTIVES:
  • Financial Modeling
  • Corporate Finance
  • Commercial Banking
  • Derivatives Investment

DJ Sindh Government Science College, Karachi
• Higher Secondary Certificate 2008
  • B Grade, (64.36%)

Habib Public School, Karachi
• Secondary School Certificate, 2006
  • A 1 Grade, (83.06%)

HONOURS / ACHIEVEMENTS:
• Cum Laude at Bahria University Karachi Campus for maintaining CGPA above 3.5 throughout the program.

SKILLS:
• Certified on developing E-Learning Courses by GEM Learning.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• CAPSTONE 2: Develop feasibility report on initiating sports camp for girls of RLCC School.
• CAPSTONE 1: Improve efficiency of rehabilitation camps initiated by Charter for Compassion.
• Employee Training and Development: Conducted training session on “Campus to Corporate”.
• Salary and Compensation: Research on compensation practices at Orix Leasing Pakistan Limited.
• Recruitment & Selection: Research on “Recruitment & Selection Tools”.
• Strategic Human Resources Management: Survey on “Employee Satisfaction”.

WORK EXPERIENCE:
Soneri Bank Limited, Human Resources, Officer Learning & Development from September 2013 till present.
• Executing and monitoring learning initiatives Bank wide.
Ufone, Customer Care, Service executive from June 2013 till September 2013.
• Ensure properly and timely resolution of customer complaints.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Founding member of Bahria Society of Professional Communication.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Human Resource, Graduation: 2017
• Cumulative GPA: 3.20

ELECTIVES:
• Training & Development
• Strategic HRM

Institute of Business Management (IoBM), Karachi
• Bachelor Of Business Administration (Honors), 2015
• Cumulative GPA: 2.96

The Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2011
• B Grade, (67.64 %)

Sultan Mohammad Shah Aga Khan School, Karachi
• Secondary School Certificate, 2009
• A Grade, (77.09%)

HONOURS / ACHIEVEMENTS:
• Best Performance of the Year Award in Scouting from 2012 to 2013.
• Awarded Green Trophy by Aga Khan Youth and Sports Board Pakistan for Yearly Extraordinary Achievements in Sports from 2008 to 2009.

SKILLS:
• Good communication in English & interpersonal skills.
• Persistent and Sincere Learner with excellent time management.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Worked on CAPSTONE PROJECT- SOYA SUPREME.
• Conducted trainings on Women Empowerment in Business.
• Performance Appraisal: Reviewed, Analyzed and suggested possible corrections in the Appraisal form of The Aga Khan University, Hospital.
• Public Relations and Corporate Communication: Conducted Seminar on “Our Veterans Our Asset”, a tribute to our senior teachers and their struggle towards education.
• Salary and Compensation: Comparative Analysis of Compensation policies between Indus Hospital and The Aga Khan University, Hospital.
• Recruitment and Selection: Researched on Recruiters training in The Aga Khan University, Hospital.

INTERNSHIP/WORK EXPERIENCE:
• Settlement Officer- Treasury Operations at United Bank Limited (Jan 2016 to Date).
Funds transactions, Maintenance of cash flows on daily basis in coordination with branches all over Pakistan.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Scout Leader and Joint Secretary, Alyabad Scout Group (Ismaili District Boys Scout Unit).
• Teacher and Asst. Coordinator (Class 4th, 5th, 6th), Prince Apartment Religious Education Centre.
RAWAL QAYOOM
Rawal.qayoom7@gmail.com
Date of Birth: 09/17/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
  • Cumulative GPA: 3.27

ELECTIVES:
• Performance Appraisal and Management
• Employee Training & Development
• Strategic Human Resource Management
• Public Relations

Bahria University Karachi
• Bachelor of Business Administrations, 2015
  • Cumulative GPA: 3.1

Hamdarad College of Science and Commerce, Karachi
• Higher Secondary, 2010
  • A Grade

Falcon House Grammar School Karachi
• Secondary School Certificate, 2008
  • C Grade

HONOURS / ACHIEVEMENTS:
• Participated in the management team of Bahria Finance Olympics and in Model United Nations
• Participated at The Leadership Conference 2014 as a member of publishing team
• Participated in three Bahria Model United Nation (MUN) as a Delegate, 2012 and 2013
• Awarded ‘Honorable Mention Award’ at MUN

SKILLS:
• Good written and verbal communication
• Proficient in MS Word and PowerPoint

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Training and Development: Organized a training Session on Learning from Failure. It was a two hour session where I along with another trained 15 students on the same topic
• Technology Innovation and Operations: Eureka Fair, Where I along with my team introduced a new Concept of A complete Hair solution under one automated Machine. “Hair Castle”

INTERNSHIP/WORK EXPERIENCE:
Intern at the DHA Education Department (July 2014 TO August 2014)
• Was involved in Administrative work

Worked as an HR Officer at Conzept Connection (January 2015 to March 2015)
• Joint venture with corporate companies for making contract for the new and existing HR Opportunities.

Intern at State Bank of Pakistan- Banking Service Corporation (July 2017 to August 2017)
• Worked in all the departments of SBP-BSC every week with a vast exposure of their daily customers/Public handling.

EXTRA-CURRICULAR
• Writing Blogs and social Networking
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
  • Cumulative GPA: 3.12

   ELECTIVES:
   • Training and Development
   • Organizational Development and Change
   • Public Relations
   • Performance Appraisal and Management

Jinnah University for Women, Karachi
• Bachelor of Business Administration, 2014
  • Cumulative GPA: 3.48

Govt. Degree Girls College Gulshan-e-Iqbal, Karachi
• Higher Secondary Certificate, 2010
  • C Grade

Anglo Model School, Karachi
• Secondary School Certificate, 2006
  • A 1 Grade

ACHIEVEMENTS:
• Certification of participation in an International Leadership Conference “RYLA USA”, 2015
• Certification of Managing Zonal Conference of Rotary Club Greenwich University, 2016

SKILLS:
• MS office: Word, Visio, Excel & PowerPoint
• Powerful negotiation and communication skills.
• Work with SPSS.
• Result oriented
• Knowledge of HR-Divisions in hospital Industry
• Capable of working individually and in teams

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1: Liaquat National Hospital/ Process Mapping of Payroll, Staffing, Time-Office, Records, Employee Relations and Professional Fee Accounting Divisions.
• Capstone Project 2: Industry Research conducted on “Is Cash on Delivery a disruptive innovation; an exploration into consumer insights of preferring online shopping over retail shopping”.
• Training & Development: Talk about Talk/ A training workshop on How to deal with the stage fright.
• Method of Business Research: Conducted market survey for Coca Cola for Distribution channels.
• Term project of Seminar Business Policy: How men and women differ in terms of career planning.
• Term project of Human Resource Management: Organization survey on the practices and implication of training and development function in Pakistan International Airline.

INTERNSHIP/WORK EXPERIENCE:
Liaquat National Hospital, HR Dept. 2016
• Mapped work processes of 6 Divisions of HR Department.
Jinnah University for Women, 2017
• Working as an Admission Coordinator.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Deputy Director of Club Services Department- Rotaract Club of IoBM-2016
• Traveling/ Reading/ Baking
• Team leader in Community Services Department
• Social Welfare and Trust Society of IoBM-2016
• Photography/ Sketching
NIMRAH SATTAR
nimrahsattar03@gmail.com / std_19375@iobm.edu.pk
Date of Birth: 28/02/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Human Resource, Graduation: 2017
  • CGPA : 3.23
  ELECTIVES:
  • Recruitment & Selection
  • Training & Development
  • Strategic Human Resource Management
  • Organizational Development

JINNAH UNIVERSITY FOR WOMEN, KARACHI
• Bachelors of Business Administration , 2013
  • CGPA : 3.67

BAHRIA COLLEGE KARACHI NORE-I
• Higher Secondary Certificate, 2009
  • B Grade, (66.4%)

SALEEM NAWAZ FAZIA COLLEGE BASE MASROOR, KARACHI
• Secondary School Certificate,2007
  • B Grade

HONOURS / ACHIEVEMENTS:
• Got an opportunity to write Practitioner article on Recruitment metrics

SKILLS:
• Multi-Tasking and result driven
• Fluent English, good written and communication skill
• Microsoft Word ,Excel , Power Point and SPSS ( Technical skills)
• Conflict Resolver
• Leadership skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• In depth research to identify which recruitment metrics is used to access the national and multinational Pakistani industry
• Consultancy project with Hashwani Groups on Competency Mapping and Career paths
• The comparative Analysis of Automobile Industry of Pakistan
• Conducted work shop session for health and safety for IoBM guards

INTERNSHIP/WORK EXPERIENCE:
Resource linked Pvt Ltd, Department HR, Intern, from July /2017 to September/2017
  • Engaged in Careem Taxi Service Project
State Bank of Pakistan, Department Banking inspection, Intern, from June /2014 to July/2014
  • Evaluating Foreign Exchange companies.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated in Badminton Tournaments
• Kalabagh Adventure Campaign held by PAF Karachi
• Member in Summit Leadership Conference
• Organizer of events and guest speaker session on departmental and student level
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Human Resources, Graduation: 2017
• Cumulative GPA: 3.34

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

University of Karachi
• Bachelors in Commerce, 2013
• 2nd Division

DHA Degree College for Women Defense Phase 8, Karachi
• Higher Secondary Certificate (Pre-Medical), 2009
• B Grade

Army Public School COD, Karachi
• Secondary School Certificate (Science), 2006
• A Grade

SKILLS:
• Used MS OFFICE in different report work as requirement of courses in MBA.
• Proficiency in Statistical Tools: Used SPSS for basic data entry as a requirement in courses "Methods in Business Research and Statistical Interference."

MAJOR TERM PROJECTS:
• Methods of Business Research: Research report on Qmobile Vs International Brands
• Training and Development: Conducted a 2-hour training session on “Commit to be Fit” at IoBM

WORK EXPERIENCE:
Management Trainee, Cherat Packaging Limited, Ghulam Faruque Group (April 2017 onwards)
• Its two years rotational program and I am inducted in every department for one to two months to fully understand how a department runs.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative GPA: 3.05

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

University of Karachi
• Bachelor of Commerce, 2014
• 2nd Division, (51.36%)

Govt Degree Girls College Zamzama, Karachi
• Higher Secondary Certificate, 2010
• C Grade, (54.00%)

Aga Khan School Garden, Karachi Pakistan
• Secondary School Certificate
• B Grade (64.59%)

SKILLS:
• Well organized, Energetic & Dependable
• Work effectively as an individual and as a productive member of a team
• Proven ability to set and meet deadlines

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Organizational Psychology: Wrote a research paper on “Positive psychological contract between employer and employee helps in implementing change effectively within organizations”.
• Seminar in Business Policy: Wrote a research paper on “Challenges women face working under female bosses – Women as a sub theme of talent”.
• Seminar in Economic Policy: Wrote a research paper on “The Impact of Gross Domestic Product, Budget Deficit & FDI on the Growth of Pakistan”.
• Did Capstone Project I and developed a customized loyalty program for MySehat.pk
• Did Capstone Project II and did internal HR restructuring for NOWPDP.

INTERNSHIP/WORK EXPERIENCE:
Aga Khan University Hospital, HR Projects and Corporate HR Department, Volunteer from 09/2009 to 04/2012
• To assist in recruitment of all international employees
Aga Khan University Hospital, Public Affairs Department, Admin Assistant from 04/2012 to 06/2012
• Oversee all administrative aspects of seminars including registrations, confirmations, certificates, badges & evaluations, preparation and mailing of materials to seminar sight.
Advans Pakistan Micro Finance Bank, Customer Services Officer from 08/2012 to 01/2016
• Oversee all administrative aspects of seminars including registrations, confirmations, certificates, badges & evaluations, preparation and mailing of materials to seminar sight.
Aga Khan University Hospital, Community Health Sciences Department, Secretary from 08/2016 till to date
• Perform all administrative duties and general office duties i.e. organizing and maintaining files, answering phones and operating office equipment.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing musical instruments (Drum)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative GPA: 3.29

ELECTIVES:
• Salary & Compensation Management
• Performance Appraisal & Management
• Strategic Human Resource Management
• Recruitment & Selection
• Organizational Change and Development
• Training and Development

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.83

COMMECS College, Karachi
• Higher Secondary Certificate, 2011
• A- Grade, (73.0%)%

Saint Patrick’s Girls High School, Karachi
• Secondary School Certificate, 2009
• A- Grade, (73.65%)%

HONOURS / ACHIEVEMENTS:
• Participated in JS Bank 4 week Investing Challenge 2014.
• Won Dodge Ball game in IoBM Annual Sports 2014
• 3rd Position in Marathon Race at Annual 3-day Sports Gala (2011)

SKILLS:
• Proficient in MS Word, Excel and PowerPoint
• Languages: English, Urdu
• Ability to work in a Team Structure
• Ability to Plan, Organize and Prioritize work

MAJOR TERM / RESEARCH PROJECTS:
• Formulated PowerPoint presentation on Olpers Milk and Cream for Engro Foods.
• Prepared a Business Analytics report of Young’s Foods Pvt Ltd.
• Performed an in depth Research on Tullo Cooking Oil by Dalda Foods Pvt Ltd
• Performance Appraisal System at Pharm Evo.

INTERNSHIP/WORK EXPERIENCE:
Engage 24*7, Content Writer from January 2017 – April 2017
• I delivered the following assignments to my immediate supervisors within deadlines
• Design Recruitment Dashboard
• Redesign of Interview Evaluation Form
• Set measurable Objectives for Recruitment Section

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Creative Director at Vanquishers Sports Society for the year 2014 - 2015
YAMNA SHUMAS

yamnashumas@gmail.com
Date of Birth: 16/06/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resources, Graduation: 2017
• Cumulative GPA: 3.30

ELECTIVES:
• Recruitment & Selection
• Training & Development

Institute Of Business Management, Karachi
• Bachelor of Science (Joint Hons.), 2015
• Cumulative GPA: 2.93

St. Joseph’s College for Women, Karachi
• Higher Secondary Certificate, 2009
• B Grade, (66.27%)

Sarfaraz Pilot High School, Karachi
• Secondary School Certificate, 2007
• A 1 Grade, (82.71%)​

SKILLS:
• Quick learner, a team player and good at interpersonal skills.
• Creative thinker and analytical problem solver.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Salary & Compensation: Report on Salary & Compensation Functions & Analysis of DAWN Group of Newspapers.
• Training & Development: Designed & Conducted Training on “Visual Aids for Learning”.
• Capstone: Risk & Return Analysis of Stock Market in Pakistan.

EXPERIENCE:
DAWN Group of Newspapers, Human Resources Executive, July 1, 2017 to Present.
• Heading the HRIS Section.

DAWN Group of Newspapers, Management Trainee - HR, January 4, 2016 to June 30, 2017
• Engaged HRIS & Compensation & Benefits Section.

DAWN Group of Newspapers, Intern - HR, May 18, 2015 to August 21, 2015
• Engaged in Leave Management & HRIS Section

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Internet Surfing
SONIA TAHIR
soniatahir28@gmail.com
Date of Birth: 28/12/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
  • Cumulative GPA: 3.64

ELECTIVES:
  • Public Relations & Corporate Communication
  • Organizational Change & Development
  • Negotiation Skills & Collective Bargaining
  • Salary & Compensation

Bachelor of Business Administration (BBA), Major in Human Resource, Graduation: Spring, 2014
• Cumulative GPA: 2.9

DA Degree College for Women, Karachi
• Higher Secondary Certificate, 2010
  • A Grade, (71.55%)

DA Model High School, Phase IV, Karachi
• Secondary School Certificate, 2008
  • A 1 Grade, (84.82%)

HONOURS / ACHIEVEMENTS:
• Attended official training programs on 7 Habits, Project Management and Conflict Management.
• Attended an official training session on Behavioral Waste Management with internationally recognized trainers.
• Attended cross-functional trainings in Supply Chain and Sales.
• Participated in cross-functional trainings within HR for Discipline, Compensation & Benefits, Recruitment, and Performance Management.

SKILLS:
• Proficient in MS Excel, MS PowerPoint and MS Word.
• Practical experience of the Decibel software and relevant features of SAP.
• Engagement activities, Supervision skills, Enthusiastic team player

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project – Engro Foods – Price and volume analysis in specific areas of Karachi for Olpers and Omung, followed by a sales pitch activity and a detailed analysis on both phases of the project.
• Capstone Project – Shield Corporation – Development of an HSE Policy for white collar staff at Shield’s Head Office.
• Entrepreneurship & Small Businesses: Developed a Business Plan for a new jewelry store.

WORK EXPERIENCE / INTERNSHIP:
• Abudawood Pakistan, HR, Assistant Manager - from 7/2017 to present
• Abudawood Pakistan, HR, Senior HR Officer - from 7/2016 to 6/2017
• Abudawood Pakistan, HR, HR Officer- from 11/2015 to 6/2016
• HRS Global, Outsourcing, Service Delivery Specialist – from 9/2014 to 11/2015
• Mobilink, Learning Centre, HR Intern – from 7/2014 to 9/2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Represented my school and college in 6 consecutive hockey tournaments.
• Selected for the Karachi Junior Hockey team in the 2006 National hockey championship.
• Interests – Dancing, Baking, Swimming, Reading fiction.
RAHIMA TANSEER SYED
rahimatanseer@live.com
Date of Birth: 12/06/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
• Cumulative GPA: 3.30

ELECTIVES:
• Performance Management and appraisal
• Leadership Studies
  • Training & Development
  • Organizational Change & Development

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration, 2015
• Cumulative GPA: 2.96

DHA Girls College for Woman, Karachi
• Higher Secondary Certificate, 2011
  • A Grade, (74.6%)

Beaconhouse School System, Karachi
• O- Levels, 2009
  • 1A & 8Bs

HONOURS / ACHIEVEMENTS:
• Certificate for volunteering at Business Leadership Conference held by IoBM- 16th August, 2017

SKILLS:
• Result-oriented and possess good communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Training & Development: Conducted training session titled “Empowering Women through Entrepreneurship”,
• HRM: Designed a HRM report on reward management policies at Genix Pharma,
• Salary & Compensation: Crafted an in-depth sales report on Premier Group’s compensation methods,
• Recruitment & Selection: Put together a recruitment & selection report on a CBRS simulation for Standard Chartered Bank, Pakistan,
• Public Relations: Analyzed public relations and event management for an event called, “Our Veterans Our Assets”,
• Performance Appraisal: Conducted a probe into performance management and appraisal practices at PharmEvo.

INTERNSHIP/WORK EXPERIENCE:
Coca Cola, Talent & Acquisition, Project intern, From 1st Feb- 31st to March, 2017
• Great experience in assisting recruitment by short-listing and screening top candidates
• Worked on an in-house training program called Value Play Shop
Ufone-PTML, HR, Intern, From 18th Sep- to 18th Oct, 2015
• Acted as a co-coordinator and assisted in day to day HR operations

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Dialogue Society
• Freelancing and reading novels
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource Management, Graduation: 2017
  • Cumulative GPA: 3.18

ELECTIVES:
• Recruitment & selection
• Salary & Compensation
• Industrial Relations and Labor Laws
• Public Relations, Corporate Communications & Event Management

Institute of Business Management (IoBM), Karachi
• Bachelors of Science (Economics & Finance), Spring 2015
  • Cumulative GPA: 2.73

DJ Sindh Govt. Science College, Karachi
• Higher Secondary Certificate 2009
  • B Grade, (69.36 %)

CAA Model School No. 2 (JIAP), Karachi
• Secondary School Certificate, 2007
  • A 1 Grade, (82.82%)

HONOURS / ACHIEVEMENTS:
• Winner of Spelling Bee Competition.
• Winner of Social Science Project.

SKILLS:
• Recruitment & Selection, Training & Development, Managing Employees Relation, Managing Performance Appraisal and Compensation Plans

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• CAPSTONE 2: Develop feasibility report on initiating sports camp for girts of RLCC School.
• CAPSTONE 1: Improve efficiency of rehabilitation camps initiated by Charter for Compassion.
• Public Relation & Corporate Communication: Managed an entire event for.
• Salary and Compensation: Research on compensation practices at Orix Leasing Pakistan Limited.
• Recruitment & Selection: Research on “Orix Leasing-Recruitment Method”.

WORK EXPERIENCE:
FleekBiz (Digital Marketing Agency), Human Resources, Manager HR & Talent Acquisition from August 2016-Present.
• Managing all Human Resource Functions in an IT environment, Specially Recruitment & Selection
Advantaged & Partners PVT. Limited, Project Based HR Trainee, Recruitment & Selection and Employee T &D
• Worked for well-known organizations like KE, UBL, FBL

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Worked for Economics Society-Egalitarians
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Human Resource, Graduation: 2017
• Cumulative GPA: 3.11

ELECTIVES:
• Recruitment and Selection
• Salary and Compensation
• Organizational change & Development
• Training and Development

Govt. College of Commerce & Economics, Karachi
• Bachelor of Commerce, 2013
• 1st Division

Govt. College of Commerce & Economics, Karachi
• Higher Secondary Certificate (Commerce), 2011
• B Grade

Muslim Academy, Karachi
• Secondary School Certificate (Commerce), 2009
• A Grade

SKILLS:
• Team Management
• Task oriented
• Hardworking
• Time Management skill

RESEARCH WORK
• Organization change and development: Teacher turnover in Beacon house School
• Seminar in Business policy: Impact of Incubators in developing countries like Pakistan
• Human Resource Management: HR survey on Abbott
• Marketing Management: Process of marketing at Nutrico

WORK EXPERIENCE
• Capstone 1: HBL, HR, Topic: Diversity in Banking Sector
• Capstone 2: Medline Technologies, HR, Topic: HR policies
• Internship- Askari Bank LTD

EXTRACURRICULAR ACTIVITIES
• Volunteering work
• Tutoring
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.07

ELECTIVES:
• Industrial Marketing
• ERP System Design & Implementation

Sir Syed University Of Engineering & Technology, Karachi
• Bachelor of Electronics, 2007
• Cumulative GPA: 2.95

D.J. Sindh Government Science College, Karachi
• Higher Secondary Certificate, 2002
• A Grade (73 %)

Al-Saqib Public School, Karachi
• Secondary School Certificate , 2000
• A-Grade (79.65%)

HONOURS / ACHIEVEMENTS:
• Attended trainee program in Germany & Italy.

SKILLS:
• Proficient in MS Office
• AutoCad
• Frequency Inverters Programming

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: Report on Supply Chain Management of Shan Foods.
• Marketing Management: Project report of opening a new business (water)

INTERNSHIP/WORK EXPERIENCE:
Nazer and Company, Service Department, Service Engineer from 02/2007 to 12/2010
• Installation and trouble shooting of textile machines

Nazer and Company, Service & Sales Department, Service Manager & Sales Engineer from 02/2010 to date
• Coordination with service engineers and marketing of textile machines

Siemens Pakistan, On-Call Business & Logistic Department, Internship from 06/2006 to 07/2006
• LT panels designing and working

PTCL, Overseas Telecommunication Region Department, Internship from 11/2005 to 12/2005
• Basic knowledge of submarine cable system, international gateway exchanges

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing cricket
• Like to travel

MUHAMMAD AAMIR
amirasghar@gmail.com
Date of Birth: 07/04/1983
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.4

ELECTIVES:
• ERP Systems Design & Implementation
• Risk & Disaster Management
• Strategic Supply Chain Management

NEDUET, Karachi
• Bachelor of Engineering B.E (Mechanical), 2014
• 1st Division

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2009
• A-Grade (75.45 %)

St. Judes High School, Karachi
• Secondary School Certificate, 2007
• A-One (83.53%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM

SKILLS:
• Business Process Re-engineering – Conducted BPR at my organization to reduce non value addition activities from design approval process.
• Leadership – Involved by the management for giving opinion & improvising office policies
• Change Management – Leading programs with director for achieving technological advancement

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Principles of Management: Managerial Conflicts, Rivalry & Role of Hierarchy
• Environmental Impact Assessment: EIA of 132kV UG Lyari to Mauripur Transmission Line (KE).
• Quality Management: QMS-ISO-9001 & EMS ISO-14001 Implementation Strategy
• ERP Systems Design & Implementation: K-Electric ERP LifeCycle Analysis

INTERNSHIP/WORK EXPERIENCE:
M/s. Fahim Nanji & deSouza (Pvt.) Ltd., Mechanical Department, Project Engineer from 09/2015 to Date
• Designing of Mechanical & Plumbing Building Systems for a wide range of Clients.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading articles from Harvard Business Review & McKinsey online resources
• Affiliate Member – ASHRAE
• Participating in online Webinars related to mechanical engineering
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.55

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

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering, 2010
• 1st Division, 76.45%

Adamjee Govt. Science College, Karachi
• Higher Secondary Certificate, 2006
• A-1 Grade (84.73%)

Muhammad Ali Jauhar Academy, Karachi
• Secondary School Certificate, 2004
• (53.36%)

SKILLS:
• Power User of SAP-ISU since 2013.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Statistical Inference: Review of Research Article DEGREE of FREEDOM.
• Financial Management: Analysis of Liabilities & Equities of K-Electric Limited.
• Procurement & Inventory Management: Inventory Management & Sourcing at Pak Suzuki.
• Strategic Supply Chain Management: Supply Chain Management at National Foods.
• Total Quality Management: Study of Quality Management System & Environmental Management System.

INTERNSHIP/WORK EXPERIENCE:
K – ELECTRIC LIMITED, DISTRIBUTION, Manager from 20/12/2011 till date.
• Working as Manager Data Analyst compiling reports with overall monitoring of SAP ISU and BEX in IBC.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing Cricket
• Watching Movies
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.13

ELECTIVES:
• Supply Chain Management
• ERP System Design & Implement
• Procurement & Inventory Management
• Total Quality Management

NED University of Engineering & Technology, Karachi
• BE in Materials and Metallurgy Engineering, 2011
• 1st Division (76.63%)

Jinnah Govt. Science College, Karachi
• Higher Secondary Certificate Karachi, 2007
• A Grade (72.82%)

Army Public School, Karachi
• Secondary School Certificate, 2005
• B Grade (69.14%)

SKILLS & ABILITIES:
• Good learning Skills by recognizing and utilizing learning techniques to apply and adapt new knowledge and skills in both familiar and challenging situations.
• Good Management skills.
• Proficient in writing skills such as report writing & documentation.
• Skilled in MS-OFFICE 2007/ 2010/ 2012 (Complete).
• Strong decision making skills that helps me to take sensible decisions by setting hierarchy of priorities.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: SCM of National Foods Limited
• Procurement & Inventory Management: Inventory Management of Dalda Foods limited
• ERP System Design & Implement: ERP implementation on Shan foods Limited
• Financial Management: Capital budgeting in Loads Limited
• Strategic Management: Strategic Management of ICI Pakistan
• Human Resource Management: HRM structure of Lucky Textile Mill

INTERNSHIP/WORK EXPERIENCE:
• Peoples Steel Mills Ltd, Assistant Manager from Jan 2013 up to present
• Agha Steel Industries, Process Engineer from June 2012 To Dec 2012
• Peoples Steel Mills Ltd, Internee, Karachi
• Internship in Pakistan Cables, Karachi

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member in making of NED materials society.
• Supporting Head of NED materials society
• Organizer of different events of NED materials society like AIM, Guest Lectures, Exhibition, Picnic etc.
• Member of Departmental Basketball, Badminton and Cricket Team.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.42

ELECTIVES:
• ERP System Design and Implementation
• Risk and Disaster Management
• Procurement and Inventory Management

NED University of Engineering and Technology, Karachi
• Bachelor of Electrical, 2012
• 1st Division (77.05%)

Defense Authority Degree College, Karachi
• Higher Secondary Certificate, 2008
• A1 Grade (82.73%)

Falconhouse Grammar School, Karachi
• O - Levels, 2006
• 3 Bs & 5 Cs

SKILLS:
• Project Management
• Engineering Design
• Health, Safety, Environment, Quality
• Team Building

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• ERP System Design and Implementation: ERP implementation in K-Electric
• Risk and Disaster Management: Research on Earthquake and Tsunamis and their prevention
• Procurement and Inventory Management: Vendor Evaluation and Procurement Processes at K-Electric
• Business Process Re-Engineering: Re-Engineered a K-Electric Project Planning Process
• Strategic Management: Strategic Management at K-Electric, Current & Proposed Strategies
• Financial Management: Comparison of Financial Position of HASCOL, PSO & SHELL

WORK EXPERIENCE:
K-Electric, Distribution, Assistant Manager Planning from 04/2013 to Current
• LV AND HV Projects Planning, Auditing and Quality Control

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Listening and Playing Music
• Watching TV Shows
ADAMJEE ASHRAF MOTEN
adamjeeashrafmoten@gmail.com, std_16759@iobm.edu.pk
Date of Birth: 16/08/1987

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

ELECTIVES:
• Logistics & Inventory Control
• Procurement & Inventory Management
• ERP Systems Design & Implement

Sir Syed University of Engineering & Technology, Karachi
• Bachelor of Science (Electronics Engineer), 2012
• Cumulative GPA: 3.42

Govt. Degree College Stadium Road, Karachi
• Higher Secondary Certificate, 2007
• A Grade (70%)

ABC Public School, Karachi
• Board of Secondary Education Karachi, 2005
• A1 Grade (80%)

HONOURS / ACHIEVEMENTS:
• Hafiz-ul-Quran from Wifaq-ul-Madaris Arabia’ 2001. (98%, A+)
• Runners-up in Interdepartmental Volley Ball Tournament SSUET, 2009

SKILLS:
• Good Communication Skills.
• Team-Work both formal and informal.
• Negotiation, Persuasion and Influencing Skills.
• Problem solving skills and Decision Making.
• Adaptive, Keen to Learn New things.
• Understand and Manage Stress.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Business Process Re-engineering: Business Process Mapping
• Strategic Supply Chain Management: Analyze the Inventory Management using ABC and VED analysis
• ERP Systems Design & Implement: ERP Lifecycle Phases in a manufacturing Industry
• Procurement & Inventory Management: Project Report on “Five Steps in Building a Successful Procurement Strategy”
• Human Resource Management: Corporate Video on Lucky Textile Mills Ltd
• Environment Impact & Assessment: EIA report on Korangi Creek Industrial Park

WORK EXPERIENCE:
Lucky Textile Mills Pvt. Ltd, Asst. Manager Power Generation & Distribution from 2012 to present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Newspaper
• Web Surfing
SAAD BIN MANZAR ALAM
saadbinmanzar@gmail.com
Date of Birth: 07/04/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.24

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 Electrical Engineering, 2014
• Cumulative GPA: 3.078

Govt. Dehli College, Karachi
• Higher Secondary Certificate, 2010
• A1 Grade (89.64%)

Usman Public School, Karachi
• Secondary School Certificate, 2008
• A1 Grade (85.41%)

HONOURS / ACHIEVEMENTS:
• Gold Medalist from Govt. Dehli College for securing 1st Position in Pre-Engineering, 2010.
• Merit Scholarship from Oxbridge Society for B.E from 2011-2014.
• Merit Scholarship from Inter Board for securing 7th position all over Karachi.

SKILLS:
• Software Skills of AutoCAD, ETAP, MS Office, Technical Skills & Interpersonal Skills

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.

INTERNSHIP/WORK EXPERIENCE:
• General Electric(Power) Grid Solutions Pakistan, Engineering, Design Engineer from 06/2015 to Present
• Meezan Bank Ltd, Engineering, Operations Engineer from 12/2014 to 06/2015
• Internship at Byco Petroleums in 2013.
• Internship at NESPAK in 2013.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Marketing Head of IEEE-PES Society at NEDUET, Karachi.
• Event Management member for NEAR at NEDUET, Karachi.
• Cricket, Badminton, Gym, Teaching, Reading.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.32

  ELECTIVES:
  • Procurement & Inventory Management
  • Storage & Warehouse Technique
  • Erp System Design & Implementation

NED UNIVERSITY OF ENGINEERING AND TECHNOLOGY, Karachi
• B.E in MECHANICAL ENGINEERING, 2010
• 1st Division (67.35%)

DJ SINDH GOVT SCIENCE COLLEGE , Karachi
• Higher Secondary Certificate, 2006
• A1 Grade (80%)

ST JUDES HIGH SCHOOL , KARACHI
• Secondary School Certificate, 2004
• A1 Grade (80.94%)

ACHIEVEMENTS:
• Trainer of the Year 2013/14
• Employee of the year 2015

SKILLS:
• Leadership Skills
• Adaptability
• Handle pressure
• Initiator
• Time Management

MAJOR TERM PROJECTS:
• Procurement and inventory management: Detail Analysis of procurement and Inventory management at Hinopak Motors Ltd.
• Supply Chain Management: Analysis of Supply Chain Management at Hinopak Motors Ltd.
• Total Quality Management: Analysis of TQM at Ufone Telecom.
• Strategic Management: To Make a strategy for Launching a new brand in the market.
• Production and Operation: To analyse the production and operations facilities at Thal Pvt ltd.
• Principle of Marketing: To Anayze the marketing strategy of Honda vs Toyota.

EXPERIENCES:
• HINOPAK MOTORS LTD Working as Executive Maintenance & Plant renovation from April 2014 to Present
• HINOPAK MOTORS LTD Working as Production Engineer Paint shop from Nov 2011 to March 2014
• IQBAL SILK MILLS PVT LTD Worked as a Trainee Engineer in Maintenance & Utility department from May 2011 to Nov 2011

EXTRACURRICULAR ACTIVITIES:
• Cricket
• Car sale and purchase
• Cars Painting and Body Work.
OMAIR HANIF KHIMANI

Std_10905@iobm.edu.pk
Date of Birth: 12/06/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master Business Administration (MBA), Major in Industrial Management, Graduation: 2017
  • Cumulative GPA: 3.03

ELECTIVES:
• Business Process Re-engineering
• CAD/ CAM
• Manufacturing Processes
• New Product Development

Institute of Business Management (IoBM), Karachi
• Bachelor of Industrial Engineering, 2013
  • Cumulative GPA: 2.78

Al Hussan Academy, Dammam
• American High School Certificate, 2009
  • Cumulative GPA: 2.91

HONOURS / ACHIEVEMENTS:
• Co-Founder of Kaizen Pakistan Charity Organization, 2011
• Guest Speaker at ZLDC 2013

SKILLS:
• Proficient with MS Office.
• Flexible
• Able to work under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Business Process Reengineering: Pak Railways Process Analysis
• Supply Chain Management: Drivers of Supply Chain Management
• Organizational Behavior: Leadership at Dollar Pvt. Ltd.
• Human Resource Management: HR practices at Unilever Pakistan.
• Total Quality Management: ISO 9001 implementation in Pakistan

INTERNSHIP/WORK EXPERIENCE:
HUM Network Pvt Ltd, Operations, Intern from 06/2013 to 9/2013
• Responsible for Audience Management for Ramzan Transmission.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing Sports
• Social Work
JAHANGIR HASAN

electengr.jahangirhasan@gmail.com
Date of Birth: 19/01/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.53

ELECTIVES:
   • Logistic and Inventory Control
   • ERP Systems Design and Implementation
   • Entrepreneurship and Small Business

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering, 2011
• 1st Division (83.91%)

Govt. Dehli College, Karachi
• Higher Secondary Certificate, 2007
• A1 Grade (81.64%)

Blue Horizon School, Karachi
• Secondary School Certificate, 2005
• A1 Grade (82.82%)

HONOURS / ACHIEVEMENTS:
• (Awarded HEC HRDI-UESTP Scholarship from Jan/2014 to Dec/2015)
• (Awarded Laptop in PMNLS)

SKILLS:
• Leadership
• Quick Learner
• Managing Work Load Pressure
• Client Satisfaction

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Entrepreneurship and Small Business: Model for own start-up business
• Strategic Management: Development of Blue Ocean Strategy on Atlas Honda

INTERNSHIP/WORK EXPERIENCE:
ElekEn Associates, Design & Engineering, Senior Design Engineer from Oct/2013 to Present
• More than five years of experience in design and engineer of various small and large scale projects.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attending technical seminars / exhibitions
• Factory visits, etc.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.21

ELECTIVES:
• Logistic and Inventory Control
• Industrial & Municipal waste Management
• Enterprise Resource Planning (E.R.P)
• Facilities Planning

N.E.D University of Engineering & Technology, Karachi
• Bachelor of Engineering(Chemical), 2014
• 1st Division (64.71%)

D.J Sindh Govt. Science College, Karachi
• Higher Secondary Certificate 2009
• A Grade (76.55%)

Oxford English Public School, 2007
• A1 Grade (83.88%)

SKILLS:
• Effective communication and presentation skills
• Problem-solving and analytical skills
• Teamwork and leadership

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Business Process Re- Engineering
• Supply Chain Management
• Principles of Marketing
• Environmental impact Assessment and Management
• Industrial Management

INTERNSHIP/WORK EXPERIENCE:
• 3 years of Experience working in National Refinery Limited as a Process Engineer (Since October, 2014)
• 9 Months in Rajbi Industry as a Trainee Management in Research and Development Department
• Internship in Novatex Limited
• UOP Penex Graduate

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Society of Chemical Engineering (SCHEME)
ANAM IQBAL

Std_12130@iobm.edu.pk
Date of Birth: 11/10/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.00

ELECTIVES:
• Facilities Planning
• ERP System Design and Implementation
• Risk Assessment in Supply Chain
• Strategic Supply Chain Management
• New Product Development Management

Institute of Business Management, with Karachi (For Master Degree Graduates only)
• BS Industrial Engineering and management, 2010-2014
• Cumulative GPA: 2.97

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2010
• A Grade (70.36%)

Bahria College Karsaz, Karachi
• Secondary School Certificate, 2008
• A Grade (72.12%)

SKILLS:
• Microsoft Office (Excel, PowerPoint, MS word)
• SAP
• JDE Edwards
• Manugistics

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Facilities Planning: Designing layout of an Automobile industry and evaluate efficiency of process.
• ERP System Design and Implementation: Implementation of ERP in a textile industry.
• Strategic Supply Chain Management: Supply chain strategies of Pharma Industry.
• New Product Development Management: Develop a tracking device which fits in the shoe and tracker human movement, this project includes, market dynamics, sale analysis and breakeven costing.
• Risk Assessment in Supply Chain: Developed process controls and implemented risk assessment tools for evaluating risk in supply chain of GSK Pakistan
• Logistical Projects in ERP: Overview of ERP systems used in various Industries and proposed modification and improvements in ERP software

WORK EXPERIENCE:
Transworld Associates, Customer Service, Corporate Sales Executive from May 2014 to August 2014
GSK GlaxoSmithKline Pakistan, Commercial Supply Chain, Project Trainee (Dec 2014 to September 2015)
GSK GlaxoSmithKline Pakistan, Regional Supply and Demand Hub, Regional Demand Forecast Planner (PK and EG) (Oct 2015 – Till Present)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.01

ELECTIVES:
• Strategic Supply Chain Management
• Industrial & Municipal Waste Management
• Procurement & Inventory Management

Usman Institute of Technology, Karachi
• Bachelor of Engineering (Electronics), 2008
• Cumulative GPA: 2.67

Govt. Degree National College, Karachi
• Higher Secondary Certificate, 2003
• C Grade (54.73%)

Chinniot Islamia Public School, Karachi
• Secondary School Certificate, 2001
• A Grade (71.18%)

SKILLS:
• Proficient in Microsoft Excel applications particularly Word, Excel, Power Point.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Management: Report on Strategic Management of PICT Ltd
• Supply Chain Management: Report on Supply Chain Management of Hino Pak Ltd
• Project Management: Project report of Opening a School

WORK EXPERIENCE:
Pakistan International Container Terminal Ltd, Power House, Assistant Manager from 11/2015 to date
• Manage the operation of all engines, schedule shifts & arrange training programs for subordinates, coordinate with vendors.

Novatex Ltd (G & T Tower), Karachi, Supervisor, May 2012 to Oct 2015
• Develop & execute the plan for smooth operation & maintenance of Diesel & Gas Genset, Chiller etc.

Cresox Ltd, C.S.L Karachi, Shift Engineer, August 2011 to April 2012
• Develop & execute the plan for smooth operation & maintenance of Diesel & Gas Genset, Chiller etc.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Actively participated in various sports activities including cricket and football at school level
• Love to travel and explore new places
SYED MUHAMMAD SALEEM

smsaleem89@gmail.com
Date of Birth: 18/09/1989

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

ELECTIVES:
• Supply Chain Management
• Procurement & Inventory Management
• Warehouse Management
• Total Quality Management

Mehran University of Engineering & Technology
• BE in Metallurgy & Materials, 2011
• Cumulative GPA: 3.52

Govt. College Formen Nazimabad, Karachi
• Higher Secondary Certificate, 2007
• B Grade (63.55%)

British Grammar School, Karachi
• Secondary School Certificate, 2005
• B Grade (78%)

SKILLS:
• Good learning Skills by recognizing and utilizing learning techniques to apply and adapt new knowledge and skills in both familiar and challenging situations.
• Team Management
• Proficient in Writing Documentation
• MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: Supply chain of Tapal Tea
• Environment safety: Korangi industrial park, mangrove plants
• Financial Management: Ratio indicators of Salfi textile
• Strategic Management: Strategic Management as blue ocean strategy of Mobilink
• Human Resource Management: HRM structure of Peoples steel

INTERNSHIP / WORK EXPERIENCE:
• Peoples Steel Mills Ltd, from Jun 2012 to present
• Karachi tools dies and mold center, Engineer, Karachi from Jan 2012 To May 2012
• Pakistan Steel Mills Ltd, Internship, Karachi
• Karachi tools dies and mold center, Internee

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Treasure of MMAC (student chapter) in Mehran University
• Supporting student chapter in Materials department MUET
• Organizer of different events with in department
• Member of swimming club, and hockey club
• Social gathering to support juniors on related fields.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.29

ELECTIVES:
• Strategic Supply Chain Management
• Enterprise Resource Management
• Procurement and Inventory Management

NED University of Engineering and Technology, Karachi
• B.E Electrical Engineering, 2012
• 1ST Division

D.J Science Govt. College (Karachi)
• Higher Secondary Certificate in Pre-Engineering, 2008
• A-One Grade (84%)%

Gems Grammar School (Karachi)
• Secondary School Certificate in Computer Science, 2006
• A-One Grade (84%)

SKILLS:
• Certification in Project Management MATLAB
• Certification in SAP (PM and FDF module) C LANGUAGE
• Certification in Microcontroller MULTISIM
• ETAP (Load flow, short circuit Analysis Modules) MICROCONTROLLER PIC 16F877-877A
• MICROSOFT OFFICE (WORD, POWER POINT, EXCEL) with high proficiency.
• Leadership Skills
• Analytical Skills
• Interpersonal Skills
• Critical Thinking
• Honesty and Integrity
• Motivating and Developing people

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Elective/SSCM: Strategy supply chain process on Unilever
• Elective/Enterprise Resource Management: Detail process applied on KE
• Elective/Procurement and Inventory Management: Procurement and inventory process on KE

INTERNSHIP/WORK EXPERIENCE:
K-ELECTRIC LIMITED (Former Karachi Electric Supply Company)
• Worked as an Assistant Manager in the Substation Maintenance Dept. April ‘14 to Date
• Worked as a Trainee Engineer in the Substation Maintenance Dept. Nov ‘13 to April ‘14
• Worked as a Trainee Engineer in the Department of Distribution Network April ‘13 to Nov ‘13

PAKISTAN STEEL MILLS, Dec’ 2011
• Successfully completed the internship of 30 days. During the internship, I had visited the following Departments:
  Power Repair Shop
  Power Distribution Network
  Thermal Power Plant
  Engineering Laboratory

EXTRACURRICULAR ACTIVITIES:
ACADEMIC SKILLS: (Visiting Faculty)
AZM TRAINING INSTITUTE, lecturer and trainer in Distribution Network Academy, Feb ‘17 to Date
• As a trainer to deliver knowledge and trained different groups May ‘15 to Date
• Lineman workers
• Apprentice Engineers
• Turbo workers
• Trainee Engineers
• Turbo Supervisors
• Field Supervisors
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative CGPA: 3.25

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

Mehran University of Engineering Technology, Jamshoro
• Bachelor of Engineering, 2010
• 1st Division (81.69%)

DJ Science Government College, Karachi
• Higher Secondary Certificate, 2006
• B Grade (67%)

Oxford Grammar School, Karachi
• Secondary School Certificate
• A1 Grade (81%)

HONOURS / ACHIEVEMENTS:
• Merit Scholarship at Mehran University from JAN/2007 to DEC/2010

SKILLS:
• Effective Team Member
• Product Development
• Production Management
• Quality Tools
• Target Oriented
• Quality Management System
• Production Planning

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Procurement & Inventory Management: Study Procurement system of Midas Safety
• Supply Chain Management: Study procurement system of Agha Khan Hospital
• ERP Implementation and Design: Study SAP implementation in Aisha Steel
• Strategic Supply Chain Management: Study Planning cycle of Gul Ahmad Textile
• Marketing Management: Made strategy to launch Dawlance Inverter in current Pakistan Market

WORK EXPERIENCE:
• Dawlance Group of Companies, Quality Assurance, Manager Quality Assurance JUL/2015 to Present
• Dawlance Group of Companies, Quality Assurance, Asst. Manager Quality Assurance JUL/2014 to JUN/2015
• Dawlance Group of Companies, Process Engineering, Asst. Manager Process Engineering JUL/2013 to JUN/2014
• Dawlance Group of Companies, Manufacturing, Asst. Manager Production JUL/2012 to JUN/2013
• Dawlance Group of Companies, Manufacturing, Engineer Production JAN/2011 to JUN/2011

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of ISO Mehran Chapter (International Student Organization)
• TCF Volunteer teacher
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.11

ELECTIVES:
• Project Management
• Total Quality Management
• Supply Chain Management
• Productions and Operations Management

Sir Syed University of Engineering & Technology, Karachi
• B.Sc. (Electronics), 2010
• Cumulative GPA: 2.54

D.A. Degree College, Karachi
• Higher Secondary Certificate, 2006
• 57%

Clifton Grammar School, Karachi
• Secondary School Certificate, 2004
• 69.06%

HONOURS / ACHIEVEMENTS:
• Awarded scholarship at IoBM from 09/15/2014 to 04/15/2015
• Won 3rd prize (Inter-University) competition for building a Universal Power Supply (UPS)

SKILLS:
• Leadership and team management
• Extraversion
• Sound Interpersonal and communication skills
• Optimistic

MAJOR TERM PAPERS / PROJECTS:
• Strategic Management: Blue Ocean Strategy for Mobilink
• Project Management: Energy Conservation audits in industrial Utilities (Compressed air)
• Facilities Planning: A Green structure / environmentally responsible and resource-efficient office.
• Production and Operations Management: Reduce the cycle time of a auto parts manufacturing (Thal Engg)
• Total Quality Management: Lean operations in weaving process (Feroze Textiles)
• Logistics and Inventory Control: Efficient Material Handling in Industries (Atlas Engineering)

WORK EXPERIENCE:
• Air Audit (Pvt) Ltd, Team Lead from 07/2016 to Present
• Air Audit (Pvt) Ltd, Energy Audit Executive from 07/2015 to 07/2016
• Air Audit (Pvt) Ltd, Project Manager from 08/2011 – 07/2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Avid reader of Religion, History and Technology
• Captain Football Team, D.A Degree College (2004-2005)
• Member Swimming Team, Sir Syed University (2nd Prize in Inter House-University Championship.
MUHAMMAD NABEEL KHAN
nabeekhan@hotmail.com
Date of Birth: 01/01/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.35

ELECTIVES:
• Logistic & Inventory Control
• Procurement & Inventory Management
• ERP System Designs & Implementation

Bahria University, Karachi
• Bachelor in Electrical Engineering, Specialization in Electronics, Fall 2013
• Cumulative GPA: 2.98

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2009
• B Grade (60.09%)

Karachi Cambridge School, Karachi
• Secondary School Certificate, 2007
• A Grade (70.9%)

SKILLS:
• Advance MS Excel
• MS Office
• AutoCad
• Adobe Photoshop

PROJECTS:
• RFID based Garment Tracking And Monitoring System(GT&MS), Rajby Industries
• Heat Controlling System using Amplifiers as Comparators, (Crescent Steel & Allied Products)
• Structure design on AutoCAD

WORK EXPERIENCE:
K-Electric, Distribution-Network Care Center, Assistant Manager from 06/2016 to Present
• Supervise complaint department for resolving technical complaints pertaining to LT and HT network
Federation of Pakistan Chambers of Commerce & Industries, Electrical & Maintenance, Assistant Manager from 02/2014 to 05/2016
• Supervise technical team for timely resolution of electrical and maintenance issues

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Gyming
• Reading
• Internet browsing
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.21

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

NED University of Engineering & Technology, Karachi
• Bachelor of Technology (Mechanical), 2012
• 1st Division (93.46%)

Govt. College of Technology, Karachi
• Diploma of Associate Engineer (Mechanical), 2005
• A Grade (73.15%)

St. John Grammar School, Karachi
• A Grade (71.6%)

HONOURS / ACHIEVEMENTS:
• 1st Position at B-Tech Honors, 2012

SKILLS:
• Good Communication Skills.
• Team-Working both formal and informal.
• Negotiation, Persuasion and Influencing Skills.
• Problem solving skills and Decision Making.
• Adaptive, Keen to Learn New things.
• Understand and Manage Stress.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Business Process Re-engineering: Business Process Mapping
• Strategic Supply Chain Management: Analyze the Inventory Management using ABC and VED analysis
• ERP Systems Design & Implement: ERP Lifecycle Phases in a manufacturing Industry
• Procurement & Inventory Management: Project Report on “Role of Procurement”
• Human Resource Management: Corporate Video on Tecno Pack Industries
• Environment Impact & Assessment: EIA report on Larkana Industrial Estate

INTERNSHIP/WORK EXPERIENCE:
• Tecno Pack Industries Pvt. Ltd, Quality Assurance & Control, Manager QA from 11/2012 to date
• Manage whole Quality Assurance & Control Department (Act as a Management Representative)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Watching Documentary Films
• Reading Newspaper

FAWAD NAEEM HAMID
fawadnaeem1@hotmail.com, std_16832@iobm.edu.pk
Date of Birth: 23/09/1982
EDUCATION:
Institute Of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Industrial Management, Graduation: 2017
• Cumulative GPA: 3.31

  ELECTIVES:
  • Procurement & Inventory Management
  • Storage & Warehouse Technique
  • Erp System Design & Implementation

NED University Of Engineering And Technology, Karachi
• B.E in INDUSTRIAL ENGINEERING, 2010
• A Grade (74.51%)

DJ SINDH GOVT SCIENCE COLLEGE, KARACHI
• Higher Secondary Certificate, 2006
• A Grade (76.36%)

PARAGON PUBLIC SCHOOL, Karachi
• Secondary School Certificate, SC COMPUTER
• A1 Grade (80.94%)

ACHIEVEMENTS:
• Works as a key player in SAP implementation
• Transformation of production facility

SKILLS:
• Leadership Skills
• Adaptability
• Management
• Initiator
• Time Management

MAJOR TERM PROJECTS:
• Procurement and inventory management: Detail Analysis of procurement and Inventory management at Hinopak Motors Ltd.
• Supply Chain Management: Analysis of Supply Chain Management at Shan Foods.
• ERP Design & Implementation: ERP Life cycle analysis at Midas Safety.
• Strategic Management: To Make a strategy for Launching a new brand in the market.
• Production and Operation: To analyse the production and operations facilities of Hino Pak Motors.

EXPERIENCES:
• Midas Safety, Deputy Manager Operations from Jan 2015 to present
• Midas Safety, Management Trainee, Senior Officer & Assistant Manager Operations from May 2011 to Dec 2014
• Super Tech Auto Parts Pvt LTD, Trainee Engineer in Operations from 2011 to April 2011

EXTRACURRICULAR ACTIVITIES:
• Cricket
• Current Affairs
• Hangout
ADIL RAZA
std_15368@iobm.edu.pk
Date of Birth: 20/05/1986

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

ELECTIVES:
• Maintenance Management.
• Entrepreneurship and Small Business Management.
• Procurement & Inventory Management.
• Total Quality Management

Sir Syed University of Engineering & Technology, Karachi
• Bachelor of Electronics Engineering, 2011
• Cumulative GPA: 2.84

DJ Sindh Govt. Science College, Karachi
• Higher Secondary Certificates Pre-Engineering, 2005
• B Grade (68%)

Rakhshinda Public School, Karachi
• Secondary School Certificate, 2003
• A1 Grade (82.82%)

SKILLS:
• Good learning Skills by recognizing and utilizing learning techniques to apply and adapt new knowledge and skills in both familiar and challenging situations.
• Proficient in writing skills such as report writing & documentation.
• Skilled in MS-OFFICE 2007/2010/2012 (Complete).

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain Management: SCM of Shan Foods.
• Environment Safety: Korangi Industrial Park, Mangrove plants.
• Financial Management: Ratio indicator of Pakistan Synthetics Limited.
• Strategic Management: Strategic Management planning on National Foods Limited.
• Human Resource Management: HRM structure of K-electric.

WORK EXPERIENCE:
Intact Industrial Solutions, Director
• Running my own business as Pharma and Food machineries supplier. [Jan 2017 - continue]

Integrated Management Services (Pvt) Ltd, Engineering, Assistant Manager
• Responsible for Pharma & Food machineries sales and commissioning. [July 2013 To Dec 2016]

INTERSCAN, Engineering, Sales Engineer [Dec 2012 To Jun 2013]
• Responsible for Cement & Sugar industries machineries sales.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• A team player “with get the job done” attitude
• Organizer of different events within department like Picnic, Sport Activities, Guest Lectures Etc.
• Member of department Cricket Team.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration, Major in Industrial Management, Graduation: Spring, 2017
• Cumulative GPA: 3.5

ELECTIVES:
• Inventory and Logistics Management
• Procurement & Inventory Management
• Storage and Warehousing Management

NED University of Engineering & Technology, Karachi
• Bachelor of Electronic Engineering, Dec; 2010
• 1st Division: 74.3%

Adamjee Govt. Science College, Karachi
• FSC – Pre Engineering, 2006
• Grade: A+, 82.91%

BVS Parsi High School, Karachi
• Matriculation – Science, 2004
• Grade, A-1, 87.18%

HONOURS / ACHIEVEMENTS:
• Certified OSHA 30

SKILLS:
• Hands on DIALux, AutoCAD, Simaris Design 6.0, Social Networks, LABVIEW
• User of SAP MM

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Transportation Techniques & Management: Transportation Methods – Omore Ice-cream
• Strategic Supply Chain Management: Strategic Supply chain management – K Electric

WORK EXPERIENCE:
Siemens (Pakistan) Engineering Co. Ltd., Executive Engineer from March 2016 to Present
• Responsible for Production Planning and procurement department.
• Responsible for Technical procurement.
Quice Foods Ltd, Electrical Engineer from May 2015 to Aug 2015
• Responsible for Maintenance related activities.
MAPAK Edible Oils, Project Engineer from May 2015 to Aug 2015
• Responsible for execution of Electrical Projects.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of AZM Learning center
• Member of Sunday Club (Cricket Team)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.45

ELECTIVES:
• Strategic Supply Chain Management
• Procurement & Inventory Management
• Transportation Techniques & Management

NED University of Engineering & Technology, Karachi
• Bachelor of Electrical Engineering, 2011
• 1st Division (79.8%)

Adamjee Govt. Science College, Karachi
• Higher Secondary Certificate, 2007
• A1 Grade (85.09%)

Nasra School Karachi, Malir Campus, Karachi
• Secondary School Certificate, 2005
• A1 Grade (88.59%)

HONOURS / ACHIEVEMENTS:
• Certified FANOX SIAC Relay & MICOM P115 relay in AZM learning in 2016

SKILLS:
• Hands on DIALux, AutoCAD, Simaris Design 6.0, Social Networks, LABVIEW
• Power user of SAP QM

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Transportation Techniques & Management: Transportation Methods – Omore Ice-cream
• Strategic Supply Chain Management: Strategic Supply chain management – K Electric
• Final Year Project in BE: To analyze the controlling, handling the loads on different busbar schemes of BQPS generation units during normal, fault & shutdown condition by using LABVIEW

WORK EXPERIENCE:
K-Electric, Receiving & Inspection, Deputy Manager from 09/2014 to Present
• Quality Inspection, Technical Evaluation, Product development, Prequalification and management to assure quality product for DN/TN network as per required KE specification.

EA World (Engineering Associates), Electrical Design Engineer from 2013 To 2014
• Design & develop single line diagrams, risers, control diagrams, and circuit diagrams of low voltage and extra low voltage distribution systems for high rise, residential, office buildings.

FND Consulting Engineers, Electrical Design Engineer from 2012 To 2013
• Short Circuit study of distribution systems using ETAP 7 software, preparing & reviewing Bill of Quantities (BOQs), making Circuit Loading Sheets, cable sizing, circuit breaker sizing, short circuit level calculations etc.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of AZM Learning center
• Member of Sunday Club (Cricket Team)
SYEDA SARAH QUADRI

syeda.sarah@live.com
Date of Birth: 03/07/1988

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

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

University: PAF KIET, with Karachi
  • Bachelor of Engineering, Majors in Electronics, 2011
  • Cumulative GPA: 2.56

  • Higher Secondary Certificate, 2006
  • B Grade (69.36%)

Hamdard Public School, Karachi
  • Secondary School Certificate, 2004
  • A1 Grade (81.41%)

HONOURS / ACHIEVEMENTS:
  • Awarded Merit Scholarship at IoBM in Fall- 2016
  • Won 3rd Price, Final year project category, SPEC Fall’2010 in PAF-KIET.

SKILLS:
  • Leadership & management skills, communication skills, conduct multiple training sessions for Data Center.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
  • Strategic Management: PTV drives into Blue Ocean Strategy.
  • Strategic Supply Chain Management: Strategic Supply chain Management at Unilever.
  • Procurement & Inventory Management: NESTLE’S Inventory Management.
  • Supply Chain Management: Transportation Techniques and Management at TAPAL.
  • Project Management: Progress report for Metro Wind Power Project at ALSTOM.
  • Principle of Management: Stress Management – Includes sources, causes and its better management in daily life.

WORK EXPERIENCE:
Multinet Pvt. Pakistan Ltd., Data Center, Data Center Engineer – Services & Operations from February 2014 to present.
  • Monitoring & managing operations of Data Center, including with the process of analysis and reporting, managing data bases of customers, managing quarterly dashboards and coordination with vendors.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
  • Volunteered, International symposium 2010,IEEE Karachi (PAF-KIET)
  • Organizer, PAF-KIET Student Engineering Exhibition, 2008
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.15

ELECTIVES:
• Strategic Supply Chain
• Procurement & Inventory Management
• Logistic and Inventory Control
• Project Management

University of Karachi, Karachi
• Master of Applied Chemistry, 2009
• Cumulative GPA: 3.0

Govt. Degree Boys & Girls College Stadium Road, Karachi
• Higher Secondary Certificate, 2005
• A Grade (69.45 %)

Prince Aly Boys Secondary School, Malir City, Karachi
• Secondary School Certificate, 2003
• A1 Grade (79.52%)

HONOURS / ACHIEVEMENTS:
• Global Employee Recognition Award holder at GlaxoSmithKline Pakistan from 01/Oct/2016 to onward.

SKILLS:
• Project Management at, GSK Pakistan: Leading Global Project for “Deployment of Chromatographic Data Base System in GSK (Trained from GSK HOUSE LONDON)”. 2016
• Lead user/Super (admin) user of all the quality management system software at GlaxoSmithKline.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
• Logistic and inventory control: Work flow of Material Scheduling at GlaxoSmithKline Pakistan
• Total Quality Management: Requirements, Benefits and Implementation of QMS
• Strategic Management: Continue supply quality products with zero stock out situation at GSK
• Financial Management: Gul Ahmed EPS analysis
• Research work: Comparative Morphological and biochemical studies of SALVADORA species, Pak. J. Bot., 42(3): 1451-1463, 2010

INTERNSHIP/WORK EXPERIENCE:
GlaxoSmithKline, Quality Assurance, Assistant Manager from 10/2015 to current date
• Raw Material Section Incharge

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Futsal League player at GlaxoSmithKline
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.07

ELECTIVES:
• ERP System Design & Implementation
• Storage & Warehouse Techniques
• Transportation Technique & Management

N.E.D University of Engineering & Technology, Karachi
• Bachelor of Electrical Engineering, 2010
• 1st Division (74.63%)

Adamjee Govt. Science College, Karachi
• Higher Secondary Certificate, 2006
• A1 Grade (83%)

B.V.S Parsi High School, Karachi
• Secondary School Certificate, 2004
• A1 Grade (87.53%)

HONOURS / ACHIEVEMENTS:
• Awarded Safety Team of the Month twice at K-Electric Limited

SKILLS:
• Team Player – Successfully lead several EHT cable design and commission projects at K-Electric Limited
• Conflict Resolution & Negotiation Skills – Saved the EHT UG cable circuits from damage by 3rd Party Agencies timely and efficiently through dialogue and negotiations.
• Leadership Traits – Successfully trained and mentored several co-workers which helped in succession planning.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Strategic Management: Blue Ocean Strategy on Transmission & Distribution of Electricity through Radio Waves
• Financial Management: Exploring Secondary Markets – To earn profit with the need of capital appreciation and capital preservation
• Bachelors Final Year Project – Design and optimization of Distribution Transformer

INTERNSHIP/WORK EXPERIENCE:
K-Electric Limited, Transmission Underground, Deputy Manager from 12/2011 to present
• Looking after maintenance, rehabilitation and projects related to EHT 220/132 KV Underground cable circuits

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Cricket
• Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.32

ELECTIVES:
• Logistics & Inventory Control
• Procurement & Inventory Management
• Strategic Supply Chain Management

NED University of Engineering & Technology, Karachi
• Bachelor of Mechanical Engineering
• 2nd Division (56.66%)

Adamjee Government Science College, Pre-Engineering Karachi
• Higher Secondary Certificate 2006
• A Grade (79.36%)

Happy Home High School, Karachi
• Secondary School Certificate, 2004
• A1 Grade (85.41%)

SKILLS:
• Proficient in Microsoft Word, Excel & Powerpoint
• Ability to work under pressure
• Time Management
• Adaptability

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Financial Management: Analyses of Cash Flows and Stock index position of K-Electric
• Strategic Management: Implementation of Blue Ocean Strategy on Aman Foundation
• Production & Operations Management: Learning Curve briefing on Indus Motors Company.
• Human Resource: Design of Human Resource model for BASF Pakistan
• Supply Chain Management: Analyzing & Improving SC Strategies at Archroma Pakistan
• Procurement Management: Studying and suggesting new procurement methods while visiting Archroma Pakistan.

WORK EXPERIENCE:
Archroma Pakistan Private Limited, Executive Officer (Mechanical) from 08/2014 till date
• Responsible for ensuring effective maintenance of Plant machineries and preventive Maintenance.

BASF Pakistan Private Limited, Process Engineer from 01/2011 to 07/2014
• Responsible for supervising all mechanical activities on plant.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attended Pedagogical vocational training in Erfurt, Germany in 2015.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Industrial Management, Graduation: 2017
• Cumulative GPA: 3.3

ELECTIVES:
• Industrial & Municipal Waste Management
• Logistics and Inventory Control
• Procurement and Inventory Management

NED University of Engineering & Technology, Karachi
• Bachelor of Engineering (Chemical), 2014
• 1st Division (72.69%)

DJ Sindh Govt. Science College, Karachi
• Higher Secondary Certificate, 2009
• A Grade (78.09%)

Nasra School Malir, Karachi
• Secondary School Certificate, 2007
• A1 Grade (85.06%)

SKILLS:
• Leadership, lead as a Shift Engineer in National Refinery Limited
• Multitasking, done MBA along with full time working.

INTERNERSHIP/WORK EXPERIENCE:
• Working as Shift Engineer to monitor the activities, parameters and maintain the results.
PSO, HSE, Internee from Dec 2012 to Jan 2013.
• Worked as Internee in HSE department to review HSE policies and try to implement them.
NOVATEX Pvt Limited, Polycon, Internee from May 2012 to June 2012.
• Worked as Internee in Polycon department to understand the ongoing process of plant.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Cricket team in National Refinery limited
• Read oil and gas journals
• Swimming
• Watching Movies
ZIA ABBAS

im_zia87@hotmail.com, std_18369@iobm.edu.pk
Date of Birth: 04/05/1987

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Logistics and Supply Chain, Graduation: 2017
- Cumulative GPA: 3.18

ELECTIVES:
- Storage & Warehouse Techniques
- ERP Systems Design & Implement
- Intro to SAP-ERP System Application
- Total Quality Management

NED University of Engineering & Technology, Karachi
- Bachelor of Engineering (Industrial & Manufacturing), 2010
- A Grade (71.99%)

Adamjee Govt. Science College, Karachi
- Higher Secondary Certificate, 2006
- A-Grade, (77.0 %)

Metropolis Academy, Karachi
- Secondary School Certificate, 2004
- A1 Grade, (88.71%)

SKILLS:
- Being Supply Chain Professional; planning, managing and executing Supply Chain end to end activities throughout the job tenure since Mar-2011 (07 years)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Logistical Projects in ERP: Inventory network optimization with Assembly Line Balancing (Research Paper)
- Corporate Consultancy Project in Logistics: HAZOP Analysis in Food Industry (Research Report)
- Strategic Management : Blue Ocean Strategy – Aman Foundation (Research Report)
- Risk Management in SCM: Lean Logistics Risk associated in FMCG (Research Report)

WORK EXPERIENCE:
Gul Ahmed Textile Mills, Centralized Planning Department, Deputy Manager from Jun-2013 to Present
- Responsible for Planning, Execution and Supply Chain Activities

Midas Clothing Limited, Industrial Engineering Department, Industrial Engineer from Oct-2012 to Jun-2013
- Responsible for executing all Industrial Engineering & Planning Activities

Al-Abid Silk Mills Ltd, Industrial Engineering Department, Industrial Engineer from Mar-2011 to Oct-2012
- Responsible for executing all Industrial Engineering Activities & improvement projects

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Playing Cricket & Table Tennis
- Reading Books & Science Journals/Magazines
ASIF ABDUL RAZZAK

asif.razzak@hotmail.com
Date of Birth: 23/05/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain, Graduation: 2017
• Cumulative GPA: 3.60

ELECTIVES:
• Storage and Warehousing Techniques
• Design and Implementation Of ERP Systems
• Supply Chain Management
• Procurement & Inventory Management

FAST-NUCES, Karachi
• Bachelor of Electronics (Electrical Engineering), 2014
• Cumulative GPA: 2.87

Commecs Institute of Business and Emerging Sciences, Karachi
• Higher Secondary Certificate, 2010
• B Grade, (69.09%)'

Happy Home Secondary School, Karachi
• Secondary School Certificate, 2008
• A Grade, (76.71%)

HONOURS / ACHIEVEMENTS:
• Passed B.S (EE) in second division

SKILLS:
• Statistical Model Creations and its Based Decision Making
• Accounts
• Procurement and Planning in the Foreign Automotive Climate
• Excel, Word, PowerPoint
• Basic knowledge of SAP

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone I: Project: Solar Energy, A Green Initiative by IoBM
• Capstone II: Project: Increasing Productivity Through Supply Chain for Superpower Motorcycles
• FINAL YEAR PROJECT B.S (EE): Project: Automating the Microwave Assembly line for Dawlance Inc.

INTERNSHIP/WORK EXPERIENCE:
Dawlance Inc, Designing, Intern from 07/2013 to 12/2013
• Getting an initial paradigm of the assembling and design in the electronics industry and using it as a base to initiate a final year project

Gul Motors, Procurement and Accounts, Manager from 01/2014 to ongoing
• Head and authority in running in the daily procurement operations in terms of purchases and planning on future procurement model

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Vice President Sportics Society FAST-NUCES, 2013-14
• Sports
• Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.52

ELECTIVES:
• Integrated Marketing Communication
• Direct and Digital Marketing
• Procurement and Inventory Management
• ERP Systems: Design and Implementation

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), Major in Marketing, 2015
• Cumulative GPA: 3.13

Foundation Public School, Karachi
• A – Levels, 2010
• Grade, 1B, 1C & 1E

Foundation Public School, Karachi
• O - Levels, 2008
• Grade, 5As, & 4B

SKILLS:
• Proficient in MS Office
• Rehearsed in conducting researches on different topics
• Good interpersonal skills
• Good verbal and Presentation skills
• People Management
• Academic and Content Writing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Risk Management in Supply Networks: Study of Risks in agricultural supply network
• ERP Design and Implementation: Study of ERP system at Atlas Honda

INTERNSHIP (S)/WORK EXPERIENCE:
• Internship at TCS Private Limited (6 weeks)
• Marketing and Communications Manager at Octara Pvt. Ltd. (Jan 2016 – June 2016)
• Project Executive at Resource Edge

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Social Welfare Activities
• Reading

KANZA ADNAN
kanza.adnan11@gmail.com
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
  - Cumulative GPA: 3.20

  ELECTIVES:
  - Procurement & inventory Management
  - Supply Chain Management
  - ERP system designs & implementation
  - Storage & Warehouse techniques

S.M Government Arts & Commerce College, Karachi
- Bachelor in Commerce, 2012
  - 2nd Division, (50.00%)

S.M Government Arts & Commerce College, Karachi
- Higher Secondary Certificate (Commerce), 2009
  - C Grade, (57.36%)

Sarfaraz Pilot Higher Secondary School, Karachi
- Secondary School Certificate (Computer Science), 2007
  - B Grade, (68.24%)

HONOURS / ACHIEVEMENTS:
- Awarded certificate and letter of appreciation in the Capstone 1 at PepsiCo (March ‘17)

SKILLS
- Proficient in MS office
- Leadership & Managerial
- Networking

MAJOR TERMS PROJECT
- Capstone Project 1: (Detailed survey and market research of wholesale structure) Pepsi Co./ Frito lays Pakistan
- Capstone Project 2: (Propose marketing and launching plan in deodorant category) King Chemicals
- ERP Design and Implementation (Understand the analysis of ERP life cycle phases, Importance of integration and role of change management) / PARCO
- Marketing Strategies and Emerging Organization (Report on Marketing and HR practices that makes them emerging org.) / Shan Foods
- Marketing Strategies and Value Innovation (Implementation of six path ways of value innovation/Uber)

INTERNSHIP/WORK EXPERIENCE:
Midas Safety, Supply Chain Management, Project Trainee from May/17 to August/17
- Reviewed overall warehouse operations to highlight issues and suggested possible solutions
EDUCATION:
Institute of Business Management, Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: September, 2017
• Cumulative CGPA: 3.06

ELECTIVES:
Supply Chain Management
Strategic Supply Chain Management
Procurement & Inventory Management
Storage & Warehouse Techniques

University of Karachi, Karachi
• Bachelor of Commerce, 2012
• 1st Division

Agakhan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2010
• B Grade (69%)

Shahwilayat Public School, Karachi
• Secondary School Certificate, 2008
• B Grade (69%), Agakhan Board

SKILLS:
• Team management
• Presentation skills
• Influential communicator
• Coordination skills
• Leadership skills
• Managing workload skill
• Deadline oriented

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Procurement and Inventory Management report on “Procurement Practices in Aga Khan Hospital”
• Organizational Behavior report on “Motivational Practices at Unilever”
• Methods in Business Research report on “Pizza Hut’s dip in sales (analysis)”
• Financial Management: Competitive Ratio Analysis on 5 Automobile Companies
• Principles of Marketing report on “Low footfall in FARID’S supermarket”
• Strategic Human Resource Management case study paper on “HR practices in PIA”

INTERNSHIP
Kaghan Chemicals, Storage & Warehouse Department, Internee from 11 July, 2016 to 22 August, 2016.
• Healthy experience with practical implementations of overall storage and warehouse techniques.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Event management & planner
• Relevant articles reading
• Sports (official player of IoBM cricket team)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.07

ELECTIVES:
• Introduction to SAP-ERP System Application
• Transportation Technique & Management
• Supply Chain Management.
• Innovation Management In Supply Chain

Institute of Chemical Engineering, University Of Punjab, Lahore.
• Bachelors of Science (Chemical Engineering)- 2005
• 1st Division, (67.92 %)

Khawaja Fareed Government College, Rahim Yar Khan
• Higher Secondary Certification- Bahawalpur - 2000
• B Grade, (64.45%)

Government Colony High School, Rahim Yar Khan
• Secondary School Certificate- Bahawalpur, 1997
• A Grade (78.58 %)

SKILLS:
• Primavera Project Planner 3.1
• Production Planning

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone -1: Key Challenges in CPEC.
• Capstone -2: Coal handling storage, transportation, hazards & recommendations.
• Methods in Business Research: Consumers motivation to purchase from shopping malls – An Investigative study of shopping malls in Pakistan.
• Micro & Macro Economics: The Impact of Economic growth on Oil Prices.
• Seminar in Business Polices: Major Driving polices in Delivery Chacha.

INTERNSHIP/WORK EXPERIENCE:
• United Energy Pakistan (Formerly British Petroleum Pakistan) Operations Department – Operations Support Engineer- Feb-2015 ~ Till Date
• Byco Oil Refinery, Pakistan.
OMS department - Senior Engineer - May, 2010 ~ Feb-2015
• Descon Engineering Qatar LLC.
Project Department Assistant Planning Engineer - September, 2008 – February, 2010
• Pakistan Refinery Limited
Operations Department - Graduate Trainee Engineer- August, 2006 – August, 2008

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing Cricket
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Logistics and Supply Chain, Graduation: 2017
  - Cumulative GPA: 3.14

ELECTIVES:
- Storage & Warehouse Techniques
- ERP System Design & implement
- Intro to SAP-ERP System Application
- Total Quality Management

Hamdard University, Karachi
- Bachelor of Engineering, 2012
  - Cumulative GPA: 2.57

Islamia College, Sukkur
  - C Grade, (58.36%)

Shah Latif High School, Sukkur
- Secondary School Certificate, 2005
  - B Grade, (61.65%)

HONOURS / ACHIEVEMENTS:
- QMS Auditor/Lead Auditor Training Course 9001:2008
- ISO 17025:2007 Certification

SKILLS:
- Being Supply Chain/Production Professional; managing production and executing Supply Chain end to end activities throughout the job tenure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Logistical Projects in ERP: Inventory network optimization with Assembly Line Balancing (Research Paper)
- Corporate Consultancy Project in Logistics: HAZOP Analysis in Food Industry (Research Report)
- Risk Management in SCM: Lean Logistics Risk associated in FMCG (Research Report)

INTERNSHIP/WORK EXPERIENCE:
Mondelez International, Production, Production Engineer from 02/2016 to Present
- Plan & manage for daily Production and allocation of resources in order to achieve performance targets
Reckitt Benckiser, Production, Production Executive from 07/2013 to 01/2016
- Execute the production process as per given production plan with control and command to achieve targets

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Student Member of APICS
- Reading Science Journals/Magazines
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.24

ELECTIVES:
• Procurement & Inventory Management
• Storage and warehouse techniques
• Intro to SAP & ERP system
• ERP Sys design and Implementation

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Spring 2015
• CGPA 2.67

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, (Commerce), 2009
  • B Grade, (65.27%)

Karachi Cambridge School, Karachi
  • B Grade, (62.71%)

HONOURS / ACHIEVEMENTS:
• Participated in “IDEAS 2012” as a team leader of Ushers for Jordanian delegation

SKILLS:
• Client servicing
• Operation management
• Warehouse and Inventory control
• Brand Management

WORK EXPERIENCE:
The Dynamics Research Consultants, Working as “Research Associate”, from August 2017 to Present
• Heading the project of Mystery Shopping as a Project Manager for financial sector client
• Generating and executing monthly segment wise Business Development plan
• Developing and analyzing questionnaire master kit, structure of MSP and proposal
• Strong follow up and coordination with different departments to make sure timely dispatch of VMS
• Follow up with clients and meeting for Business Developing
• Responsible to develop business and achieve sales targets set by the management.
• Management of business accounts as a Key Account Manager
• Ensuring smooth transfer of vehicle from yard till destination port
• Getting inactive customers on board

EXTRACURRICULAR ACTIVITIES:
• Director Marketing at MEDIA SOCIETY OF IoBM
• Co-Director Marketing at ROTRACT CLUB OF IoBM
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain, Graduation: 2017
• Cumulative GPA: 3.39

ELECTIVES:
• Strategic Supply Chain Management
• Risk Management in Supply Networks

Institute of Business Management, Karachi
• Bachelor of Business Administration (BBA), 2015
• Cumulative GPA: 2.83

NCR-CET, Karachi
• Higher Secondary Certificate, 2011
• B Grade (68.45%)

The City School, Karachi
• O - Levels, 2009
• 1A, 4Bs & 4Cs

SKILLS:
• Preferably example based statements about skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Business Analytics: Report on analysis and overall implication of BA at Matco Foods Ltd.
• Transportation Techniques and Management: Report on Logistics in the commodity industry.
• Capstone 1: Analyzing and redesigning warehouse at Hino Pak.
• Capstone 2: Analyzing and proposing mix of marketing tools for Gresham Eastern Pvt. Ltd for its boiler segment

INTERNSHIP/WORK EXPERIENCE:
Wah! Brands (LLC), as a Supply Chain intern.
• A valuable experience that got me hired as a Team Lead and led me to further good opportunities in the industry.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Executive Director Operation at IOBM Club of Entrepreneurs
• Member at the Dialogue Society.
• Member at the Rotract Club of IOBM.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major: Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.17

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

Karachi University, Karachi
• Bachelor of Commerce, 2013
• 1st Division

S.M. Govt.Science, Karachi
• Higher Secondary Certificate (Pre-Engineering), 2011
• B Grade, (68.5%)

Happy Home Secondary School, Karachi
• Secondary School Certificate (Computer science), 2009
• A Grade, (79.1%)

HONOURS / ACHIEVEMENTS:
• Awarded certificate and letter of appreciation in the Capstone 1 at PepsiCo (March ’17)

SKILLS:
• Microsoft Office
• Team Management
• Interpersonal

MAJOR TERMS PROJECT:
• ERP Design and Implementation: Understand the analysis of ERP life cycle phases, Importance of integration and role of change management / PARCO
• Marketing Strategies and Emerging Organization: Prepare report on Marketing and HR practices and strategies which makes them emerging org./ Shan
• Capstone Project 1: Detailed survey and market research of wholesale in confectionary and propose market development strategies / PepsiCo-Frito Lay
• Capstone Project 2: Propose marketing and launching plan in deodorant category/ King Chemical
• Marketing Strategies and Value Innovation: Implementation of six path ways of value innovation/uber

INTERNALP EXPERIENCE:
ANA International, Supply Chain Management, Supply Chain Officer from June/17 to July/17
• Monitor supply chain function as per ISO 9001:2015 standards and developed supplier evaluation criteria
EDUCATION:
Institute of Business And Management
• Master in Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.01

ELECTIVES:
• Principles of Marketing
• Procurement and Inventory Management
• Storage and warehouse techniques

Bahria University, Karachi
• Bachelor of Business Administration (Finance), 2014
• Cumulative GPA: 2.52

Bahria College Karsaz, Karachi
• Higher Secondary Certificate (Science group), 2009
• C Grade, 56.55%

The Karachi Academy, Karachi
• Secondary School Certificate (Computer Science), 2007
• B Grade, (67.65%)

SKILLS:
• Business Communication
• Gave several presentations on various topics
• Problem solving and decision-making skills
• Bringing innovations in work processes
• Time management Skills
• Well Versed with Oracle -ERP

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Corporate Consultancy projects in Logistics: Risk Management in Supply Chain Network of Atlas Battery Ltd.
• Logistical Projects in ERP: Visibility and Transparency in Construction Industry.

WORK EXPERIENCE:
JS Investments Limited, Finance, Assistant Manager from March/2017 – Present,
(Before that served as an Associate Finance from March/2015- March/2017)
• Preparation of monthly / quarterly and annual financial statements aligning it with income and expenses schedules. Also reporting to different regulatory bodies (SECP, MUFAP, and SBP). Announcement of daily NAVs of the respective funds. Annoucement of daily NAVs of the respective funds. Also looking after the printing processes of financials whereas the payments of different services along with deduction of taxes. A part from this also contributed successfully in some of the major tasks like Merger of Different Funds, looked after accounting treatment of Margin Trading System, successfully looking after accounting treatment of Ready Future.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Sports
• Traveling
• Adventurist
• Event Management
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.09

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

University of Karachi, Karachi
• Bachelor of Commerce, 2014
• 2nd Division

Govt. Degree Science & Commerce College, Gulshan-e-Iqbal, Karachi
• Higher Secondary Certificate, 2011
• C Grade, (50.36 %)

Public Secondary School - North Karachi
• Secondary School Certificate, 2009
• A-1 Grade, (80%)

SKILLS:
• ERP/SAP
• Team Player
• Flexible
• Skills development certification on Oracle R12
• Procurement & Inventory Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone: Propose Food Traceability system in BAR.B.QUE Tonight Restaurant..
• Capstone-2: Risk assessment and mitigation strategy in food industry

INTERNSHIP/WORK EXPERIENCE:
MINT BRAINS Inc, Sales Internee in Marketing & Sales Department from March 2017 to May 2017
LUCKY CEMENT LTD, Warehouse Officer from July 2017 to Present)

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Playing & watching cricket
• Gyming
• Music
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
- Cumulative GPA: 3.55

ELECTIVES:
- Procurement & Inventory Management

NED University of Engineering & Technology, Karachi.
- Bachelors of Engineering (Computer Systems), 2014
- 1st Division (59.88%)

Aga Khan Higher Secondary School, Karachi.
- Higher Secondary Certificate, 2009
- A Grade, (77.55%)

Montessori Complex High School, Karachi
- A 1 Grade, 87.88%

HONOURS / ACHIEVEMENTS:
- Merit Based Scholarship from Spring 2016, Fall 2016, Summer 2017

SKILLS:
- Team Leadership, Negotiation, Planning, Multitasking

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Procurement & Inventory Management: Project on “Procurement in Siemens Pakistan”
- Risk Management In Supply Chain Networks: Project on “ Compliance System of Siemens Pakistan”
- Strategic Supply Chain Management: Project on “ Plastic Money at Bank”
- Introduction to ERP- SAP: Detailed exercise and term report on different modules of SAP

WORK EXPERIENCE:
Siemens Pakistan, Strategic Procurement, Energy Management Division, Procurement Trainee from 15/05/2016 to 16/05/2017
- Responsible for negotiation with suppliers, their EHS evaluation, Outsourcing strategies, Supplier day and their development strategies.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Research papers and journals of supply chain & logistics.
M. ARSAL VOHRA
std_17686@iobm.edu.pk
Date of Birth: 14/04/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.06

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

University of Karachi, Karachi
• Bachelor of Commerce, 2014
• 1st Division

Institute of Business Education, Tabanis
• Higher Secondary Certificate, 2011
• A Grade, (75%)

Montessori Complex High School, Karachi
• Secondary School Certificate, 2009
• A-1 Grade, (87%)

SKILLS:
• Proficient in basic computer skills & software: Microsoft Office, Power point & Outlook.
• Critical Thinking
• Team work
• Leadership
• Flexibility

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone: Implement Food Traceability system in BAR.B.QUE Tonight Restaurant.
• ERP Implementation & Design: Explore the entire process of ERP implementation in IoBM.
• Marketing Strategies and Value Innovation: Blue Ocean Application on Ufone
• Capstone Project 2: Risk Management at KFC.

WORK EXPERIENCE:
Loads ltd, Supply Chain (Store Dept), JUNIOR SUPPLY CHAIN EXECUTIVE from 21/7/17 to Present
• Handling Issuance, receiving and maintaining inventory of Store.
• Record all the Incoming and outgoing material in Bin cards, Excel and SAP.
• Facilitate employees by providing a safe and clean store environment.
• Prepare Purchase Requisitions In SAP and Outward Gate Pass of Materials.
• Maintaining documents process at every stage of record keeping.
• Supervising a diverse team of people in a fast paced environment.
MARIUM ASHRAF
mariumashraf608@yahoo.com
Date of Birth: 12/12/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.38

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

Govt. Commerce and Economics College, Karachi
• Bachelor in Commerce, 2013
• B Grade, (66.00%)

B.A.M.M PECHS Govt Girls College, Karachi
• Higher Secondary Certificate, 2011
• A Grade, (72.36%)

Custom Public School, Karachi
• Secondary School Certificate (BIO Science), 2009
• A 1 Grade, (80.0%)

HONOURS / ACHIEVEMENTS:
• Awarded certificate and letter of appreciation in the Capstone 1 at PepsiCo (March ’17)
• Awarded English Course Certificate 2 - 4 level (Berlitz English language Centre).

SKILLS:
• Full proficiency in Word, Excel, PowerPoint
• Interest Browsing & Market Research
• Excellent command over writing, especially research reports

MAJOR TERMS PROJECT:
• Capstone Project 1 (Detailed survey and market research of wholesale in confectionary / PepsiCo-Frito Lay’s)
• Capstone Project 2 (Propose marketing and launching plan in deodorant category / King Chemical )
• Marketing Strategies and Value Innovation (Implementation of Blue Ocean Strategy and bring value innovation/ AZ Transport)
• ERP Design and Implementation (Understand the analysis of ERP life cycle phases, Importance of integration and role of change management / PARCO)
• Sales Management (Understand the Sales practices and Duties of Sales Representative/ ENGRO FOODS)

INTERNSHIP/WORK EXPERIENCE:
Midas Safety, Supply Chain Department, Intern from May 2017 to August 2017
• Responsible to look warehouse operations and maximization of waste (Lean Manufacturing)
Midas Safety, Supply Chain Department, Accounts Executive from August 2017 to present
• Responsible to look the end to end Supply Chain Process (Factory to Customer)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management Graduation: 2017
• Cumulative GPA: 3.31

ELECTIVES:
• Procurement and Inventory management
• Supply Chain Management
• Transportation and Techniques Management
• Warehousing and storage techniques

College/University Name, Karachi
• Bachelor of Engineering, 2013
• 1st Division, (68.87%)

DHA Degree College for Women DCW phase 8, Karachi
• Higher Secondary Certificate, 2009
• A Grade, (75%)

Royal Grammar School, Karachi
• Secondary School Certificate, 2007
• A 1 Grade, (84%)

SKILLS:
• Leadership, lead group final year project
• Good communication skills
• Analytical skills, solving work related tasks and problems
• Team player, worked as a team member in various assignments and Official projects, new product developments

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 2: Green Energy, Solar Panel installation in IoBM

INTERNSHIP/WORK EXPERIENCE:
• TCS E-Com Solutions, Assistant Product Manager at Yayvo.com, May 2017-Present
• Merit Packaging Limited(The Lakson Group), Production Planning Trainee, from Dec 2014-September 2015
• Naya Jeevan Project Associate, July-November 2014
• The Linde Group, June 2014
• Lotte Pakistan PTA Limited, Internship, Dec 2012-Jan 2013
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and supply chain Management, Graduation: 2017
• Cumulative GPA: 3.27

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

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA), Major in Marketing – 2013
• Cumulative GPA: 3.18

Govt. Delhi College of Engineering, Karachi
• High Secondary Certificate, 2009
• A Grade, (73.45%)

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

HONOURS / ACHIEVEMENTS:
• Awarded Shell Merit Scholarship at IoBM from 2009 to 2013 for my whole BBA Program.
• Served as General Secretary of IoBM Media Society.
• Winner of Knowledge Based Quiz Competition at PTV in 2006.

SKILLS:
• Business Analysis
• Business Planning & Strategy
• Entrepreneurial Skills
• Leadership Skills
• Team Building Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• ERP Systems design & implementation: Term Report on ERP implementation process of Premier Distribution House.
• Strategic Supply Chain Management: Procurement & inventory Management Challenges at Midas safety.
• Supply Chain Management: Identified the practice of sustainability in the supply chain of Young’s Food.
• Procurement & inventory Management: Procurement and Inventory Practices at Zaman Textile Mills.

INTERNSHIP/WORK EXPERIENCE:
PREMIER GROUP, Sales & Distribution Department, Business Manager (Duration: May 2013 to date).
• I am heading company’s FMCG portfolio for assigned regions.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Competed in Digital Minds (Digital Marketing Competition by Symmetry group) in final phase with 5 best teams out of 42 of top Business Schools.
• Acting Performances through platform of drama club “NAUTANKI GANG”.
• Participated and was appointed as a Group leader for presenting a business model while attending Entrepreneur Two Days Hands on Workshop by Ozair Hanafi School of Leadership (OHSOL).
• Winner of German Entrepreneurial game by Top Sim (competing with 50 best teams of IoBM).
• Acting Performances on World Diabetes Day (WDD) to promote awareness regarding diabetes on behalf of ELI LILLY and Company.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics & Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.45

University of Karachi (UOK), Karachi
• Bachelor of Business Administration (BBA), 2014
• Cumulative GPA: 3.04

Sir Adamjee Institute of technology (SAIT), Karachi
• Higher Secondary Certificate, 2010
• A Grade, (69.73 %)

Kutiyana Memon Academy (KMA), Karachi
• Secondary School Certificate, 2008
• A Grade, (72.47 %)

HONOURS / ACHIEVEMENTS:
• Vice President of Student Council of the University in 2013.
• Completion of Hifz-ul-Quran in 2005

SKILLS:
• Power BI desktop tool, power pivot, power query, and power map. (Certified)
• Application of statistical tools & techniques, analytical and critical analysis, optimist approach, lead from the front.
• Advance Microsoft office. (Word, Excel, Power point)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Risk Management: “Mitigation of Risks in the Supply Chain by applying lean six sigma” MBA Project Report (2016)

WORK EXPERIENCE:
Aga Khan University Hospital (AKUH), Purchase, Buyer from April, 2017 to Present
• Looking after planning and controlling of stock items of the organization.
Denim Clothing Company (DCC), Import, Import Assistant from November, 2014 to April, 2017
• Dealing with suppliers, freight forwarders, clearing agents and other stake holders.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading articles on Internet of things IoT, business intelligence BI, and other modern technologies with respect to supply chain and logistics.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.15

ELECTIVES:
• Supply chain Management
• Transportation Technique & Management
• Procurement & Inventory Management
• ERP Systems Designs & Implementations

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), 2014
• Cumulative GPA: 2.83

Beacon-House School System, Karachi
• A – Levels, 2009
  • 2Bs 1C & 1D

Beacon-House School System, Karachi
• O - Levels, 2007
  • 2As, 2Bs, 2Cs & 1C

HONOURS / ACHIEVEMENTS:
• Awarded financial Assistance during my stay at IOBM.

SKILLS:
• Good Communication Skills
• MS Word, Power Point, Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• CAPSTONE 2: Capturing the Post-Launch Lessons of Cofloz Herbal Cough Syrup on behalf of ABBOTT
• ADVANCE MANAGERIAL ACCOUNTING: Usage of Balance Scorecard in real world
• CAPSTONE 1: Capturing the Post-Launch Lessons of Mospel Campaign during T-20 World Cup

INTERNSHIP/WORK EXPERIENCE:
• Saleem Brothers Textile Mills Pvt Ltd, Accounts Department, four weeks of internship from 15 May 2009 to 15 June 2009
• Bank Alfalah, Internship, six weeks of internship from 21 October 2013 to 02 December 2013
• AXACT, Research Analyst, from 10 November 2014 to 10 April 2015.
• Bahria Town (Pvt) Ltd, Assistant Manager (Accounts), from 11 February, 2016

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Chess
• Table Tennis
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.35

ELECTIVES:
• Procurement & Inventory Management
• ERP System Design & Implementation
• Supply Chain Management
• Storage & Warehouse Technique

University of Karachi
• Bachelors of Commerce, 2013
• 2nd Division, (45.00%)

Govt. Dehli College, Karachi
• Higher Secondary Certificate, 2009
• B Grade (68.73%)

Nasra School, Karachi
• Secondary School Certificate, 2007
• A 1 Grade (82.94%)

HONOURS / ACHIEVEMENTS:
• Bank Alfalah’s recognition Awards on successful completion of multiple initiatives and Projects.

SKILLS:
• Adaptability
• Quick Learning

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Procurement & Inventory Management: Research Report on Monsalwa Foods.
• Supply Chain Management: Impact of Transportation in SCM; Evidence from Private Sector of Pakistan.
• Storage & Warehouse Technique: Analysis on Storage and Warehouse Technique at Amreli Steels Ltd.
• Capstone I: Pre-Feasibility report on Marble Industry at Gawadar with reference to CPEC.
• Capstone II: Pre-Feasibility report on Steel Industry at Gawadar with reference to CPEC.

INTERNSHIP/WORK EXPERIENCE:
• Dolmen Group (ICPL), Procurement Department, Assistant Manager Procurement, November 2016 till date
• JS Bank Limited, Centralized Admin, Assistant Manager Procurement, August 2016 to November 2016
• Bank Alfalah Limited, Centralized Admin, Officer Procurement, August 2014 to August 2016

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Travelling
• Snorkeling
• Counselling
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Supply Chain, Graduation: 2017
- Cumulative GPA: 3.24

ELECTIVES:
- Introduction to Sap-Erp System Applications
- ERP Systems Design & Implement
- Storage & Warehouse Techniques
- Risk Management In Supply Networks

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration (BBA), Major in Marketing and Supply Chain, Spring 2015
- Cumulative GPA: 2.85

Beaconhouse School System, Karachi
- A – Levels, 2011
- Grades: B, C, D

Beaconhouse School System, Karachi
- O - Levels, 2009
- Grades: 1A, 5Bs, 2 Cs

SKILLS:
- Microsoft office, Oracle, ERP WMS Module, Magento 2.0

MAJOR TERM PROJECTS:
- Risk Management: To find the Risks involved in Procurement Process of Hascol Petroleum.
- Capstone Project: Conducted Consumer research for ICI Pakistan for their business.
- ERP Implementation: Prepared report on ERP life cycle of Shabbir Tiles and Ceramics limited.
- Transportation Techniques: Presented a Report on Reefers and Cargo handling.

WORK EXPERIENCE:
Bonanza|Satrangi, E-Commerce Department, E-Store Executive March 2016 – Present
- Development of New Website, Operational Setup, Reporting
- Sale Planning and Product E2E cycle.

Daraz.PK, Inventory Department, Warehouse Coordinator Aug 2016 – March 2016
- Looking after Stacking, Inventory Control, Capacity Planning
- Dashboard Creation and Catering to Return and Rejects

PSO, Logistics Department, Intern June 2015 – July 2015
- Involved in Freight Economics, Logistics Movement Plan and SOPs initiative.

EXTRACURRICULAR ACTIVITIES:
- (Reading E-Commerce and Supply Chain journals)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Spring 2017
• Cumulative GPA: 3.26

ELECTIVES:
• Quantitative Analysis of Logistics and SCM
• ERP Systems Design & Implementation
• Procurement & Inventory Management
• Introduction to SAP & ERP System

Institute of Business Management (IoBM), Karachi
• Bachelors of Science (BS), Major in Accounting & Finance, Graduation: Fall 2015
• Cumulative GPA: 2.86

Govt. City College, Karachi
• Higher Secondary Certificate (Commerce), 2010
• B Grade, (68.18%)

Govt. High School Kushmarah, Skardu
• Secondary School Certificate (Science group), 2008
• C Grade, 54.94%

SKILLS:
• Strong analytical skills
• Problem solving skills.
• Capable of working under pressure
• SAP & ERP (JDE & PeopleSoft) specialization.
• Sound knowledge of SPSS
• Peachtree specialization.
• MS Office (Word, Excel, PowerPoint)

MAJOR TERM PAPERS:
• Procurement & Inventory Management: Procurement & Inventory Management of HPL.
• Strategic Financial Analysis & Design: Capital Budgeting & Investment Decision PSO.
• Introduction to SAP & ERP Application: ERP-SAP Implementation at MIDAS SAFETY.

INTERNSHIP/WORK EXPERIENCE:
Hascol Petroleum Limited, Lubricant Finance Dep, Officer Finance, from 16/11/15 to Date.
• Product Imports, Product costing and Pricing for all business sectors.
• Preparation of Utility Budget, Analysis and Forecasting.

EXTRACURRICULAR ACTIVITIES:
• Sports & Study.
• Watching Seasons.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Majors in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.18

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

Institute of Business Management (IoBM), Karachi
• Bachelors Of Science (Economics and Finance), 2015
• Cumulative GPA: 2.57

Fatimiyah College, Karachi
• Higher Secondary Certificate, 2009
• C Grade, (54.55%)

The Paradise School, Karachi
• Secondary School Certificate, 2007
• B Grade, (65.53%)

SKILLS:
• EViews, SPSS, MS SQL, MS Excel (Advanced), Power BI, MS Office (General)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 2: Risk & Return Analysis - Bonds market in Pakistan
• Capstone 1: Risk & Return Analysis - Stock Market in Pakistan
• Business Analytics: Data Analysis and Reporting of TCS Pvt. Ltd.
• Supply Chain Management: TCS and its Supply Chain Practices

INTERNSHIP/WORK EXPERIENCE:
Agility Logistics, Commercial Department, Manager Logistics Solution from 04/2017 to 07/2017
• Drafted Contracts, Addendums, RFP, PFQ’s for potential customers
TCS Pvt. Ltd., Operations Department, Logistics Coordinator - Operations from 02/2016 to 03/2017
• Daily reporting, extraction of data from MS SQL and presenting it on MS Excel and MS PowerPoint
Qineqt Pvt. Ltd. Research Department, Research Analyst, from 06/2015 to 11/2015
• Wrote reports for tech-based stocks and published them online

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Ex- Executive Director – Logistics in Egalitarians Society
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Spring, 2017
• Cumulative GPA: 3.08

ELECTIVES:
• Supply Chain Management
• Storage & Warehouse Techniques
• Strategic Supply Chain Management
• Risk Management in Supply Networks

Institute Of Business Management, Karachi
• Bachelor of Science (BS), 2015
• Cumulative GPA: 2.58

Szabist Intermediate College,
• Higher Secondary Certificate, (Pre-Engineering), 2009
• B Grade, (68.27%)

The City School,
• Secondary School Certificate, 2007
• A Grade, (76.47%)

SKILLS:
• Have expertise of using Microsoft office, E-views (Econometrics Software) & SPSS.
• Quick learner, a team player and good at interpersonal skills.
• Creative thinker and analytical problem solver.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Treasury and Fund Management: Credit Risk Perspectives. Empirical Evidence from Commercial Banks
• Money and Capital Markets: Leasing and Mudarba Industries of Pakistan.
• International Trade: Managing Pakistan India Trade Relations.

EXPERIENCE:
Palpex Pharmaceuticals, Manager, Supply Chain Department, January 1, 2017 to Present.
• To oversee operations such as by managing processes for shipping and warehousing.
Bilal Builders & Developers, Intern, January 9, 2017 to February 25, 2017
• Making Cost Projections Reports and analyzing future variables.

HONOURS / ACHIEVEMENTS:
• Taken part in dramas both as an actor and backstage member (Taj Mahal)
• Participated in National Consortium for the Conservation and Management of Water

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Brand Ambassador Shell Pakistan (Rush Movie Premiere 2013)
• Brand Ambassador Pepsi Co. (Lux Style Awards 2013)
AHMER KHAN
std_16102@iobm.edu.pk
Date of Birth: 12/05/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA), Majors in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.47

ELECTIVES:
• Supply Chain Management
• Procurement
• Storage and Warehouse Management
• ERP Implementation And Design

University of Karachi, Karachi
• Bachelor of Applied Chemistry, 2012
• 1st Division

D.J Sindh Government Science College, Karachi
• Higher Secondary Certificate, 2009
• A Grade, (72.18%)

St Paul’s English High School, Karachi
• Secondary School Certificate, 2006
• A+ Grade, (83.17%)

HONOURS / ACHIEVEMENTS:
• Played Football on a district level and captained Karachi university team in football
• Scored 97% marks in Mathematics HSC part I Examination

SKILLS:
• Computer skills (MS word, Excel, Power Point)
• Managing and handling clients and vendors
• Good written and oral communication
• Team work

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Seminar Economic Policy: Research Paper on Remittance Impact on Pakistan Economy
• Organizational Change and Development: How Organizations manage Change

WORK EXPERIENCE:
SANOFI PAKISTAN
• Intern at material warehouse department of Supply Chain for 6 weeks.
AIR LOGISTICS, Business Development Officer from 06/05/2014 to 14/42016
• Managing operation, client servicing and managing vendors. Working with DHL, TNT, SKYNET and ARAMAX
• Teaching for 7 years

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Play Football for registered club NSA
JAWAD KHAN
std_13012@iobm.edu.pk
Date of Birth: 31/12/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors Marketing and Logistics & Supply Chain, Graduation: 2017
• Cumulative GPA: 3.01

ELECTIVES:
• Storage & Warehouse Techniques
• Direct & Digital Marketing
• Supply Chain Management
• Advertising Management & Strategy
• Procurement & Inventory Management
• ERP Systems Design & Implement
• Brand Management
• Social Marketing

Karachi University, Karachi
• Bachelor of Commerce, 2010
• 1 Division, (53.0%)

DHA Degree College for Men Phase 6, Karachi
• Higher Secondary Certificate, 2007
• C Grade, (55.27%)

DHA Model High School Phase 7, Karachi
• Secondary School Certificate, 2005
• A 1 Grade, (80%)

SKILLS:
• Good leadership abilities & Inter personal skills while dealing with people during projects.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Storage & Warehouse Techniques: Research on cold storage warehouse of KNNS
• ERP Systems Design & Implementation: Report on ERP solutions for inventory storage and designing spaces

INTERNSHIP/WORK EXPERIENCE:
Hutchison Ports (SAPT), Operations Department, Planner from 04/2017 to date
• A great learning experience in yard and vessel planning along with inventory management ensuring smooth operations during loading and unloading of ship.

Indus Hospital, Marketing Department, Marketing Executive, from 10/2016 to 04/2017
• Leading marketing team at Indus Blood Centre, conducting blood drives and building corporate relations.

Binary Vibes Pvt Ltd, Business Development Executive/ Supply Chain Consultant, 01/2015 to 10/2016
• A good experience in building business solution, restructuring and redesigning processes.

GM Fashion, Supply Chain & Procurement Department, Internee from 06/2015 to 08/2015
• A great learning in field of Supply Chain and Procurement through working in various segments of a delivery chain.

Mohmad Dada Minerals, Supply Chain & Logistics Department, Internee from 05/2012 to 06/2012
• A good learning project to analyze the cost chain supply of the company and working on projects to ease out the surveillance and cost effective methods to get job done.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Ex-President & Alumni- Social Welfare and Trust (SWAT)
• Playing tennis, cricket and snooker
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.41

Shah Abdul Latif University, Khairpur
• Bachelors of Arts, 2014
• 1st Division, (59.82%)

Government Degree College, Kandhkot
• Higher Secondary Certificate, 2010
• A Grade, (74.73%)

Beacon Light Grammar High School, Kandhkot
• Secondary School Certificate, 2008
• A Grade, (74.47)

SKILLS:
• Communication skills
• Time management
• Leadership Qualities
• Team Player

INTERNSHIP/WORK EXPERIENCE:
Business Development Officer (Govt. & Corporate Sales), from Feb-2017 to May 2017
Zong-A China Mobile Company, Karachi
• Develops base for long-term sources of clients by using referrals, occupational, and special-interest groups to compile lists of prospects.
• Approaches potential clients by utilizing mailings and phone solicitation; making presentations.

Askari Bank Limited, Karachi, Intern from May 2016 to Jun 2016
• Branch operations such as; Account Opening, Remittances etc.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Seminar in Economics Policy: Examined the impact of FDI, CPI, ER and GDP on exports of Pakistan
• Procurement & Inventory Management: Examined Procurement and Warehouse Processes of Pakistan International Airlines
• Capstone Project: Effectively managed the social media sections of Eye Sight Trust besides conducting awareness seminars.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Manager Logistics - Literary and Public Speaking Society (LPSS), IoBM – Karachi | Sep 2016 – May 2017
• Manager Operations & Logistics- IoBM Marketing Society – Karachi | Sep 2016 – May 2017
• Manager Events IoBM Club for Entrepreneurs, IoBM – Karachi | Sep 2016 – May 2017
• Organization and Management of IoBM Holi Festival Institute of Business Management (IoBM), Karachi | Mar 2016 & 2017.
SYED MASHOOD HAMID

std_14827@iobm.edu.pk
Date of Birth: 05/13/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Summer, 2017
• Cumulative GPA: 3.13

ELECTIVES:
• Strategic Supply Chain Management
• Transportation Techniques & Management
• Risk Management in Supply Networks
• ERP System Design & Implementation

Institute of Business Management, with Karachi
• Bachelor of Business Administration (BBA), 2016
• Cumulative GPA: 2.69

Govt. Degree College for Boys Gulistan-e-Jauhar, with Karachi
• Higher Secondary Certificate, 2011
• C Grade, (56%)

The Metropolitan Academy with Karachi
• Secondary School Certificate, 2009
• A Grade (77.29%)

HONOURS / ACHIEVEMENTS:
• Won World Wide Fund (WWF) Spelling Bee Championship held in my school in 2005

SKILLS:
• Self-motivation and ability to take the initiative
• Teamwork skills
• Ability to work well under pressure
• Quick learner, keen to learn and improve skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Consumer Behavior: An Overview of the Consumer Behavior of the Cadbury Dairy Milk in Pakistan
• Entrepreneurship & small business: Business plan of “Pink Shuttle” a transportation service for females
• Intro to ERP & SAP: Implementation of SAP at National Foods Limited
• Procurement & Inventory Management: Procurement Operations at lootlo.pk
• MSVI: Overview on the Success story of Nestle Cerelac and what strategies Nestle applied to make it a success
• Transportation & Warehousing facilities provided by Agility Logistics to Nestle Pakistan

INTERNSHIP/WORK EXPERIENCE:
Utopia Sourcing, Product Management & Sourcing, Associate Product Manager from March/2017 to Present
• Procurement & Sourcing from China, finding new supplier and sourcing products from them.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing Cricket
• Member of IoBM Club for Entrepreneurs Society and The Management Societ
• Reading Books
• I also like to go out with family/friends for a movie or dinner.
ARSALAN M IQBAL
std_15710@iobm.edu.pk
Date of Birth: 9th Feb 1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Majors in Marketing and Logistics and Supply Chain Management,
  • Cumulative CGPA: 3.11

ELECTIVES:
• Procurement and Inventory Management
• Supply Chain Management
• Personal Selling
• Business to Business Marketing
  • Warehouse and Storage
  • Introduction to ERP &SAP
  • Sales Management
  • PR and Event management

University of Karachi (UoK), Karachi
• Bachelor in Commerce, 2013
  • 1st Division

Aga Khan Higher Secondary School (AKHSS), Karachi
• Higher Secondary Certificate (Commerce), 2010
  • B Grade, (67.2%)

Sultan Mohammad shah Aga Khan School, Karachi
• Secondary School Certificate (Science), 2008
  • B Grade, (65.8%)

SKILLS:
• Microsoft Office
• Webo System
• Warehouse Management System Software

INTERNSHIP/WORK EXPERIENCE:
• Agility Logistics, Working as an Business Development Executive, from February 2017 – present
• Food links international, working as an Import officer, from October 2016- February 2017
• The Aga Khan university Hospital, Procurement Department, Internee from 8th June 2015 to 16th July 2015

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Procurement and Inventory Management: Conducted Research on procumbent department of Aga khan university hospital
• Storage and Warehouse Management: Made term project on Getz Pharmacy
• Supply Chain Management: Made term on Materials and Management Department of Aga Khan University
• Strategic Human Resource Management (SHRM): Made term project on the recruitment and selection function/practices at Searle Pharmaceuticals

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Marketing Society
• Traveling
• Cricket
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: Spring, 2017
• Cumulative GPA: 3.35

ELECTIVES:
• Principles of Marketing
• Procurement and Inventory Management
• Storage and Warehouse Techniques

NED University of Engineering and Technology, Karachi
• Bachelors in Engineering, Major in Industrial & Manufacturing Engineering, Graduation: March, 2014
• 1st Division, 81.90%

Bahria College Karsaz, Karachi
• Higher Secondary Certificate (Pre-Engineering), 2009
• A Grade, (77.91%)

The Karachi Academy, Karachi
• Secondary School Certificate, 2007
• A-1, 80.94%

SKILLS:
• Time management skills
• Managerial skills
• MS office

HONOURS / ACHIEVEMENTS:
• Honored certificate of participation on successful completion of workshop on “Effective Managerial Skills” at “Pakistan Society for Training and Development” on (2016)
• Awarded 2nd position in Quality control circle convention at Atlas Battery Limited on (2015)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Corporate Consultancy projects in Logistics: Risk Management in Supply Chain Network of Atlas Battery Ltd.
• Storage and Warehouse Tech.: Improvement in WIP inventory technique by implementing RM framework
• Final Year Project: Productivity Increase by Optimum Utilization of Machinery, Manpower, Improved Material Handling & Identifying and Removing Wastes” at Dawlance (Pvt.) Ltd.

WORK EXPERIENCE:
Atlas Battery Limited, Formation Shop, Sr. Assistant Manager from 07/2017 to Present
• Managed execution of procedures at manufacturing facility, intended to demonstrate improvement in process capability, productivity, reliability, Uptime efficiencies and improving product quality standards
• Manage and assist in facility/capacity expansion project by working in cross functional teams

Atlas Battery Limited, Formation Shop, Assistant Manager from 12/2014 to 06/2017
• Production planning and execution of Production Plan as given by Planning department while minimizing Wastage and Rework by applying lean principles

Atlas Battery Limited, Plant Section, Management Trainee Plant from 05/2014 to 12/2014
• Business understanding session – Supply Chain, Marketing, Sales, Quality Control, Human Resource and Production, also completed tasks assigned by production division

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Event Management
• Indoor and Outdoor Sports
• Gym
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Majors in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.00

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

Government College of Commerce and Economics, Karachi
• Bachelors of Commerce, 2012
• Division Second

DA Degree College for Men, Karachi
• Higher Secondary Certificate, 2009
• C Grade, (52%)

Sheikh Khalifa Bin Zayed High School, Karachi
• Secondary School Certificate, 2007
• A Grade, (72.5%)

SKILLS:
• MS Office
• Research
• Team Building
• Multi-tasking
• Communication Skills
• Analytical Skills
• Technical Skills
• Observant
• Professional Attitude
• Capable of working for long hours

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Procurement & Inventory Management: Detailed Report on PSO Procurement Channels for Lubricants & Oil Moreover Total Installed Storage Capacity and its Location
• Strategic Supply Chain Management: Presented the Overall Procedures Adapted by EBM in their SCM
• Strategic Management: Presented On Packages Limited & Paper Industry their Strategies for Success

INTERNSHIP/ WORK EXPERIENCE
Store Officer-Tufail Chemical Industries Limited from Jan 16th, 2017 till Present
• Working in Spare parts and Raw material stores. Looking after purchase related issues. Role included is to create working manual for stores and creating purchase requisition and good receive, most importantly coordination with suppliers for timely delivery. Local purchase of urgent items form nearest location.

Supply Internee-Atlas Battery Limited from June 13th, 2016 to August 5th 2016
• Worked in Production Planning & Controlling (PPC) dept. Of supply chain division which included the analysis of primary & secondary sales to manage the production & demand and also analyzed the vendor capacity.

HOBBIES:
• Networking, Reading, Travelling, Sports, Gaming
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.29

ELECTIVES:
• Risk management in Supply Network
• Supply Chain Management
• Transportation Technique & Management
• Strategic Supply Chain Management.

Institute of Business Management (IoBM), Karachi
• Bachelor/Master of Business Administration (Hons.), Major in Supply chain management, Graduation: 2015
• Cumulative GPA: 2.79

Government Degree Collage, Karachi
• Higher Secondary Certificate, 2010
• B Grade, (67.0%)

Army Public School, Karachi
• Secondary School Certificate, 2008
• C Grade (56.71%)

HONOURS / ACHIEVEMENTS:
• Received Certificate for Supply management during internship at Karachi port trust.
• Appointed as Assistant Manager in well know company based on official Internship performance

SKILLS:
• Able to handle Pressure Situation, In my current job I have handling 6 accounts
• Self-Motivated
• Hard learner but proficient in work
• Management Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Cap 1: Project to propose design for Hino Pak Karachi Factory Warehouse Floor
• Cap 2: Project to propose Greesham (Pakistani Bolier Company) to Better Market their products.
• Supply Chain Management : Report on SCM practices of byco in Oil Imports
• Transportation Technique: Report on Clearing and Logistics in Pakistan
• Risk Management : Report on the Risk Management of Transportation

WORK EXPERIENCE:
Ryan Agencies, Department Operations, and Position: Relationship Manager from 08/2015 to Present
• Support Custom Clearance of Client Accounts like Shell Pakistan, Chevron Pakistan and Castrol Pakistan Etc

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• House riding
• Shooting games
• Football
• Reading online articles.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics & Supply Chain Management, Graduation: Spring, 2017.
• Cumulative GPA: 3.15

ELECTIVES:
• Intro to SAP & ERP System Appl.
• Supply Chain Management
• Strategic Supply Chain Management
• Storage & Warehouse Techniques.

NED University of Engineering & Technology, Karachi.
• Bachelor of Engineering (Metallurgical Engineering), 2012.
• Cumulative GPA: 3.40

Govt. Delhi College, Karachi.
• A Grade, (71.28 %)

Happy Home Secondary School, Karachi.
• Secondary School Certificate, 2006
• A1 Grade, (81.4%)

SKILLS:
• Preferably example based statements about skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Methods in Business Research: Research project on attitude of consumers towards replica products.
• Technology Innovation & Strategy: Proposed a revolutionary new smartphone concept.
• Marketing Strategies & Value Innovation: Analysis of TCS’s value chain; focusing on “Hazir Sab Kuch”.
• Capstone 1: Marketing research for Enercon, establishing customer base for Gen-Set Module.
• Capstone 2: Analysis and improvement of HR and Supply Chain practices at Alpha Containers, KHI.

INTERNSHIP/WORK EXPERIENCE:
Atlas Honda Limited, Supply Chain Department, Assistant Manager from 11/2016 to Present.
• Working in conjunction with Procurement Division for resourcing of Honda Motorcycle parts across local parts manufacturers in Karachi and Lahore.

Pakistan Tobacco Company, Marketing Department, Intern from 06/2016 to 07/2016
• Evaluated the reasons for dropping sales of PTC brands Dunhill and B&H across three territories in KHI.

TCS, Customer Service Department, Service Ambassador from 07/2015 to 08/2015
• Worked with E-Com department for the soft launch of TCS’s Yayvo “Hazir Sab Kuch”.

Peoples Steel Mills, QC and Inspection Department, Intern from 06/2011 to 07/2011.
• Analysis of defects using metallographic techniques.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Head of Publications Wing at M.E.S (Metallurgical Engineers’ Society) at NED University, 2011-12.
• I’m an avid reader and gamer, with a passion for all things automotive.
MUHAMMAD FAISAL SAJJAD
std_16937@iobm.edu.pk

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

University of Karachi, Karachi
• Bachelor in Public Administration, 2012
• 1st Division, 65.50%

Commecs College, Karachi
• Higher Secondary Certificate, 2008
• A Grade, (70.55 %)

Happy Home School, with Karachi
• Secondary School Certificate
• A Grade, (76.94%)

SKILLS:
• Concept Artist/Conceptual Photographer

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Supply Chain/SSCM: TQM /Kaizen & 5s Implementation
• Supply Chain/Procurement & Inventory Management: Cash & Carry
• Marketing/Industrial Marketing: Marketing/Sales Flow of Company / Elective/Course Name: Details of term paper / research work / project (one line only)

INTERNSHIP/WORK EXPERIENCE:
• Blackbox Studios, Advertising, Creative Manager/Director from Dec/2016 to Current
• Midas Safety, Operations, Associate Account Manager from Jun/2015 to Nov/2016
• Agility Logistics, Project, Project Executive from June/2014 to June/2015
• Ryan Agencies, Logistics, Client Services Executive from Dec/2016 to June/2014
• Dynamic Shipping, Ocean Import, Pricing Executive, from Mar/2012 to June/2013
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.00

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

Government National College, Karachi
• Bachelor of Commerce, 2007
• 2nd Division (56.45%) 

Govt. Delhi College, Karachi
• Higher Secondary Certificate, 2005
• C Grade, (56.73%)

Shaheen Public School, Karachi
• Secondary School Certificate, 2003
• A 1 Grade, (80.82%)

Certifications:
• Certification on Inventory Management & MRP
• Certificate of Lead Auditor course on ISO 9001-2015
• Certificate course on ISO 22000
• Certificate on Shahraih compliance on Supply Chain & Contract Management
• Attend Work shop on Time Management Skills

SKILLS:
• Good in Ms Word, Power Point & Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Productions & Operations report on the process of making Ethanol.
• Report which cover the complete Supply Chain Function of Lucky Cement in SCM Course.
• Analysis of various types of Warehouses used in Pakistan in Storage & Warehouse Techniques.
• In Strategic Supply Chain Management course our group makes report on Cold Chain Management, we make report on the operation’s and functions of PK Meat & Food Company.

INTERNSHIPS/WORK EXPERIENCES:
Shangrila Private Limited, Assistant Manager Supply Chain, from June 2015 to Present
Shangrila Private Limited, Procurement Executive, from June 2014-June 2015
Shangrila Private Limited, Procurement Officer, from June 2013-June 2014
Imtiaz Super Market & Departmental Store, Purchase Officer, from Mar 2012-May 2013
Johnson & Johnson, Marketing Intern, from July 2011 to Aug 2011
Pakistan State Oil (PSO), Supply Chain Inter, from June 2011 to July 2011
World Online Telecom (WOL), HR Intern, from Mar 2007 to May 2007

EXTRACURRICULAR ACTIVITIES:
• I am Promotional/Publication member of the Entrepreneurship Society.
• I volunteered for the Flood Rescue Campaign and collected Rs 3.5 Lacs in donations, Aug 2010.
NAWABZADA TANZEEL UR REHMAN

nawabzadatanzeel@gmail.com
Date of Birth: 04/09/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply chain, Graduation: 2017
• Cumulative GPA: 3.41

ELECTIVES:
• Statistical Inference
• Business Communication
• Storage and warehousing techniques
• Trade and Environment

N.E.D University of Engineering and Technology, Karachi
• Bachelor of Engineering (Industrial and Manufacturing), 2012
• 1st Division, (59.28%)

• A Grade, (75.36%)

Chiniot Islamia School and college, Karachi
• A 1 Grade, (83.06 %)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from summer 2015 to fall 2015

SKILLS:
• Keen Observer
• Good analytical skill
• Good musician

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Done Project on asset integrity management for Risk network in supply chain course
• Done blue ocean strategy project for TCS in course cooperate consultancy projects in logistics

WORK EXPERIENCE:
Pakistan Industrial Films, Plant Manager/ Permanent from Feb 2016 to Present
• Managing overall production workflows, new projects and Managing workforce

General Tyre Pakistan, Quality Control officer from September 2015 to January 2016
• Checking quality through Statistical quality control
• Managing quality department workforce
• Implementation of 7 qc tools

Bureau Veritas Pakistan, Inspection Engineer from September 2014 to August 2015
• Inspection of Lifting Equipment.
• Inspection of Pressurized Equipment & Tanks and preparation of inspection reports.
• Inspection of earth moving equipment’s
• Inspection of CNG stations & LPG related projects.

Printech Pacakges, System Engineer from March 2013 to August 2014
• Plans and prepares production schedules for manufacture of Packaging material Draws up master schedule to establish sequence and lead time of each operation to meet dispatch dates according to sales forecasts or customer orders.
EDUCATION:
Institute of Business Management (IoBM), Karachi.
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
  • Cumulative GPA: 3.41

ELECTIVES
• Procurement and Inventory Management
• Risk Management in Supply Networks

Institute of Business Management (IoBM), Karachi
• Bachelor of Science (BS) (Accounting & Finance), Graduation: Spring 2015
  • Cumulative GPA: 3.19

Nixor College, Karachi
• A – Levels, 2011
  • 1A* 3As 1B

Stack College, Karachi
• O - Levels, 2009
  • 7As 1B

HONOURS / ACHIEVEMENTS:
• Star of Stack College for Scoring 7As in O-Levels.
• Attended Seminar on “Issue & Challenges for Pakistan”
• Article Writing in Economizer Magazine
• Attended Seminar on “Ethics of Media at the time of Breaking News”

SKILLS:
• Well versed in Microsoft Office
• Well versed in IBM SPSS Software
• Well versed in E-views Software
• Management & Group leading Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Feasibility of Household Electrical Appliances Industry in Pakistan
• Capstone 2: Feasibility of Setting up a Marble Granite Industry in Gwadar
• ERP Systems Design and Implementation: ERP Implementation at Midas Safety
• Risk Management in Supply Networks: Disruptions and CSR Role in the Food Industry
• Marketing Strategies and Value Innovation: Value Innovation Analysis at Jovago

INTERNSHIP/WORK EXPERIENCE:
Dubai Islamic Bank Pak LTD. Sales and Operations Dept, Intern from 06th/2015 to 07th/2015
• Dealing with Customer Sales/Complaints and front office operations

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Newspapers and Business Journals
• Sports
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.15
  ELECTIVES:
• Procurement & Inventory Management
• ERP System Design & Implementation
• Business Communication

University of Karachi, Karachi
• Master of Business Administration (MBA), Major in Marketing, 2012
• Cumulative GPA: 3.4

University of Karachi, Karachi
• Bachelors of Commerce, 2008
• 1st Division

Delhi Govt. College, Karachi
• Higher Secondary Certificate, 2006
• A Grade, (70.1 %)

Hamdard Public School, Karachi
• Secondary School Certificate, 2004
• A 1 Grade, (83.29 %)

ACHIEVEMENTS:
• Business Communication & Presentation Skills at IBA from 10/05/2009 to 11/05/2009

SKILLS:
• Analytically strong towards analyzing Market trend, Strategies, Branding, Marketing and Sales.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Logistical Projects In ERP: RFID installation in CNG Kits.
• Corporate Consultancy Projects in Logistics: TCS courier service.
• Micro & Macro Economics: Greece Economic Crisis.
• ERP System Design & Implementation: ERP implementation in Midas Safety.
• Analysis of Pakistan Industry: Gujranwala & Sialkot Surgical equipment Industry.

WORK EXPERIENCE:
Ismail Industries Limited, Marketing & Sales (ASM), Position from 05/2016 to Present.

HOBBIES:
• Foot Ball, Chess, Current Affairs
• Cricket, Travelling etc.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
• Cumulative GPA: 3.69

ELECTIVES:
• Procurement & Inventory Management

NED University of Engineering & Technology, Karachi.
• Bachelors of Civil Engineering (BE), 2014
• 1st Division, Percentage: 80.87%

Aga Khan Higher Secondary School, Karachi.
• Higher Secondary Certificate, 2009
• A Grade, (74.73%)

Aga Khan School, Karachi
• Secondary School Certificate, 2007
• A-1 Grade, (83.76%)

HONOURS / ACHIEVEMENTS:
• Merit Based Scholarship in the following semesters: Spring 2016, Summer 2016, Spring 2017, Summer 2017
• Graduated from NED with distinction and 15th position out of 210 students of the civil engineering.

SKILLS:
• Effective writing skills as displayed in my research papers and blog
• Leadership skills among group projects

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Logistical Projects in ERP: Case Study “Visibility and Transparency in Construction Industry – A Supply Chain Management Approach”
• Procurement & Inventory Management: Project on “Procurement in Siemens Pakistan”
• Risk Management In Supply Chain Networks: Project on “Risk Management in Food Industry”
• Strategic Supply Chain Management: Project on “ Plastic Money at Bank”
• Introduction to ERP- SAP: Detailed exercise and term report on different modules of SAP

WORK EXPERIENCE:
Hilal Foods, Procurement, Management Trainee from 06/02/2017 to 17/04/2017, Karachi.
• Procurement of raw materials, packaging material and export.
AGP Pvt. Ltd, Commercial Department (Procurement), Internee from 18/07/2016 to 12/08/2016, Karachi.
• Procurement of raw materials in the position of senior procurement officer.
AAA Partnership Pvt. Ltd, Junior Engineer from 10/11/2014 to 30/06/2015, Karachi.
• Planning, scheduling, letters, progress reports on UBL Head Office Building project.
NEDUET, Earthquake Engineering, Research Assistant from 01/09/2014 to07/11/2014, Karachi.
• Seismic Analysis of structures. Project by Aga Khan Planning and Building Services, Pakistan (AKPBS,P)
e.Construct FZ. LLC, Structural Design, Internee from 01/04/2014 to 28/05/2014, Dubai.
• Project: Dubai Pearl: A 73-storey multipurpose structure, consisting of 4 Towers connected at the top by Sky Palaces.
Civil Aviation Authority (CAA), Works and Development Directorate, Internee from 21/05/2012 to 21/06/2012, Karachi.
• Structural internee

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading mystery and horror novels, watching movies, writing research papers and blogs on Supply Chain & Logistics.
TASMIYA ZAHEER
ztasmiya@gmail.com
DOB: 07-03-1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management, Graduation: 2017
  • Cumulative CGPA: 3.46

ELECTIVES:
• Supply Chain Management
• Procurement and Inventory Management
• ERP Systems Design and Implementation
• Storage and Warehouse Management

NED University of Engineering and Technology, Karachi
• Bachelors of Engineering, (Textiles), Fall 2011
  • A 1 Grade, (82.45%)

Govt. Degree Gulshan College, Karachi
• Higher Secondary Certificate (Pre Engineering), 2007
  • A Grade, (77.82%)

New Generation Grammar School, Karachi
• Secondary School Certificate, (Pre Engineering), 2005
  • A 1 Grade, (81.53%)

SKILLS:
• Public Speaking
• Computer Proficiency (Expertise in Excel)
• Business Analysis and Research
• Digital Marketing Skills

PROJECTS:
• ERP Systems Design and Implementation: Analysis of ERP Life Cycle at Orix Leasing

EXPERIENCE: (3 Years, 4 Months)
Kaymu.pk, Key Account Manager, from March 2015 to April 2015
• Category Analysis and Seller Acquisitions

Al Karam Textiles, Asst. Manager Replenishment and BA, from Dec 2013 to Feb 2015
• Managing supply and demand plans for customer catalogues and Business Analysis for company accounts.

Al Karam Textiles, Replenishment Analyst, From Sept 2012 to Nov 2013
• Part of CPFR and VMI planning at the company

Al Abid Silk Mills, MT Supply Chain, from Jan 2012 to Aug 2012
• Collaborated with IKEA on supply and demand gaps, new launches and promotional planning

EXTRA CURRICULARS:
• Student Mentor, Infaq Foundation and The Citizens Foundation
• Freelance Writer
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Supply Chain & Logistics, Graduation: 2017
  • Cumulative GPA: 3.10

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

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
  • Cumulative GPA: 2.81

Govt. Higher Secondary College, Tando Ghulam Ali
• Higher Secondary Certificate, 2011
  • B Grade, (66.7 %)

Govt. High School Umer Din Panjabi, Hyderabad
• Secondary School Certificate, 2009
  • A Grade, (73.65%)

SKILLS:
• Google Analytics
• Inbound Marketing
• SEO
• Acceptance of positive criticism on my work

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project: Worked on the brand awareness campaign of Eye Sight Trust
• Methods of Business Research: Conducted research on the transport facility of IoBM

INTERNSHIP/WORK EXPERIENCE:
Starcom MediaVest Group, Data & Analytics, Intern / Data Analyst from 05/2015 to 08/2015
• Viewed Ramadan transmissions and analyzed the trend of brand integration.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Swimming
• Member of DHA custom cricket academy
• Writing Blogs
MUHAMMAD AAQIB ARAIN
arain.aaqib@gmail.com
Date of Birth: 12/16/1992

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

ELECTIVES:
• Media Planning (MBA)
• Social Marketing (MBA)
• Sustainable Tourism for Local Systems Development (Exchange – UniFi, Italy)
• Business Demography (Exchange – UniFi, Italy)

Institute of Business Management, Karachi
• Bachelor of Business Administration (Hons.), 2015
• Cumulative GPA: 3.00

Nixor College, Karachi
• A – Levels, 2011
• 1 A, 2 Bs & 1 C

The City School, Karachi
• O - Levels, 2009
• 6 As, 1 B, 1 C

HONOURS / ACHIEVEMENTS:
• Successfully implemented Marketing and Digital Promotion Strategies as Director IT and Head of Marketing at Entertainment Plus Society of IoBM from 05/09/2012 to 05/05/2015
• Brainstormed and executed a campaign that I User-Generated Content to brand PureVPN. The campaign was a successful, with significant mentions on Global level, and increased YoY traffic by 289%.

SKILLS:
• Verbal and written communication skills
• Detail-oriented
• Team building and leading skills
• Microsoft Office
• Designing skills
• Creative thinking
• Analytical skills
• Dynamic and adaptable
• Interpersonal skills
• Self-sufficient when needed

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone I – Getz Pharma: Market Research on why Olcuf (Synthetic Cough Syrup) wasn’t performing as good as its competitive counterparts.
• Capstone II – InterMarket Securities Ltd: Market Research to identify potential Marketing Channels and Campaigns for the Stock Market.

INTERNSHIP/WORK EXPERIENCE:
• My Bankers Online, Marketing, Digital Marketing Intern from 07/2015 to 08/2015
• Gaditek, Cyber Security Division, Digital Marketing Executive from 02/2017 to Present (10/2017)

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Skill building conferences
• Interest in global Automobile, Startup and Technology Industries
• Travelling
• Exploring Entrepreneurial opportunities
• Acquiring new skills, especially IT related
• Socializing
• Physical fitness
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, 2017
  • Cumulative GPA: 3.48
Institute of Business Management (IoBM), Karachi
• BS Accountancy, Management & Law, 2015
  • Cumulative GPA: 3.63
Nixor College, Karachi
• A-levels, 2011
  • 2As & 1B
The City School, Karachi
• O-levels, 2009
  • 4As & 1Bs

HONOURS/ACHIEVEMENTS:
• Gold Medal for BS Accountancy, Management & Law
• Awarded merit scholarship at IoBM

SKILLS:
• Teamwork and team coordination
• Problem solving approach
• Quick learning ability
• Good communication skills

MAJOR RESEARCH WORK:
• Customer Analysis for Ernst & Young HR Consultancy
• Market research for Ehtesham Packages to prepare feasibility of new printing machine
• Management: Application of management concepts on Shan Foods Pvt. Ltd
• Marketing: Application of marketing concepts on Lakhany Silk Mills
• Methods in Business Research: Primary research on banking sector

INTERNSHIP/WORK EXPERIENCE:
• Philips (June-July 2015)
• Learning Module Coordinator at Southshore College (June 2017-Present)

EXTRACURRICULAR ACTIVITIES:
• Member of Entertainment Plus Society at IoBM, 2013-2014
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.10
  ELECTIVES:
  • Digital Marketing
  • Retail Management
  • Consumer Behavior
  • Integrated Marketing Communication

Institute Of Business Management
• Bachelor of Business Administration, 2014
  • Cumulative GPA: 2.67

Foundation Public School, Karachi
• A–Levels, 2009
  • 2 Bs

Springfield School, Karachi
• O – Levels, 2007
  • 3As, 2Bs & 5Cs

SKILLS:
• Ecommerce
• Digital Marketing
• Negotiations
• Deal Making
• Brand integrations

INTERNSHIP/WORK EXPERIENCE:
Manager Ecommerce & Digital Marketing at IBL (International Brand Limited) (2017- Present)
• Heading the overall Ecommerce operations & management, including strategy & marketing.
Category Head at Rocket Internet (Daraz.pk) (2016-2017)
• Heading the overall General Merchandise strategy and operations with focus on online brand presence, brand partnerships and integrations. Carried out the working for Pakistan’s first two Black Friday events and successfully executed it.
Vendor & Business Development Manager at Rocket Internet (Daraz.pk) (2014-2016)
• Setup the overall vendor management setup for Daraz.pk and initiated their online presence.
Internship (Marketing & Research), GLAXO SMITH KLINE, Karachi. (2013)
• Launched Stiefel products in Pakistan, developed its Packaging & Marketing material. Studies and prepared analysis on consumer preferences and behavior.
• Worked in the client services department and looked after Pepsi Co & Ufone.

EXTRA CURRICULAR ACTIVITIES:
• President, IT Society of IOBM (2015) | Director Marketing, Rotaract Club of IoBM (2014)
• Marketing Association of Pakistan (2014-15) Federation of Pakistan Chambers of Commerce & Ind (Present)
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing, Graduation: 2017
• Cumulative GPA: 3.15

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

University of Karachi
• Bachelor of Commerce, 2013
• 1st Division

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2011
• A Grade (75%)

St. Patrick’s High School, Karachi
• Secondary School Certificate 2009
• A1 Grade (88%)

HONOURS / ACHIEVEMENTS:
• Awarded Sports Scholarship at IoBM from 08/15/2016 to 05/15/2017
• Won AKU Football Tournament in October 2017 as captain.
• Got Hired by PepsiCo International with the help of Capstone Project Fall 2016.

SKILLS:
• Good team player; willing to contribute, listen and lead.
• Proven ability to get along with co-workers and customers.
• Well-organized, energetic and dependable.
• Excellent oral and verbal communication.

PROJECTS:
• Capstone Project: Heavy Weight Fritolay Project / Wholesale Revamp/ Fall 2016

WORK EXPERIENCE:
PepsiCo International, Sales Department, Territory Sales Officer from 05/2017 to Present
• Market Visits, Route Storming, Display Racks Purity and Territory Management

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Captain of IoBM Football Team
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration(MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.06

ELECTIVES
• Distribution and Channel Management
• Advertising
• Marketing Research
• Brand Management

Mohammad Ali Jinnah University, Karachi
• Bachelor of Business Administration (BBA), 2014
• Cumulative GPA: 3.23

NCR-CET College, Karachi
• Higher Secondary Certificate, (Commerce) 2010
• B Grade (65.82%)

Fazaia Degree College Faisal, Karachi
• Secondary School Certificate, (Medical) 2008
• C Grade (57.05%)

HONOURS / ACHIEVEMENTS:
• Win first prize in entrepreneurship project “Customized Note Book” at Mohammad Ali Jinnah University, Karachi

SKILLS:
• MS Office
• Work with team Building
• Communication Skills
• Ability to work under pressure, tolerant and flexible to different situations and problem solver.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand Launch with name of ‘Ottor’ butter by ‘Engro Food’
• Marketing Management: Conduct Marketing Management report on Merit Packaging
• Capstone project 2: Industry analysis of Carbonated drink, jam, juices, supplement and syrup
• Capstone project 1: (CPEC) Identify and Analyze Potential Industry in Pakistan
• Marketing Research: Prepared a comprehensive report on Colgate Palmolive Company and corporate social responsibility.

WORK EXPERIENCE
Sales Executive at Pak Petrochemical Industries (PVT) LTD from 15th August 2017 –
• To generate sale order, manage the potential customer, solve their quires, keeping control on payback period, creating valuable business relationships with the corporate clients (B2B Selling) and frequent meeting with customer.

INTERNSHIP
• Merit Packaging Limited Lakson Group, from April 2016 to August 31st, 2016
Worked in Head Office, Marketing Department.

EXTRACURRICULAR ACTIVITIES/ HOBBIES:
• Served as a member of Marketing Society at IoBM
• Served as a member of SWAT (Social Welfare and Trust) society at IoBM
• Served as a member of Seminar Society and Social Sciences Society at MAJU
• Served as a permanent member of Computer Science Society at MAJU
• Served as a permanent member of Final Year Project Exhibition Society at MAJU
• Served as a Captain of PAF DEGREE COLLEGE Cricket team
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.26

ELECTIVES:
• Brand Management
• Marketing of financial services
• Advertising
• Marketing Analytics

University of Karachi
• Bachelor of Commerce, 2012
• 2nd Division

St Joseph College for women Karachi
• Intermediate in Commerce, 2008
• B Grade (60%)

Sindh Madressatul Islam School karachi
• Matriculation in Science, 2006
• A1 Grade (84%)

HONOURS / ACHIEVEMENTS:
• Awarded Sindh Endowment Scholarship fund at IoBM from 09/08/2014 to 12/31/2015
• Awarded certificate and letter of appreciation in the Capstone 2 at UNDP Pakistan (July, 17)

SKILLS:
• Excellent Team worker, Communication and Interpersonal skills, Proficient in Research Techniques
• Presentation and report writing skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project I (Engro Foods Limited): Marketing Project of Food Sales division (Olpers Milk and Cream) by conduct a census of total potential customers with regard to food services.
• Capstone Project II (Youth Employment project of UNDP Pakistan): Analysis of Employment Opportunities for Vulnerable Youth in Boutiques in Major Retail Zones in Karachi.
• Advertising: Develop and execution of TVC and Print ad of YAYVO- TCS
• Marketing Strategies and value innovation: Implementation of Blue ocean strategy on AZT transport services and bringing innovation.
• ERP Design and implementation: Understand the analysis of ERP life cycle phases, Importance of integration and role of change management of Bulleh Shah Packaging Pvt Ltd
• Seminar in economic policy: Research Project-Factors affecting the inflation of Pakistan.

INTERNSHIP/WORK EXPERIENCE:
• Arif Habib Comodities ltd, Research Department, Intern from 08/2016 to 08/2016. Performed the functions of Investments in Crude oil, Gold and silver
• Standard Chartered Bank, Finance Department, Intern from 06/2013 to 08/2013. Worked under the team of financial control unit, performed all functions of identifying Operational loss, errors and substantiate any variance.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Marketing society
• Member of Entertainment plus society
• Research Work
ADEEL AHMED
std_17461@iobm.edu.pk
Date of Birth: 12/10/1992

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

  ELECTIVES:
  • Advertising
  • Brand
  • New Product Development
  • Social Marketing

Karachi University, 2013
• BS in Commerce
• Cumulative GPA: 3.25

Govt. Adamjee Science College, Karachi, 2009
• Higher Secondary Certificate
• B Grade

National High School, Karachi
• Secondary School Certificate, 2007
• A1 Grade

ACHIEVEMENTS:
• Represent IoBM in HEC interuniversity Tournament-2016, 2017 and achieved runner up trophy in Inter Society Sports Festival of IoBM for badminton, 2016
• Certification of leading blood drive as a Director of community service at Social Welfare and Trust Society, 2016 and achieved Best Rotracter Award in Rotaract Club of IoBM, 2015.
• Certification of organizing an event "YoU Factor" in HEJ Auditorium Karachi University, as a Head Organizer, 2013.
• Certified in Advertising from Institute of Business Administration, 2013 and Computerized accounting from Institute of Professional Accountancy, 2012.

SKILLS:
• Command with MS Office: Word, Visio, Excel & PowerPoint
• Elocution / Creative writing
• Leadership and time management
• Powerful Interpersonal and Communication skills
• In-depth knowledge of Hr-Divisions

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1: Liaquat National Hospital/ Process Mapping of Payroll, Staffing, Time-Office, Records, Employee Relations and Professional Fee Accounting Divisions
• Capstone Project 2: Industry Research conducted on “Is Cash on Delivery a disruptive innovation; exploration into consumer insights of preferring online shopping over retail shopping” • Term project of Advertising: Shoot an ad for a brand “Mr. Burger”.
• Method Of Business Research: Conducted market survey for Coca Cola for Distribution channels
• Term project of Seminar Business Policy: How men and women differ in terms of career planning

INTERNSHIP/WORK EXPERIENCE:
Liaquat National Hospital, HR Department, 2016, Mapped processes of 6 Divisions of HR department Zara Media and Marketing, Creative Dept, 2013
• Worked as a marketing assistant and host for a project.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Director of Club Services Department-Rotaract Club of IoBM.
• Director of Community Services Department-SWAT
• Sports/ Traveling
• Writing/ Music
IZHAR AHMED KHAN
Khan.izhar@hotmail.com
Date of Birth: 16/10/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 3.46

ELECTIVES:
- Marketing Analytics
- Marketing Research
- Business to Business Marketing
- Integrated Marketing Communications

Institute of Business Management (IoBM), Karachi
- Bachelor of Administration, 2016
- Cumulative GPA: 2.97

Beacon House School System, Karachi
- A Levels, 2012
- 2Cs & 2Ds

Beacon House School System, Karachi
- O Levels, 2010
- 3As 4Bs 1C

SKILLS:
- Can work efficiently in teams
- First-rate leadership skills
- Can work under pressure
- Strong verbal and written communication

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Strategy Planning for Sana Safinaz
- Media Plan report for Fly Dubai for a budget of Rs. 50M.
- Capstone 1: Created a feasibility report regarding technical consumer goods category E-commerce Industry.
- Marketing Analytics: Prepared a case study on Q-Mobiles sales performance.

INTERNSHIP/WORK EXPERIENCE:
GroupM Pakistan, Media Planner, Unilever, September 2017- Present
- Hybrid media planner for hair care category.
OMD Pakistan, Assistant Manager Planning & Strategy, September 2016-August 2017
- Management of Reckitt Pakistan’s conventional media.
The Media Company, Sales Marketing Department, Sales Executive, September 2015-August 2016
- Sales and marketing of FM 106.2.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Travelling
SALAR AHMED LATIF
salar_latif@hotmail.com
Date of Birth: December 18 1992

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

  ELECTIVES:
  • Brand Management
  • New Product Development
  • Sales Management
  • Brand Management Retailing
  • Integrated Marketing Communications
  • Distribution And Channel Management
  • Consumer Behavior
  • Advertising

Bahria University Karachi Campus
  • Bachelor of Business Administration (Hons.), 2015
  • Cumulative GPA: 2.6

Commecs Institute Of Business And Emerging Sciences
  • Higher Secondary Certificate, 2010
  • B Grade (64.64%)

St. Patricks High School
  • Secondary School Certificate, 2008
  • A Grade (74.11%)

SKILLS AND EXPERTISE:
  • Strong Analytical skills
  • Negotiation skills
  • Proficient in Microsoft Office, Excel, SPSS, Oracle
  • Team work and interpersonal skills
  • Strategic Marketing and Planning

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
  • New Product Development: Successfully launched a prototype by the name of ‘Power Walk’ at IoBM Karachi
  • Capstone I: Extensive Research and feasibility report pertaining to China Pakistan Economic Corridor
  • Capstone II: Extensive Research and Development of the Employer Brand of Medline Technologies
  • Brand Management: Development and Brand launch of ‘Coffee Cart’ at Bahria University

INTERNSHIP/WORK EXPERIENCE:
De Metal Art, Marketing and Sales. Intern from September 18 2017 till October 31, 2017
Work related to Company Branding, including preparation of Marketing and Sales Plan, preparation of sales proposals, Competitive analysis and Benchmarking, Using marketing skills to generate leads and sales, Analyzing market trends and identifying the high potential markets for Karachi
HIRA AKRAM
Hirakh992@gmail.com
Date of Birth: 11/28/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.49

ELECTIVES:
• Media Planning
• Marketing of Financial service
• Distribution and Channel management
• Social Marketing

Institute of Business Management (IOBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 3.31

The Fahims School, Karachi
• A – Levels, 2011
• 2 B’s & 1 C

Chapter And Verse, Karachi
• O - Levels, 2009
• 2As, 4Bs 1 C

HONOURS / ACHIEVEMENTS:
• Selected to go on an Exchange Program to Bosnia for a semester by IoBM in 2013.
• Awarded with certificate of participation in MUN by International school

SKILLS:
• MS office (Word, PowerPoint, Excel)
• Tactful communicator and Erudite Presentation skills
• Fluent in English language and Urdu.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project I  on Corporate Banking Service in Pakistan for Askari Bank
• Capstone Project II on Habit Store , Research on consumer Behavior

INTERNSHIP/WORK EXPERIENCE:
Danpak Food Industries Private Limited, Business development Analyst in APL Pakistan Private Limited
Assistant GM Sales in Danpak Food Industries Private Limited
• Assisting General Manager in all the operations related to sales and MarketingFacilitating GM in making schemes, incentives and setting targets for sales teamSharing marketing, production and packaging ideas to brand Manager
Collection Officer at venture of Rocket Internet (Jovago Private Limited) 2015 July- December
• Issuing monthly commission invoices to Hotels all over Pakistan.
• Solving issues by conducting meetings and generating emails to concern department managers, reissuing invoices and recording collections.
Six weeks internship at JS Bank in Merchant Alliances in Loyalty department 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of EPS society
AKBAR ALI  
a.ali.rajwani@gmail.com  
Date of Birth: 3/11/1992

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

ELECTIVES:  
• Direct and Digital Marketing  
• New Product Development  
• MSEE  
• Strategic Marketing Planning  

Institute of Business Management (IoBM), Karachi  
• Bachelor of Business Administration (BBA), 2015  
• Cumulative GPA: 2.76

Government Jinnah College, Karachi  
• Higher Secondary Certificate, 2010  
• C Grade (59%)

Habib Public School, 2008  
• Secondary School Certificate, Karachi  
• B Grade (63.7%)

HONOURS / ACHIEVEMENTS:  
• Recognized for the Case Study written on Shan “DELVE” by the Marketing HOD.  
• Won quiz competitions on three times at Inter College Level.  
• FPW 2012 ushered backstage  
• Voluntary work at Citizen Foundation Camp for the Flood Relief at “Kotri”

SKILLS:  
• Expert in MS Office 2010  
• English Language  
• Digital Marketing Skills, Strategy Making  
• Goal Oriented, Organizational Skills, Leadership skills, Quick Learner  
• Excellent Written and Verbal Communication

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS  
• Complete Research and Analysis on the Media Industry of Pakistan in Capstone 2  
• Complete research and Launch Strategy for the The Tata Best Foods in Capstone 1  
• Public Relation report on “How HEC and Education can help a common man  
• Brand Management Report on Gul Ahmed  
• Prepared a Plan and six advertisements for JS Banks in Advertisment

WORK EXPERIENCE  
• Intern at Blitz Advertising Intern Client Department, Feb 16th 2016 to March 31st 2016  
• Intern at KFC, Jan 5th 2016 to Feb 12th 2016.  
• Worked as Program Officer at Aga Khan Development Network (AKDN), Feb 2015 to 13th June.  
• Intern Corporate Media Planning at Group M (Mind Share), from August 2014 to September 2014.  
• Intern Talent Acquisition at NIB BANK, from June 2014 to August 2014

EXTRACURRICULAR ACTIVITIES:  
• Sports: Swimming, Basketball, Table Tennis, Cricket
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.05

Institute of Business Management (IoBM), Karachi
• Bachelor of Commerce – BS Commerce (Hons.), 2015
• Cumulative GPA: 2.68

St. Patrick's College, Karachi
• Higher Secondary Certificate, 2009
• B Grade (64%)

St. Patrick's School, Karachi
• Secondary School Certificate, 2007
• A Grade (77%)

HONOURS / ACHIEVEMENTS:
• Merit Scholarship from IoBM to Sanya University, China from September 2016 to February 2017.
• Google Adwords Certified 2017-18.
• Google Analytics Certified 2017-18.
• Honored Silver-Award on individual level performance by Bol/Axact in 2015.

SKILLS:
• SEO & SEM                                                                 • Communication & Leadership
• Brand Building     • Problem Solving & Analytical Thinking

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 2: Proposed zero-inventory franchising model and its launching campaign for Telemart.
• Capstone 1: Identified potential international market for Dany Technology to expand its business globally.
• New Product Development: Designed and proposed new online e-commerce brand i.e. Dukanwala.com
• Advertising: Developed new advertising campaign for Tetley Tea and analyzed the reason of failure its existing ones.
• Brand Management: Performed attractive and engaging campaign to create brand image and awareness.

WORK EXPERIENCE:
CubeXS Weatherly (Pvt.) Ltd, Online Business Unit, Assistant Brand Manager from 10/26/2015 to 03/15/2016
• Developed all digital marketing campaigns, assess against goals (ROI & KPIs) and performed SEO/SEM.

Arif Habib Commodities (Pvt.) Ltd, Business Development Department, Internee from 09/14/2015 to 10/24/2015
• Managed clients and generated leads for business. Created research reports on commodity market.

Bol/Axact, Brand Management Department, Assistant Brand Manager from 01/01/2015 to 08/30/2015
• Launched different brands (Brand activation); Content Development; Keywords Optimization; Wire framing.

Bol/Axact, Brand Management Department, Senior Executive Brand from 11/01/2014 to 12/31/2014
• Performed SEO activities, building fetch backs, adverts, social media banners & landing pages of different brands.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Manager of CBM Society of Health Managers
• Socialization, News Skimming & Driving.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.01

ELECTIVES:
• Brand Management
• Direct and Digital marketing
• Distribution and Channel management
• Marketing Analytics

University of Karachi, Karachi
• Bachelor of Commerce, 2013-14
• 2nd Division (54.64%)

Government College for Men Nazimabad, Karachi
• Higher Secondary Certificate, 2011
• A Grade (74.18%)

Junipers Academy School, Karachi
• Secondary School Certificate, 2009
• A Grade (79.06%)

SKILLS:
• Communication Skills
• Interpersonal Leadership
• Flexible
• Co-operative

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone: Customer Satisfaction analysis for Leopard Courier
• Distribution and Channel management: Distribution network analysis of Continental Biscuits Limited (CBL).
• Brand Management: Meat One, Brand analysis

INTERNSHIP/WORK EXPERIENCE:
Jazz, Sales department, Internee from 07/08/2017 to 09/23/2017
• Acted as utility for all related issues of the assigned franchises and also coordinated with different departments to ensure smooth operations at the franchise centers.
• Monitored the Bio Metric Device status for South1 and South 2 regions.
• Daily reporting to the South 1 region regarding the BMD activation status for the region.
• Ensure that all the reporting is executed as per the assigned timeline and standard format.
• Monitor and track daily sales through the use of internal reports.
• All other operations related task.
Ayan Corporation, Sales department, Internee from 06/08/2015 to 07/23/2015
• It was a wonderful experience, the environment and the people were very cooperative.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing & watching Football
• Listening to music
MOHAMMAD ALI ZIA
mohammadalizia@gmail.com
Date of Birth: 25/04/1987

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

ELECTIVES
- Brand Management
- Strategic, Marketing & Planning
- Marketing Strategies for Emerging Economies
- International Marketing

FAST – NUCES, Karachi
- Masters in Software Project Management (MS – SPM).
- Cumulative GPA: 2.87

NED University of Engineering & Technology, Karachi
- Bachelors in Computer & Information Systems Engineering (BE – CISE)
- B Grade (62.08%)

Commecs Institute of Business & Emerging Sciences (CIBES)
- Higher Secondary Certificate, 2005
- A Grade (74.09%)

The Educational World
- A Grade (77.06%)

SKILLS
- SQL, HTML
- Crystal Reports
- Microsoft Visual Studio
- JAVA
- DB2 etc

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
- Brand Management: Brand Plan of Foodpanda, along with its advertising campaign & ad
- Marketing Strategies for Emerging Economies: Marketing Strategies for Emerging Economies: Pakistan Marble and Granite Industry and Role of COPHC in promoting these Industries
- Marketing, Strategies & Planning: Italiano Hair Color, Study on its strategies why it is not a success
- International Marketing: Feasibility study for launching of Shaikh Abdul Ghaffar Kabab House in UAE
- SAARC, relation with other countries in lieu of International Market scenario
- Capstone 1: Focused on identifying consumer insights, their reviews and feedback in order to understand program acceptance and gratification of Consumers for Express TV Programs
- Capstone 2: A research based project whose objective is to gain consumer in-sights and understand their online buying behavior

WORK EXPERIENCE
Bank AL Habib – BAHL [Assistant Manager, Senior Software Architect/Engineer] [May 2015 – Present]
- Working as Senior S/W Engineer/Architect in IT Innovation Department of BAHL
Contour Software (Pvt.) Ltd [Intermediate Software Engineer] [Feb 2014 – Apr 2015]
- Worked as major part of their S/W Development & Implementation team, dealing with offshore team
SibiSoft (Pvt.) Ltd [Software Engineer – II] [Feb 2010 – Jan 2014]
- Worked as major part of their development & implementation team, dealing with offshore clients

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Reading books, blogs and articles, Travelling
- Reading articles on new emerging & cutting edge technologies, S/W Architecture & Development related articles
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.34

ELECTIVES:
• Marketing Analytics
• New Product Development
• International Marketing
• Social Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Science in Actuarial Science and Risk Management, 2014
• Cumulative GPA: 3.60

Beacon house School System, Karachi
• A–Levels, 2010
• 3 A*s, 1 B

Beacon house School System, Karachi
• O-Levels, 2008
• 8 As

HONOURS / ACHIEVEMENTS:
• Awarded Certificate of Merit for graduating with highest honor in May 2014
• Awarded Merit Scholarship at IoBM during undergraduate program

SKILLS:
• Proficiency in Japanese language

INTERNSHIP/WORK EXPERIENCE:
Japan External Trade Organization, Research and Administration Departments, from Sept/2014 to Present
• Assistance in market research, organizing trade fairs, and administrative work.
MUHAMMAD ARHAM ALEEM

m_arham_aleem@yahoo.com
Date of Birth: 22/09/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.38

  ELECTIVES:
  • Marketing Analytics
  • Advertising
  • New Product Development
  • Integrated Marketing Communication

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons), 2015
  • Cumulative GPA: 3.14

The City School PAF CHAPTER, Karachi
• A – Levels, 2011
  • 1B & 3 Cs

The City School, Karachi
• O - Levels, 2009
  • 3As, 3Bs and 2Cs &1D

HONOURS / ACHIEVEMENTS:
• Semi Finalist representing IoBM at “Battle of Minds” by PTC

SKILLS:
• Leadership skills
• Multi-tasking and Problem Solving
• Adaptive to situations
• Analytics based on Google analytics

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Branded Karachi and did brand activation for clothing brand “Stoneage”
• International Marketing: Researched on “Products and Services that can be marketed Internationally”
• Methods in Business Research: Researched on Consumer Perceptions towards Arabic Cuisine in Karachi
• Strategic Management: Researched Firm level strategy and competitiveness for PIA
• Marketing Analytics: Researched on the Marketing analytics used in PTCL
• Capstone Project: Worked with ICI on research and model for customer feedback system

INTERNSHIP/WORK EXPERIENCE:
Habib Metropolitan Bank Limited, Rotated in all departments, from 06/2013 to 08/2013
• Rotated in all departments: Customer Service, Accounts, Trade and Clearing Departments
Sui Southern Gas Company, Stores Department, from 06/2015 to 7/2015
• Led a team for research and implementing the idea of Cloud Warehousing

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• President at Marketing Society of IoBM
• Brand Ambassador at Pizza Hut and HBL
WAQAS ARIF
wakas.arif@gmail.com
Date of Birth: 30/05/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing, Graduation: 2017
• Cumulative GPA: 3.32

ELECTIVES:
• Media Planning
• Marketing Analytics
• Marketing for Financial Services
• Marketing Strategies for Emerging Economies

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.84

Nixor College, Karachi
• A-Levels, 2011
• 1B, 1C

Beaconhouse School System, Karachi
• O-Levels, 2007
• 3As, 6Bs

HONOURS / ACHIEVEMENTS:
• Successfully organized SWAT Meat Drive
• Part of the organizing committee at Zenith 2016
• Part of the students council at Nixor College and Beaconhouse School System

SKILLS:
• Proficient at MS Word, MS Access, PowerPoint
• Good interpersonal skills
• Team player
• Can work under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone II: Project with ICCBS, devising a comprehensive Marketing Plan for the client
• Capstone I: Project with UNDP Pakistan, undertaking an extensive field research pertaining to their youth development program
• Marketing Strategies and Value Innovation: Consultancy Project with Daraz, Pakistan
• Media Planning: Developed an extensive media planning campaign for Alamgir Hotel

INTERNERSHIP/WORK EXPERIENCE:
Cloud Innovators Solution, Research and Development Department, Team Lead since September 2016- Present

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Sports Enthusiast
• Abstract Writer
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, 2017, Graduation: 2017
• Cumulative GPA: 3.59

ELECTIVES:
• Marketing of Financial Services
• Marketing for Emerging Economies
• Marketing Research
• Social Marketing

Institute of Business Management, with Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.98

St. Joseph’s Convent College, Karachi
• Higher Secondary Certificate, 2010
• B Grade (56.82%)

St. Joseph’s Convent School, with Karachi
• Secondary School Certificate, 2008
• A1 Grade (85.18%)

SKILLS:
• Communication/PR Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Shield Corporation Back to School Launch Research
• Capstone 2: Soneri Bank, CSR Strategy Redesign

INTERNSHIP/WORK EXPERIENCE:
Unilever Pakistan, Corporate Affairs, AM – Sustainable Business & Comms from 06/2016 to present
• Working as part of the Corporate Affairs Team to support the organization’s Sustainability, Internal/External, and Brand Communications portfolios

Philips Pakistan, Corporate Communications, Integrated Communication Specialist from 06/2015 to 06/2016
• Worked as the Comms lead to manage Philips Pakistan’s corporate brand agenda

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Former President of The Management Society
• Reading
• Writing
MUSHKBAR ARSHAD
mushkbar_arshad@hotmail.com
Date of Birth: 11/14/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.78

ELECTIVES:
  • Strategic Marketing & Planning
  • Marketing Research
  • Marketing Analytics
  • Marketing Strategies for Emerging Economies

Institute of Business Management (CBM), Karachi
• Bachelor of Business Administration, 2012-2016
  • Cumulative GPA: 3.62

Bahria College Karsaz, Karachi
• Higher Secondary Certificate
  • A1 Grade (81.09%)

Beaconhouse School System, Karachi
• Secondary School Certificate, 2010
  • A1 Grade (85.88%)

HONOURS / ACHIEVEMENTS:
• Secured 9th position in HSSC part II (Commerce)
• Awarded Financial Assistance at IoBM from 12/31/2012 to 05/31/2016
• Won in Nestles “Innovation Idea” Project amongst teams competing all over Pakistan
• Awarded the merit certificate for graduating with highest honors.

SKILLS:
• Creative
• First-rate leadership skills to work in a team
• Social Media Marketing
• Can work under pressure
• Event Management and crafting
• Strong verbal and written communication

MAJOR TERM PAPER/RESEARCH WORK/PROJECTS:
• CAPSTONE 1: Carried out a research project on the “Feasibility of TCG goods in the e-commerce industry of Pakistan”
• CAPSTONE 2: Carried out a marketing research project for “Energy Solution Pakistan” & developed a way forward action plan for the company.
• Marketing Strategies for Emerging Economies: Conducted and in-depth study on The Current Milk Industry in Pakistan and developed a plan for its future in an emerging economy.

INTERNSHIP/WORK EXPERIENCE:
Bagallery Deals, Marketing Manager, April 2017- current
• Handling the entire social media platforms of the brand along with carrying out marketing activities.

Nestle, Marketing Department, Marketing Intern, September 2016-November 2016
• Produced a new marketing action plan & an innovation idea for Nestle EveryDay.

Synergy Advertising (Synite), Marketing Department, Digital Marketing Intern, August 2016- September 2016
• Worked on Engros Digital Platforms for Omore, Tarang, Olpers Milk, Olpers Cream & Olpers Lassi.

Pfizer, Marketing Department, Marketing Intern, June 2016- July 2016
• Developed marketing campaigns for NORVASC and Minidiab AF.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Novels
• Crafting
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
  - Cumulative GPA: 3.52

ELECTIVES:
- Consumer Behavior
- Service Marketing
- Marketing Analytics
- Distribution and Channel Management
- Public Relations and Event Management
- Brand Management
- Marketing Strategies in Emerging Economies
- Marketing Research

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration (Hons), 2015
  - Cumulative GPA: 3.18

The Socrates School, Karachi
- A – Levels, 2010
  - 1B & 1C

The City School, Karachi
- O – Levels, 2008
  - 2 Bs & 2Cs

HONOURS / ACHIEVEMENTS:
- Subject distinction In Economics in 2003
- Certificate of merit at THE 5TH DAWN IN EDUCATION SPELLING BEE Jan-Feb 2009
- Received a Certificate from Pakistan Medical Association (PMA) for Marathon/Health walk.

SKILLS:
- Microsoft Office
- Analytical Capabilities
- Communication Skill
- Public Speaking
- Leadership and Team work Skill

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Brand Management : Conducted Brand Audit for DALDA
- Strategic Management: Experiential Learning-An Marketing Consultancy for the brand KAPREY
- Experiential Capstone Project: FRITO LAYS Pakistan – Market Research for New Product Launch

INTERNSHIP / WORK EXPERIENCE:
- Prepared Competitor Analysis for Fair & Lovely, Burger king and Pizza hut Campaigns
- Corporate Video Making for Bank Al Falaah (Pakistan/Bangladesh) also EBM Sales Video Making.
- Suggested Ideas for OLX TVC storyboard, Print Advertisements (360 degree Campaign)
Institute of Business Management (IoBM) - Research Assistant, Marketing Department (Jan 2016- present)
- Handling Case study Writing and Publications for IoBM Journals
- Co-Author for multiple Research Papers for IoBM Business Journal Publications (PBR)

EXTRACURRICULAR ACTIVITIES / HOBBIES:
- Creative Director at The Marketing Society (IoBM)
- Volunteered at The 5th Business International Conference held at IoBM
- Like to read Novels and Travelling A
- Volunteer at Rehnuma Academy
- Participated in Transparency International Focused Group Discussion (NAB Authority)
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 3.25

ELECTIVES:
- Marketing Analytics
- Media Planning
- Marketing Research
- Strategic Marketing & Planning

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration, 2014
- Cumulative GPA: 2.79

Creek College, Karachi
- Higher Secondary Certificate, 2010
- A Grade (71.09%)

Bahria College, Karachi
- B Grade (63.65%)

SKILLS:
- Proficient in MS-Office - Word Processing (Word); Spreadsheets (Excel)
- Presentation software (PowerPoint)
- Sound presentation skills
- Speak a little French
- Adaptable
- Strong Communication Skills
- Flexibility to work in different work environments
- Active listener and learner

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Marketing Analytics: Carried out a detailed analysis of the automobile industry of Pakistan using the marketing matrixes.
- Marketing Research: Carried out a research about “Why people don’t use banks in Pakistan?”
- Media Planning: Made a complete detailed media plan for “Starbucks in Pakistan”.
- Strategic Marketing & Planning: Made a presentation on the strategic performance of Volkswagen Kombi.

INTERNSHIP/WORK EXPERIENCE:
Jubilee Life Insurance, Management Trainee, from 09/2017 to Present
- Developing marketing strategies for the brand

Standard Chartered Bank Pakistan Ltd, Client Service Executive, Retail Services from 05/2016 to 09/2017
- Learning to deliver maximum customer value.

Lootlo.pk, Brand Management, Brand Manager from 02/2015 to 02/2016
- Developing marketing strategies for the brand

Novartis Pharma Pakistan Ltd, Bone & Pain, Intern from 05/2014 to 07/2014
- Understanding of using Marketing in the Pharmaceutical Industry

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Involved in various student societies in IoBM
- Socializing, watching documentaries, engaging in volunteering programs, reading books
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  - Cumulative GPA: 3.31

ELECTIVES:
- Integrated Marketing Communication
- Market Research Media Planning

- Media Planning
- Strategic Marketing Planning

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration, 2016
  - Cumulative GPA: 2.87

The City School PAF Chapter, Karachi
- A – Levels, 2012
  - 2 Bs & 1C

The City School, Karachi
- O - Levels, 2010
  - 2 As, 4 Bs & 2 C

HONOURS / ACHIEVEMENTS:
- Semifinalist in Battle of Minds by British American Tobacco LTD

SKILLS:
- Strategic skills: I constantly surround myself with insights and have the capability to use those insights to design marketing campaigns and user experience. With my time at Liberty Books I designed multiple campaigns that were very successful.
- Problem Solving Skills: I in my experience have encountered numerous problems but I have always come on top as I find a way that satisfy all the parties involved. I have always used my strong communication skills to solve deadlocks and difficult situations.
- Leadership Skills: Lead the marketing team at Liberty Books, guided them regarding their duties and successfully. Have successfully performed my duties as a leader on different projects and final year thesis for MBA.
- Team Player: Worked as a team player in various projects at Chevron, Liberty Books and Crea8ive Bench. Worked with many new individuals for a number of term reports and completed the tasks assigned as a team before the due date during my education

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Capstone 1: Conducted market research and made a feasibility report for Shield Corporation to enter into sports category
- Capstone 2: Conducted market research and made a marketing and operational plan for motels.pk to launch in Pakistan
- Media Planning: Worked on media plan for Serene Air
- Strategic Marketing and Planning: Evaluation of current marketing strategies and recommendation for future proposed activities

WORK EXPERIENCE:
Crea8ive Bench - Social Media Strategist from 2017 to present
- Develop workable budgets, media, content and editorial plans and realistic timetables.
- Competitive site analysis and benchmarking in content breadth, organization and presentation.
- Employ a variety of research techniques to understand and analyze online data and provide insight about relevant online conversations and voices in those conversations.
- Successfully manage email marketing strategies and database management.
- Provides leadership within the department and monitors work scope against all variables.

Liberty Books-Marketing Executive from 2016 to 2017
- Executed daily tasks of social media strategy across identified digital platforms (i.e. Twitter, Facebook, YouTube and Instagram); includes generating content, posting as per timelines.
- Created social media content and calendar for different social media platforms.
- Was responsible for branding activities for all outlets.

INTERNSHIP EXPERIENCE:
Crea8ive Bench - Social Media Intern (07/2016 to 09/2016)
- Handling the agencies clients and their social media accounts and building the presence of the company on the digital media
- Community Management, Social Media Monitoring, Brand Management and Brand Marketing Organized Chevron Lubricants Pakistan Limited- Marketing Intern (06/2015 to 08/2015)
- Worked on 3 different activation
- Liaison with various agencies
- Looked after branding activities throughout Pakistan

NAEEM ASHRAF
naeem.ashraf139@gmail.com
Date of Birth: 08/01/1994
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.17

ELECTIVES:
• Industrial marketing
• International marketing
• Distribution and channel marketing
• Advertising

Defence Authority College of Business, Karachi.
• Bachelor of business administration, 2013
• Cumulative GPA: 3.21

Defence College of women phase 8, Karachi.
• A Grade (70%)

Defence Authority Model High School phase 7, Karachi.
• A1 Grade (82.94%)

SKILLS:
• Preferably example based statements about skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing/Industrial Marketing: Marketing and distribution model of D-Link
• Marketing/Distribution And Channel Marketing: Distribution model of Shan.
• Marketing /Advertising: Creative brief on Dawlance corporate campaign
• Marketing /International Marketing: Business plan for launching D-LINK products in Kuwait.

INTERNSHIP/WORK EXPERIENCE:
• Askari Bank, Accounts & Remittance Department, Interned from July 2012 to August 2012
• Dazzling beauty salon, makeup artist, from 2006 till date.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading astrology
• Cooking

FAIZA ASHRAF
Faiza7007@gmail.com
Date of Birth: 14/12/1990
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in marketing, Graduation: 2017
• Cumulative GPA: 3.24

ELECTIVES:
• Distribution & Channel Management
• Direct & Digital Marketing
• Public Relations & Event Management
• New Product Development

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Honors.), Major in Marketing, 2015
• Cumulative GPA: 2.88

AGA KHAN higher secondary school, Karachi
• Higher Secondary Certificate, 2011
• A Grade (75.6 %)

Habib Girls’ School, Karachi
• Secondary School Certificate, 2009
• A Grade (77.2 %)

HONOURS / ACHIEVEMENTS:
• Strategic Visions workshop held by Time lenders, Sep, 2014
• IGNITE Karachi at IoBM in Feb, 2012
• KUMAK conference at Karachi, in July, 2011
• Convention for aspiring reporters and media anchors (CARMA) held by (LUMS) at Jan, 2011.
• 6th International kangaroo Mathematics Contest in March, 2010.
• Model United Nation held by Rotary international at Karachi in Nov, 2010.

SKILLS:
• Ms Office
• Coaching and tutoring
• Arranging and managing events
• Team work / communication

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project: GSK Supply Chain, Warehouse Space Optimization
• Sales management: project about sales management working at MEZAN oils.
• International marketing: come back of mountain dew in Pakistan
• Marketing of financial services: Islamic credit cards in Pakistan
• Introduction of business finance: financial analysis of Siemens.
• Marketing management: Launch of smart watches in Pakistan.
• Methods of business research: motivation to buy formal luxury apparel brands in the youth

INTERNSHIP (S)/WORK EXPERIENCE:
Entertainer Asia, Client Servicing Department, Client Servicing Executive from June/2015 to Dec/2016
• Client Service Executive at Entertainer Asia arranging meetings and pitching the idea to vendors.
Aga khan higher secondary school, sports department (commerce), Coordinator from 2009 to 2011
• Coordinator (commerce) of sports society for 2 years. Selecting teams, training teams, co-coordinating, scheduling, documenting
Aga khan higher secondary school, library department (commerce), Coordinator from 2009 to 2010
• Coordinator (commerce) of library society. Documenting , scheduling and servicing

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Volunteer of sports society (vanquishers) at IoBM
• Science Olympiad 2010 at AKHSS
• Surfing
• Socializing
• Inter-college hockey tournament 2010 & volleyball tournament 2010 as a team of AKHSS.
• Member of Media society at IoBM.
• Sports (baseball, volleyball, hockey, cycling)
• Reading novels (tragic)
• Debating (discuss and argue social + political issues)
MUHAMMAD ATHAR TAHIR

t.athar@yahoo.com
Date of Birth: 06/09/1990

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

ELECTIVES:
• Media Planning
• Marketing Analytics
• Industrial Marketing
• Marketing Research

Institute of Business Management (IoBM), Pakistan
• Bachelors of Business Administration (BBA), 2015
• CGPA: 3.06

Institute of Business Education, Pakistan
• Higher Secondary Certificate, 2010
• A Grade (72%)

Bahria College Karsaz, Pakistan:
• Secondary School Certificate, 2008
• B Grade (63.65%)

SKILLS:
• Leadership and Management skills
• MS Office (Word, Excel, Access and PowerPoint)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Principles of Management: Report on “L’Oreal Pakistan”
• Detailed Analysis of how organization works and applies the functions of management
• Marketing Management: Report on “Shan Foods”
• How to create value; Communicate value, Analysis of different marketing Strategies.
• Strategic Management: Industry Analysis on “Shan Foods”
• Detailed analysis on Industry Structure, PEST, and Competitive profile Matrix, Internal Audit and Strategies Analysis.
• PR & Event Management: Organized a Seminar named “Entrepreneurship 360”

INTERNSHIP/WORK EXPERIENCE:
Twaha Associates, Marketing Manager
• Looking after Production Planning

Al-Shaheer Corporation, Marketing Department, From 8/06/2015 to 23/07/2015
• Worked on Marketing Campaigns (ATL and BTL Activities) and Market Research.

EXTRACURRICULAR ACTIVITIES:
Attended Ignite: Event on Managerial issues at IoBM, Karachi
Volunteer for Irtiq-e-Tehzeeb
Organized and Managed IoBM Sports Festival
Attended World Business Dialogue 2016 (Cologne, Germany)
Part of Event Management Team at Vanquishers Sports Society of IoBM
Logistics Director at TES society

HOBBIES:
• Snooker, Table Tennis, Football and Cricket
• Movies and Music
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.28

ELECTIVES:
• Media Planning
• Marketing Analytics

• Marketing of Financial Services
• Marketing Strategies for Emerging Economies

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.95

Government National College, Karachi
• Higher Secondary Certificate, 2011
• C Grade (52.09%)

St. Patrick’s High School, Karachi
• Secondary School Certificate, 2009
• A Grade (78.59%)

HONOURS / ACHIEVEMENTS:
• Received a Certificate of Appreciation from UNDP and USAID for conducting a research project.

SKILLS:
• Proficient in Digital Marketing (SEO, Social Media, etc.)
• Deep understanding of inbound strategies.
• Expert level content generation to increase leads.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone II: Project with Meezan Bank, conducting a perceptual analysis of target market towards Islamic Banking.
• Capstone I: Project with UNDP to help empower women of underprivileged areas by analyzing the potential employment opportunities by a field research.
• Media Planning: Developed an extensive media plan for the launch of QAH Café, a proposed rebranding of Quetta Alamgir Hotel.

INTERNSHIP/WORK EXPERIENCE:
City & Guilds Pakistan (subsidiary of City & Guilds, UK), Quality Assurance Executive, October 2015-Present
• Heading operations of the organization in the southern region (Sindh)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading content related to Digital Marketing.
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 3.04

ELECTIVES:
- Distribution and Channel Management
- New Product Development
- Marketing Research
- Brand Management

Sindh University Hyderabad
- Master in Economics, 2015
- 2nd Division

Sindh University Hyderabad
- Bachelors In Commerce, 2011
- 2nd Division

Govt: degree boy’s college District Sujawal Sindh
  - B Grade

Isra Higher secondary School Hyderabad (Matriculation)
- Secondary School Certificate, 2005
  - A1 Grade

HONOURS / ACHIEVEMENTS:
White belt champion: Hyderabad School tournament in 2001

SKILLS:
- Communication Skills
- Ability to work under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Marketing Management: Conduct Marketing Management report on MacDonald’s
- Capstone project 2: Industry analysis of Medline Technologies and their employer branding
- Capstone project 1: (CPEC) Identify and Analyze Potential Industry in Pakistan
- Marketing Research: Prepared a comprehensive report by determining factors influencing online shopping

INTERNSHIP:
- Macter pharmaceutical company 2017 (Consumer Goods)

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Watching Documentaries
- Play cricket
**EDUCATION:**
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 2.99

**ELECTIVES:**
- Sales Management
- Consumer Behavior
- Distribution & Channel Management
- Strategic Marketing and Planning

Federal Urdu University of Arts, Science & Technology, Karachi
- Bachelor of Business Administration, 2013
- Cumulative GPA: 3.01

Government Superior Science College, Karachi
- Higher Secondary Certificate, 2009
- C Grade (50%)

Little Masters Model School, Karachi
- A Grade (71%)

**SKILLS:**
- Strong interpersonal skills
- Conflict resolution Skills
- Quick to learn new things
- Strong work ethics

**MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:**
- Distribution & Channel Management: Comprehensive study on distribution channel of Engro Foods Pvt. Ltd.
- Sales Management: Project on Sales Department of Dawlance, their hierarchical structures, techniques, and competencies.
- Methods in Business Research: Conducted research on relationship between age and people’s perception towards time (Present, Past, Future).

**WORK EXPERIENCE/INTERNSHIP:**
Dalda Foods (Pvt.) Ltd., Sales Department, Territory Sales Officer (TSO) from 8/1/2016 till date.
- Worked as Distribution Incharge, My core responsibility was to manage assigned distributor

Bisconni Biscuits (Pvt.) Ltd., Sales Department, Territory Sales Manager (TSM) from 9/28/2014 to 2/6/2015
- Worked as Distribution Incharge, My core responsibility was to manage assigned distributor

Vital Tea, Sales Department, Area Sales Officer (ASO) from 1/18/2014 to 9/25/2014
- Worked as Distribution Incharge, My core responsibility was to manage assigned distributor

**EXTRACURRICULAR ACTIVITIES/HOBBIES:**
- Member of Marketing Society
- Updating knowledge about latest technology
- Organized many events at IoBM as volunteer.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.22
  
  ELECTIVES:
  • Brand Management
  • Services Marketing
  • Advertising
  • Direct and Digital Marketing

Institute of Business Management, Karachi
• Bachelor of business administration, 2015
• Cumulative GPA: 3.0

Government College for men, Karachi
• Higher Secondary Certificate, 2011
• C Grade (54.36%)

Lady Bird Grammar School, Karachi
• Secondary School Certificate – Computer Science
• A1 Grade (80.82%)

SKILLS:
• Social Media Marketing
• Website designing
• Event Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management/ Brand Activation for pampers
• Capstone 1/ Product survey for Ubl
• Capstone 2/ Market research for dalda
• Advertising/ TVC for Kernel Pop
• Social Media Strategy/Amigos food brand
• Strategic Finance And Design/ Financial Analysis for Lucky Cement

INTERNSHIP/WORK EXPERIENCE:
Tradekey, Marketing manager from 06/2015 to 08/2016
• Marketing management, social media manager, email marketing

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Finance Society
• Reading economics & finance journal
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Marketing in Marketing, Graduation: 2017
  • Cumulative GPA: 3.54
  
  ELECTIVES:
  • Marketing Research
  • Brand Management

  Institute of Business Management (IoBM), Karachi
  • Bachelors of Science (Economics & Finance), 2015
  • Cumulative GPA: 3.01

The Avicenna School, Karachi
• A-Levels, 2011
  • 1B & 1C

The Avicenna School, Karachi
• O-Levels, 2009
  • 2As, 5Bs & 2C

HONOURS / ACHIEVEMENTS:
• Winner of IoBM Business Plan Competition, 2016
• Won the AIESEC Pakistan National ‘Best Campaign’ Award
• AIESEC Excellence in Branding & Communications Award
• Ranking no. 10 in KTTA Women’s Singles

SKILLS:
• Analysis and problem solving
• Skilled in social media planning and strategy
• Excellent research capabilities
• Skillful with Adobe Photoshop & Illustrator

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• MKT619: Nestle Everyday – Penetration Plan for the Brand
• BRP601: Aga Khan University – Development of MT Program
• MKT610: Case Study: Dolmen Group – Redefining Shopping Experience
• MKT621: Unilever PureIt – Targeting the Masses
• FIN613: Financial Modelling & Profitability Analysis – Lucky Cement

INTERNSHIP/WORK EXPERIENCE:
Bank Alfalah Limited, Management Trainee, Jun 2016 – Present
• Bank-wide policy making & automation

• Analysis of company’s needs and assistance in marketing plan

AIESEC, 2013 – 2015
• Vice President AR for AIESEC Karachi & Head of five entities as Communications Manager

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Graphic Designing
• Reading & Sports blogging
• Travelling and exploring places
• Table Tennis
• Social Media management
• Baking

ZAINAB BADAR
zainabbadar@hotmail.com
Date of Birth: 13/04/1992
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.46
  ELECTIVES:
  • Marketing Analytics
  • Marketing Research
  • Media Planning
  • Industrial Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Administration, , 2015
  • Cumulative GPA: 3.12

Commecs Institute of Business and Emerging Sciences, Karachi
• Higher Secondary Certificate, 2011
  • A Grade (76%)

Beacon House School System, Karachi
• Secondary School Certificate, 2009
  • A1 Grade (80%)

HONOURS / ACHIEVEMENTS:
• Awarded as active member of social work society at CIBES

SKILLS:
• Efficient in MS Office
• Languages: English, Urdu, Memoni

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand audit report for J. (Junaid Jamshed)
• DCM: Distribution and Chanel Management of National foods
• Marketing Strategies: Analyzing marketing strategies of Careem and industry
• Direct & Digital Marketing: Digital presence of new Brand(Tomatini puree) established
• Capstone: Detailed trade analysis for Pepsi co.

INTERNSHIP/WORK EXPERIENCE:
FitBite (Al-Hilal Shariah Advisors) from Nov 2016 to present
  • Chief Executive
Mart2Go.com (E-Commerce Website) from May 2016 to Sep 2016
  • Marketing, Logistics and Cash Management
PepsiCo International from Jan 2016 to Apr 2016
  • Project Intern- Sales Department -channel process mapping and gap analysis for snacks category
Meat One (Al Shaheer Corporation) from Jun 2015 to Jul 2015
  • Project Intern – Marketing Department - Research on new business Development and new service offerings

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Table tennis
• Watching movies
• Worked as volunteer for Memon Professional Forum
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.04

ELECTIVES:
• New Product Development
• Distribution and Channel Management
• Direct and Digital Marketing
• Marketing Analytics

Institute of Business Management (IoBM), Karachi
• BS Joint (Hons), 2014
• Cumulative GPA: 2.93

Aisha Bawany College, Karachi
• Higher Secondary Certificate, 2010
• B Grade (57.73%)

Beacon House School System, Karachi
• Secondary School Certificate 2008
• A Grade (72.71%)

ACHIEVEMENTS:
• Awarded story of the Q4’ 2016.
• NPA winner for Q2’ 2017.

SKILLS:
• Enthusiastic, exposed to learning quickly
• IT Literate with good MS Word, Excel and Power point skills.
• Ability to work under pressure while maintaining accuracy
• Excellent verbal and written communication skills.

MAJOR TERM PROJECTS:
• Capstone Project I: Drug Pricing Policy Comparison - Pharmevo
• Capstone project II: Business plan on Motels

WORK EXPERIENCE:
DHL Express Pakistan Private Limited, Customer Service, Customer Service Advisor – 09th May ’16 to Present
• Liaise with Operations, Sales and other departments on quick and efficient resolution of customer’s issue.
• Provide the shipment Details and giving the solutions to the customer.
• Import and Export Paper work and Procedures.
• Knowledge of Custom Paper work Requirement as per commodity.
• Tracking & Tracing
• Booking

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books.
• Travelling & exploring new things.
TAHA CHINOY

std_13564@iobm.edu.pk
Date of Birth: 01/05/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.38

ELECTIVES:
• Marketing Analytics
• Industrial Marketing
• Media Planning
• Marketing Research

Institute of Business Management, Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 3.08

Sir Adamjee Institute, Karachi
• Higher Secondary Certificate, 2011
• A Grade (71.18%)

Sultan Muhammad Shah Aga Khan School, Karachi
• Secondary School Certificate, 2009
• B Grade (66.9%)

HONOURS / ACHIEVEMENTS:
• Organized “Panorama’12” – A two day creativity workshop held at IoBM
• Organized “Battlefield” in 2013 – A Sports Event conceptualized by Vanquishers (Sports Society of IoBM)
• Attended YLDP 2011 – A Leadership Conference Organized by APMF
• Organized a Seminar named “Entrepreneurship 360”

SKILLS:
• Poultry, Stock and Crisis Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing Analytics: Mathematical Analysis of MonSalwa’s Marketing
• Media Planning: Media Plan for MeatOne
• Marketing Management: Brand Audit of Shan Foods
• Brand Management: Line Extension of Peek Freans (Prince Biscuit)
• International Marketing: Case Study on Launch of Baskin Robbins in Pakistan
• Capstone: Customer Survey on behalf of ICI Pakistan

INTERNSHIP/WORK EXPERIENCE:
Al – Shaheer Corporation, Sales & Marketing Intern, June/2015 to July/2015
• Pre-Feasibility of Aqeeeqah Service
Golden Livestocks, Director Operations, July 2015 - Current
• Responsible for day to day operations

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Ex-Deputy Director Corporate Communication, Vanquishers Society (IoBM)
EDUCATION
Institute of Business Management (CBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.10

ELECTIVES
• Marketing Analytics
• New Product Development
• Brand Management
• Distribution and Channel Management

University of Karachi, Karachi
• Bachelor of commerce, 2013
• 2nd Division

Govt National College, Karachi
• Higher Secondary Certificate, 2011
• C Grade (58%)

Guardian Public School, Karachi
• Secondary School Certificate, 2008
• B Grade (67.88%)

SKILLS
• Strong interpersonal skills
• Proficient with MS Office and Excel
• Strong communication skills
• Proficient with PowerPoint

INTERNSHIP
Engro Foods (Food Services Division) (7th-aug-17 to 17th sep-17)
• Worked with food service division of Engro Foods responsibilities included Understanding of distribution handling and identify the gaps where some scope of improvement was there.
• Worked with territory sales manager (TSM), Distributors and Business development officers.
• Visited FSD customers with TSMs and BDOs to understand the way of their working.
• Worked with Key Punching Officers to understand working on Orange (Engro foods Software).
• Performed sales pitch to new customers and also Handle Customers queries.

MAJOR PROJECTS
• Capstone 1- ENGRO FOODS- Conducted a market survey of 1800 outlets of HORECA, HELT and B&I channels to gather a data regarding UHT milk and customer insights also performed analysis of data for channel identification.
• Capstone 2- ENGRO FOODS conducted a sampling and sales pitch activity at different outlets of the HORECA and convinced them to use Olpers or Omung.
• Prepared a case study on analysis of Distribution process in Pharmaceutical Industry Pakistan.
• Worked on Sales training process of Abbot Pakistan.
• Conducted a market survey on the reasons of failure of Dawlance automatic washing machines.
• Conducted a research to determine the factors that make a television advertisement memorable and likeable.
NING DANISH
nabeelda12@gmail.com
Date of Birth: 29/09/1987

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

ELECTIVES:
• Industrial Marketing
• Marketing Analytics
• New Product Development
• Social Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2012
• Cumulative GPA: 2.53

The Lyceum School, Karachi
• A – Levels, 2007
• 2 Cs

Springfield School, Karachi
• O - Levels, 2005
• 5 Bs & 3 Cs

HONOURS / ACHIEVEMENTS:
• Recommendation by Dany Technologies for an outstanding Capstone Project

SKILLS:
• Proficient in using Data Analytics tools
• Ability to work under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing Analytics: Telemart and Ecommerce metric analysis
• Industrial Marketing: Company report on Tri-pack Packages Limited
• New Product Development: Instant Drink Easy Squeezy, with innovative concept and packaging
• Technology Innovation and Change: Developing a prototype and report on Interchangeable Footwear
• Marketing Strategies: A detailed analysis on Delivery Chacha and delivery service providers
• Business Analytics: Analyzing the best policy of EFU Life Insurance by taking data of the last 2 years

INTERNSHIP/WORK EXPERIENCE:
MullenLowe & Rauf, - Account Manager - 09/2013 to Present
• Managing the Unilever Portfolio for Digital Marketing

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of the Literary and Public Speaking Society
• Member of the Karachi Astronomer’s Society,
• Photography
EDUCATION:
Institute of Business Management (IoBM), Karachi
  • Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.18
  
  ELECTIVES:
  • Media Planning
  • Brand Management
  • Advertising
  • Social Marketing

Institute of Business Management (IoBM), Karachi
  • Bachelors of Business Administration, Major in Marketing, Graduation: Fall, 2015
  • Cumulative GPA: 2.97

Govt. Girls Higher Secondary School, Kandhkot
  • Higher Secondary School Certificate
  • A Grade (71.64%)

Becon Light Grammar School, Kandhkot
  • Secondary School Certificate, 2009
  • A Grade (73.76%)

HONOURS / ACHIEVEMENTS:
  • Article Published “Life of Minorities in Pakistan” on wordpress.com
  • Event Organizer of “Entrepreneurship 360”

SKILLS:
  • Microsoft Office
  • CRM/SAP
  • Communications
  • Event Organizing
  • Research and Field Work Reporting

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
  • Capstone 2: Survey Project of 1500 students with ZONG.
  • Capstone 1: Survey Project of 2000 outlets with Engro Foods Ltd
  • Brand Management: Brand activation of Audionic at Campus of IoBM
  • Advertising: Ad on Rebranding of Jubilee

INTERNSHIP/WORK EXPERIENCE:
Shell Pakistan Ltd, OTC, CSP from March 2016 to June 2017
Providing excellent customer service resolution, managing key accounts, Part of End-to-End Project, and Day Zero Project.

Sandoz- A Novartis Company, Marketing, Intern from July 2015 to Aug 2015
Created and designed detailed communication messages, perform Data Analysis, and Design themes for different events.

Pakistan State Oil, Marketing, Intern from June 2014 to July 2014
Organized an event Focused on “Customer Care” along with a Corporate Social Responsibility campaign.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
  • Participated in inter society sport festival in 2013 at IoBM.
  • Member of EPS- Entertainment plus Society (IoBM Society)
MUHAMMAD FARAZ SOHAIL

Faz.sohail@gmail.com
Date of Birth: 09/03/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing, Graduation: 2017
• Cumulative GPA: 3.23

ELECTIVES:
• Brand Management
• Industrial (B2B) Marketing
• Mktg. Strategies for Emerging Economies
• Advertising

National University for Computer and Emerging Sciences, FAST, Karachi
• Bachelor of Electronics Engineering, 2013
• Cumulative GPA: 2.69

St. Patrick’s College, Karachi
• Higher Secondary Certificate, 2009
• B Grade (60.36%)

St. Paul’s English High School, Karachi
• Secondary School Certificate, 2007
• A Grade (78.12%)

HONOURS / ACHIEVEMENTS:
• Star Performer Employee in Tradekey, 2014

SKILLS:
• Digital Marketing along with Digital Knowledge of Apps, Website, Content and Marketing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Overall Digital Brand Activation of Food Panda Project
• Capstone 2: Consumer Behavior of Online Shopping Industry Research for Blitz Advertising
• Capstone 1: Program Acceptance & Consumer Gratification Research for Express TV Network
• Advertising: Advertising project on Food Panda
• Industrial Marketing: Industrial B2B Innovative Marketing Strategy for Thal Engineering
• Mktg. Strategies for Emerg. Econ.: Detailed Marketing Report on Marble and Granite industry with CPEC

INTERNSHIP/WORK EXPERIENCE:
TradeTech LLC, Digital Marketing Dept., Business Unit Manager from 03/2017 to Present
• Managing Digital Marketing Brands and Teams which Include SEO, Social Media and Creative Content

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing and Watching Football
• Reading and Writing Digital Marketing Blogs on Buzzfeed
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  - Cumulative GPA: 3.27
- Electives:
  - Integrated Marketing Communication
  - Media Planning
  - Marketing Analytics
  - Marketing Strategies for Emerging Economies
Institute of Business Management (IoBM), Karachi
- Bachelors of Business Administration (HONS) Marketing, 2014
  - Cumulative GPA: 2.87
D.H.A College for Women Phase VII Extension
- Higher Secondary School Certificate, 2010
  - A Grade (73.27%)
Ladybird Grammar School
  - A Grade (78.24%)

SKILLS:
- Detail Oriented
- Strong communication skills
- People management
- Capable of Meeting deadlines
- Speak English, Urdu and French
- Active, resilient and an energetic worker

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Consumer Behavior: Impact of Celebrity Endorsement on Consumer’s Buying Behavior
- Advertising: Developing Creative Brief, Storyboard, TVC and Print Ad for a failing local brand
- Media Planning: Developing Media Plan for re-launch of a brand in Decline stage
- Marketing Analytics: Case Study presentation on OPTP

WORK EXPERIENCE:
The AGA KHAN University, Project Management Office, Project Coordinator from Nov 2015 - Present
- Coordinating and managing projects related to I.T. enhancements across AKU.
- Coordinated and tracked 21 software and hardware development projects worth more than 150,000 USD till present, out of which 16 are successfully completed, rest are in progress.
- Facilitating project managers in project planning, preparation of scope document, drafting project plans and in identifying critical areas that have or can have an impact on project deliverables/commitments.
- Screening the PMO portfolio for upcoming projects and adding innovation in processes.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.48

ELECTIVES:
• Advertising
• Brand Management
• New Product Development
• Distribution and Channel Management

NED University of Engineering and Technology, Karachi
• Bachelors of Electronics Engineering (BE), 2012
  • 69.31%

Khatoon-e-Pakistan Government Girls Degree College, Karachi
• Higher Secondary Certificate (HSC), 2008
  • A-1 grade (81.09%)

Little Folk’s Secondary School, Karachi
• Secondary School Education (SSC), 2006
  • A-1 grade (83.76%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance Scholarship at IoBM
• Successive Silver Medallist in Interdepartmental Badminton Championship
• Awarded University Assistance Scholarship on merit basis in NED University
• Worked as an ambassador of AGS Batteries (one-day family activity)

SKILLS:
• Marketing Research
• MATLAB (medium)
• Orcad (basic)
• Microsoft Office (medium)
• Ability to lead a team and keep them motivated
  • Excellent presenter, passionate hard worker, and quick learner
• Image Processing
• Problem-solving capability peered with strong communication skills
• C Language (basic)
• PLC S7-300 (basic)

MAJOR RESEARCH WORK PROJECTS
• Pakistan State Oil (Capstone II Marketing):
  I led this market research project of PSO which aims to understand the consumer consumption and behavioural pattern in different fuel classifications of PSO in order to strengthen the competitive edge among all its competitors
• Pharmaceutical Industry (Capstone I Marketing):
  The project aims to understand the feasibility of pharmaceutical raw material production in Pakistan
• Electronics Engineering Final Year Project:
  The project aims to develop an automatic application, on MATLAB, that points out anomalies or trouble spots in crowd where manual inspection is difficult or ineffective

WORK EXPERIENCE:
SIEMENS Pakistan Engg. Co. Ltd., Student Trainee from October 2017 to present
• Working as a Student Trainee in Sales and Marketing SAP Department
• Used to write research papers related to Engineering, Marketing, Management, and Risk Management
• Real Macways, Research and Development, Content Writer from July 2013 to January 2014
• Used to compose website and research paper content
• Pakistan Steel Mills, December 2011
• Learned basic concepts of Industrial Electronics and Instrumentation

EXTRACURRICULAR ACTIVITIES:
• Coordinator of Editorial Board in Literary and Publications Society NED
• Editor in Chief of NED University Departmental Magazine, SPARK
EDUCATION:
Institute of Business Management
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA 3.14

DEPARTMENT OF COMMERCE, UNIVERSITY OF KARACHI, KARACHI
• Bachelors of sciences: Commerce, 2013
• Cumulative GPA: 2.79

GOVERNMENT PREMIER COLLEGE FOR WOMEN, KARACHI
• Higher Secondary Certificate, 2009
• B Grade

HABIB GIRLS SCHOOL, KARACHI
• Secondary School Certificate, 2007
• A Grade

SKILLS:
• Optimistic and energetic attitude
• Good in working with teams
• Good interpersonal and communication skills
• Good CRM understanding

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Working on Capstone Project II with Pakistan State Oil (PSO) on a research project with the scope of “To understand the consumption and behavioural patterns in different fuel and consumer categories in order to strengthen the competitive edge of PSO over its competition.”
• Worked on Capstone Project I on the Subject of “Investigation into the status of domestic production of pharmaceutical raw material in Pakistan.”
• Worked on a research project on the topic “Brand Awareness of PSO Carien Engine Oil as a part of term project.”

INTERNSHIP/WORK EXPERIENCE:
• Searle Pakistan Limited, Human resources, Intern from June 2012 to July 2012
• Serene Air, Marketing, Intern from September 15th 2017 to 31 October 2017

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Worked as Organizer in “Aspire” a training session by Human Resource Development Society (HRDS) in Department of Commerce
• Reading books
• Reading innovation and technology related blogs and article on internet.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.21

ELECTIVES:
• New Product Development
• Direct & Digital International Marketing
• Consumer Behavior
• Marketing Research

• Brand Management
• Integrated Marketing Marketing
• Advertising Communication

Institute of Business Management, Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.74

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2010
• A Grade (70.55%)

Generations School/City Kehkashan School, Karachi
• Secondary School Certificate, 2008
• B Grade (65.41%)

SKILLS:
• Lead Generation: Created opportunities and led towards sales conversions for Software related products under Systems Limited and WorkSpace.io
• Ability to set realistic goals and reach them without compromise
• Brand activation and marketing plan execution

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Research analyst/projects for Engro Corporation, TCS, Tullo and Dany
• Paper on the effect of Perceived organizational support
• Drug abuse and its consequences in Pakistan
• Term report on Emmanuel Kant and his theories
• Research paper on the relation between peer pressure and smoking
• Research paper on Charles Taylor’s “malaise of modernity”

INTERNSHIP/WORK EXPERIENCE:
Systems Ltd, Marketing/Sales, Business Development Executive from 08/2017 to present
• Lead generation, sales, corporate relations and marketing.
The Nest I/O, Marketing Department, Intern from 08/2015 to 10/2015
• Looked after all marketing related activities within The Nest I/O and its startups

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Philosophy, reading, sports, acting, networking, and travelling
• Musician, fitness enthusiast and regular blood donor

SYED MUHAMMAD MUNEEB FAZAL
sm.muneeb.fazal@gmail.com
Date of Birth: 07/07/1992
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.24

ELECTIVES:
• Marketing Analytics
• Consumer Behavior
• New Product Development
• Marketing Strategies for Emerging Economies

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.94

Commems Institute of Business and Emerging Sciences (CIBES), Karachi
• Higher Secondary Certificate, 2010
• A Grade (72.82%)

Mama Parsi Girls’ Secondary School, Karachi
• Secondary School Certificate, 2008
• A1 Grade (82.59%)

SKILLS:
• Preferably example based statements about skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project I: Measured cannibalization impact on Abbott’s painkiller portfolio- Research
• Capstone Project II: Designed Human Resource Policy for Network of Organization for People with Disabilities (NOWPDP) - Research
• Public Relations & Event Management: Conducted a PR event Healthy Pakistan
• Technology Innovation & Strategy: Developed a prototype for Blood Donation website
• New Product Development: Developed a prototype for Social App SteamEx for gamers
• Marketing Strategies for Emerging Economies: Identified problems for Careem Pakistan with proposed solutions

INTERNSHIP/WORK EXPERIENCE:
Bank Al falah Limited, Branch Banking Department, Intern from Sept to October, 2015
• Description of internship/experience in a single line

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Finance Society
• Reading economics & finance journals
SANA GUL SOOMRO

sana.g.soomro@gmail.com
Date of Birth: 31/03/1992

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

ELECTIVES:
• Strategic Human Resource Management
• International Marketing
• Advertising
• Social Marketing
• Public Relations and Event Management
• New Product Development
• Marketing Strategies for Emerging Economies

Institute of Business Administration
• Bachelor of Business Administration, 2016
• Cumulative GPA: 2.93

Commecs Institute of Business and Emerging Sciences
• Higher Secondary Certificate
• A Grade (71.64%)

Shaheen Public School
• Secondary School Certificate
• A1 Grade (83.76%)

SKILLS:
• Communication
• Hard work
• Perseverance
• Motivation

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• CAPSTONE PROJECT 1 ON COPHC
• CAPSTONE PROJECT 2 ON NED DATE JUICE

INTERNSHIP/WORK EXPERIENCE:
• Internship at Dalda Foods PVT LTD

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Indoor games
• Watching TV
• Reading
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.72

Institute of Business Management, Karachi
• Bachelors of Business Administration, 2015
  • Cumulative GPA: 3.5

ELECTIVES:
• Consumer Behaviour
• New Product Development
• Brand Management
• Advertising
• Distribution and Channel Management
• Industrial Marketing and Marketing Analytics

Institute of Business Management, Karachi
• Bachelors of Business Administration, 2015
  • Cumulative GPA: 3.5

D.A Degree College for Women Phase VIII, Karachi
• Higher Secondary Certificate, 2011
  • A Grade (78.27%): 4A+s, 2As & 1B

• Secondary School Certificate (Science), 2009
  • A1 Grade (85.76%)

HONOURS / ACHIEVEMENTS:
• Awarded merit certificate by IoBM for scoring a CGPA of 3.5.
• Awarded 100% sponsorship to attend ‘Spikes Asia Festival 2014’ held in Singapore, organized by Cannes Lions.
• Awarded certificate for attending ‘Spikes Asia Creative Academy 2014’ from 23rd – 26th September 2014.

EXPERIENCE:
Day Fresh, Dairyland Ltd Management Trainee at Day Fresh. From June to Present
• Building strategies & briefs for BTL & ATL activities working on both consumer and retail surveys Deal with sponsorships, Active in market visits.

Mindshare, Research Internee, Group M from April 2017-May 2017
• Assisting the team with the research work, Post Buys analysis, Data analysis and clearing through advance MS Excel.

Capstone Project 2 with Zack Traders (July 2016- October 2016)
• Objective: To conduct market research - comprises of 200 retail outlets & 400 consumers/household - identifying feasibility of cheese products penetration for mass consumers of Karachi.

Capstone Project 1 with Pepsi Co. (February 2016- June 2016)
• Objective: To conduct gap analysis of Top HPO 900 outlets across Karachi for identifying trade pain points and opportunities for both vertical and horizontal growth. (Focus: Distribution, Retail, Sales & Marketing)

Tapal Tea Pvt Ltd, Marketing intern from June 2014- July 2014
• Project 1: a) Competitive analysis of Tezdum, Vital and Brooke Bond Supreme b) Suggested ideas for Revamping Tezdum.
• Project 2: Planning and suggesting the giveaway prizes for Mezbam, Chenak and Tezdum tea.

EXTRACURRICULAR ACTIVITIES/ HOBBIES:
• HR Manager at ‘Go Green Pk –NGO’ [voluntarily work] (2013-2014).
• Volunteered at IoBM Health Campaign 2012 & 2013.
• Volunteered in a flood relief campaign hosted by ‘Go Green Pk-NGO’ held in September 2011.
• Playing sports, socializing and travelling.

SKILLS:
• Excellent computer skills and proficiency in: Microsoft Word, PowerPoint and Excel.
• Excellent language skills in both written and oral.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.37

   ELECTIVES:
   • Industrial Marketing
   • Direct & Digital Marketing
   • Marketing Research
   • Advertising

PAF-Karachi Institute of Economics and Technology, Karachi
• Bachelor of Business Administration, 2012
• Cumulative GPA: 3.18

APWA Government College for Women, Karachi
• Higher Secondary Certificate, 2007
• C Grade (56.45%)

Pakistan Academy Secondary School, Karachi
• Secondary School Certificate, 2005
• A Grade (72.35%)

HONOURS / ACHIEVEMENTS:
• Awarded with Best Project in “Business Ethics Course” for arranging charity event for SOS Village during BBA

SKILLS:
• Have an effective command over computer documentation through MS-OFFICE and Internet Surfing.
• Good communication, presentation and writing skills in English and Urdu.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Industrial Marketing: Analysis on Chemical Industry of Pakistan (MBA)
• Advertising: 360° Advertising Campaign for AUDI in Pakistan (MBA)
• Marketing Research: Identifying Market Potential For New Service in Karachi (MBA)
• Direct & Digital Marketing: Digital Marketing Campaign for Social Media Agency (MBA)

INTERNSHIP/WORK EXPERIENCE:
ORIX Leasing Pakistan Limited, Credit & Marketing, Officer, from Mar-2013 to date
• Managing corporate clients for leasing and other financial issues.
• Handling the client relationships and managing the corporate events.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading books (English & Urdu)
• Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.14

ELECTIVES:
• Marketing of Financial Services
• Marketing Strategies of Emerging Economies
• Public Relations and Event Management
• Marketing Research

Institute of Business Management, Karachi
• Bachelor of Business Administration, 2015
  • Cumulative GPA: 2.84

Cordoba School for A-Levels, Karachi
• A–Levels, 2010
  • 1B & 2Cs

STACK College, Karachi
• O - Levels, 2008
  • 3As & 5Bs

SKILLS:
• MS Office
• Number crunching
• Mental Math
• Web Designing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Loopholes and areas of improvement in Pakistan’s Media rating system.
• Capstone 2: Cash management products that are offered worldwide but not in Pakistan.
• Marketing of Financial services: Prepared a report on PSX operations, members and related institutions.
• Technology Innovation & Strategy: Developed a mobile application for youngsters.
• Marketing Research: Prepared a research report on distribution problems of Lays.
• Business Analytics: Researched on usage and advantages of Big Data for TazaMart.

INTERNSHIP/WORK EXPERIENCE:
JS Global Capital Limited, Equity Research Department, Equity Research Intern from 07/31/2015 to 09/11/2015.
• It was a great learning experience which taught me a lot about how equity research is conducted especially in the cement sector.
• Currently working at my family business of Stock Brokerage.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• An all-round sports person
• Participated in Urdu Debate
• Participated in Mental Math competition
• Performed Social service at Dar ul Sukun
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.13

ELECTIVES:
• New Product Development
• Marketing of Financial Services
• Industrial Marketing
• Consumer Behavior

Institute of Business Management Karachi
• Bachelor of Business Administration, 2013
• Cumulative GPA: 2.64

Commecs College of Emerging Sciences, Karachi
• Higher Secondary Certificate, 2009
• A Grade (76.18 %)

Beacon House School, Karachi
• Secondary School Certificate, 2007
• A-1 Grade (83.41%)

HONOURS / ACHIEVEMENTS:
• Awarded for highest grade in Economics at Commecs from 2007 to 2008

SKILLS:
• Proficient to Ms Word, Ms Excel and Ms Power Point
• Believes in working in teams and places great importance on leadership skills.
• Passion to learn, unlearn and relearn.
• Time Management Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project I: Assigned a research project by ICI Pakistan to conduct customer satisfaction survey.
• Capstone Project II: Assigned a research project by Rooh Afza on lal sherbet market category across Karachi.
• Seminar in Business Policy: Designed a research paper on distribution industry of Pakistan and the challenges being faced due to emerge of modern trade.
• Consumer Behavior: Conducted a detail study on Fair and Lovely cream and in-depth analysis on its consumer psyche.
• New Product Development: Launch plan of instant ice tea powder in Pakistan targeting to young females.
• Marketing of Financial Services: Conducted a detail study on marketing campaigns of Jubilee life Insurance Company.

INTERNSHIP/WORK EXPERIENCE:
General Food Corporation, Marketing, Intern / Position from 02/2014 to 03/2014
• My job was to look after the social media activities of different brands run by the company.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Active member of The Management Society
• Yoga
• Travelling
EMMAN HUMAYUN

emmanhumayun95@hotmail.com
Date of Birth: 29/1/1995

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.32

ELECTIVES:
• Marketing Analytics
• Marketing Research
• Marketing Strategies for Emerging Economies
• Integrated Marketing Communications

Institute of Business Management (IoBM), Karachi
• Bachelor of Administration, Majors in Marketing, BBA(H), 2016
• Cumulative GPA: 3.12

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2012
• B Grade (68.64%)

Beacon House School System, Karachi
• Secondary School Certificate, 2010
• A1 Grade (82.59%)

HONOURS / ACHIEVEMENTS:
• Won in Nestles “Innovation Idea” project amongst teams competing all over Pakistan

SKILLS:
• Can work efficiently in teams
• First-rate leadership skills
• Can work under pressure
• Strong verbal and written communication

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Entrepreneurship: Produced a business plan for Toddlers World.
• Brand Management: Planned and executed brand activation activities for Audionic Pakistan on campus.
• Brand Management: Researched to produce a creative infomercial on Coke.
• Media Planning: Prepared a media plan for Fly Dubai.
• Capstone 1: Created a feasibility report regarding technical consumer goods category E-commerce Industry.
• Marketing Analytics: Prepared a case study on Q-Mobiles sales performance.

INTERNSHIP/WORK EXPERIENCE:
Bagallery Deals, Marketing Department, Category Executive, May 2017- Present
• Category development & category promotion.
Nestle, Marketing Department, Marketing Intern, September 2016-November 2016
• Produced a new marketing action plan & an innovation idea for Nestle EveryDay.
Faysal Bank, Marketing Department, Marketing Services Intern, May 2016-August 2016
• Worked on the branch branding survey for the branches all over Pakistan.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Novels
• Arts
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Logistics and Supply Chain Management and Marketing, Graduation: 2017
• Cumulative GPA: 3.08

ELECTIVES:
• Advertising
• Social Marketing
• Media Planning
• Marketing Of Financial Services
• Supply Chain Management
• Procurement & Inventory Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), Major in Marketing, Graduation: Fall 2015
• Cumulative GPA: 2.77

ELECTIVES:
• New Product Development
• Public Relations & Event Management
• Industrial Marketing
• International Marketing

Cadet College Larkana
• Higher Secondary Certificate
• B Grade (63.72 %)

Cadet College Larkana
• Secondary School Certificate
• A-1 Grade (82.35%)

SKILLS:
• Good Communication and Interpersonal Skills
• Leadership Skills with the ability to work cohesively in a team
• Ability to effectively prioritize concurrent projects
• Business Development

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Principles of Marketing: Prepared a comprehensive report on marketing practices of Coca-Cola Pakistan.
• Entrepreneurship: Conducted interview from the owner of Dil Pasand Sweets to know his success story.
• Capstone Projects Pizza Hut: Conducted six months research for Pizza Hut as how to increase online sales
• Psychology: Did a research on the topic “Stress among IoBM Students and self-development”.
• International Marketing: Wrote a detailed paper on consumer loyalty and profitability

INTERNSHIP/WORK EXPERIENCE:
Pakistan Reinsurance Company Pvt Ltd, Department: Foreign Treaty, Trainee Officer, June 2017 to Present
• To attend foreign visitors and to discuss business matters related to PRC.
PerkUp (Private) Limited, Marketing & Sales Executive, Sept 15 to Dec 16.
• Developed sales strategy for the company and successfully introduced products to the new markets.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Attended Young Leaders Conference 2011
• Participated in Verve 2011- The Entrepreneurial Rendezvous
• Travelling and exploring new places
• Trying out new cuisines.
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 3.43

ELECTIVES:
- New Product Development
- Social Marketing
- Marketing Analytics
- International Marketing

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration, 2015
- Cumulative GPA: 3.23

Bahria College Karsaz, Karachi
- Higher Secondary Certificate, 2010
- B Grade (69.27%)

Beaconhouse School System, Karachi
- O-Levels, 2008
- 2As, 5Bs & 1C

HONOURS / ACHIEVEMENTS:
- Awarded Merit Based Scholarship at IoBM

SKILLS:
- Excellent Communication and Presentation Skills along with Creative Problem-Solving Skills
- Proficient in MS Office and Capable of Handling Internet Risks
- Proficient Handler of Social Media Such as Facebook, Instagram, Snapchat, Twitter, Pinterest

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Capstone Project-I: Solving Orient Energy System’s problems pertaining to operational and management policies and also to identify their market position and suggest solutions to improve them.
- Capstone Project-II: Understanding the positioning of Dany Technologies in the market, suggesting the most relevant places for the company to open stores, and devising a marketing strategy.
- Seminar in Business Policy: Research report on “An Analysis of the Factors Affecting Online Purchasing Behavior”
- Marketing Analytics: Case study on Nestle Maggi about “Maggi India controversy’s heat accelerated the decline of Maggi in Pakistan”

INTERNSHIP/WORK EXPERIENCE:
Escape Advertising, Digital Media Department, Social Media Intern from 15/12/2015 to 22/01/2016
- Managed the pages of different clients on social media, proofreading of FPC for different media channels.
SSGC Ltd, Corporate Communications Department, Marketing Intern from 08/06/2015 to 28/07/2015
- Assisted the Editorial team, Media Unit, Social Media Manager, assisted in managing various Events and Corporate Video Shoot.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Volunteer and Participant - Several Leadership Conferences and Seminars
- Director Publications and Deputy Marketing Director - The Vanquishers, Sports Society IoBM
AREEBA IFTIKHAR
std_12842@iobm.edu.pk
Date of Birth: 20/12/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.45

ELECTIVES:
• Brand Management
• New Product Development
• Media Planning
• Marketing Analytics

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 3.31

Cordoba School for A-Level, Karachi
• A – Levels, 2011
• 1 B, 2 Cs

The City School, Karachi
• O - Levels, 2009
• 2 As, 5 Bs, 1 C

HONOURS / ACHIEVEMENTS:
• Won a title of “Bright Green Angel” in Green quiz, organized by Green Living Association & Amnesty International – 2009

SKILLS:
• Team Player - Ability to work collaboratively with positive attitude towards different personalities
• Initiative – Frequently look for ways to contribute towards job rather than wait for assignments

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone: In depth study and Analysis of the “Power Sector of Pakistan” for Askari Bank
• Capstone: Detailed Marketing Plan of Gromore, for Dynatis International (Indus Pharma)
• New Product Development: Developing of a New Product, “Potato Chips and Dip”
• Marketing Analytics: Case Study on the Positioning and Brand Architecture of “Dalda Cup Shup”
• Brand Management: Brand Audit of Hardees Pakistan.

INTERNSHIP/WORK EXPERIENCE:
Helium, Brand Aid, Management Trainee, from 09/2017 to present
• Organizing conference and dealing with logistics, operations and event management
Pakistan State Oil, Lubricants Sale and Agency Trade, Intern, from 06/2015 to 07/2015
• Organized Lube Gala at SO’ Petrol station to increase the sales and awareness of Lubricant.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Volunteered at Pakistan Advertising Society (PAS) Awards in 2013 and 2014
• Volunteered at CEO Summit Asia (2013)
• Worked for the “Marketing Society” in IoBM as Joint Secretary
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.31

ELECTIVES:
• International Marketing
• Advertising
• Distribution & Channel Management
• Social Marketing

Institute of Business Management (IoBM) - Karachi
• Bachelors Of Science, Major in Accounts & Finance – Summer 2015
• Cumulative GPA: 2.92

South Shore for A levels - Karachi
• A – Levels, 2010
• Grade: 1 A, 1 B & 1 C

The City School - Karachi
• O - Levels, 2008
• 3 A, 2 B & 1 C

SKILLS:
• Strategic Marketing Planning
• Analytical View of Finance
• Application of Accounts
• Developing and Implementing Incubation Cycles

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Developing Competitive Islamic Banking Product for NBP
• Capstone 2: Customer (Retailers) Satisfaction Survey for Nestle
• Adv. Managerial Accounting: Detailed Managerial Accounting Analysis of Shell
• Prin. Of Marketing: Business Plan of New Sport Arena
• Analysis of Financial Statement: 5-Yr Analysis of Fatima Fertilizer
• Methods of Business Research: Detailed Analysis of Cell Phone Consumer

INTERNSHIP/WORK EXPERIENCE:
SEED Pvt. Ltd, Associate Trainer & Manager, Programmes from 02/01/2016 to Present
• Training for Curriculums, Open Speaker Sessions, Strategic Planning, Coordinator of Programme, Associate Project Manager
InvestoMate, Investment Advisor from 11/15/2015 01/30/2016
• Investment Advisory, Consultancy and Management for Mutual Funds Portfolio.
Kaaf Engineers, Project Coordinator from 06/08/2014 to 08/30/2014
• I had polished my skills of managing resources including human from this training experience.
D.D Money Exchange, Accounts Department from 09/17/2011 to 12/04/2011
• Along with accounting experience, I got to learn about FOREX market of Karachi.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Finance Society
• Reading economics & finance journals
FAISAL ALLANA
faisalbinjawed@hotmail.com
Date of Birth: 18/05/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  - Cumulative GPA: 3.28

  ELECTIVES:
  - Marketing Analytics
  - Media Planning
  - Marketing Strategies in Emerging Economies
  - Marketing Research

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration, 2015
  - Cumulative GPA: 2.9

COMMECS, Karachi
- Higher Secondary Certificate, 2011
  - A Grade

The Educators, Karachi
- Secondary School Certificate, 2009
  - B Grade

HONOURS / ACHIEVEMENTS:
- Secured the position in top 10 students – Commecs College
- Secured second position in Visual Arts Contest – Commecs College

SKILLS:
- MS Office & SAP

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- International Marketing Developed a case study on Baskin Robbins being launched in Pakistan
- Brand Management Launched one bite wafer cookies by Peak Freans
- Integrated Marketing Communication Analysis of IMC followed by Falcon cement
- Advertising Analysis of Nestle Maggi advertising strategies compared to Unilever Knorr
- Marketing Analytics Developed a case study on Mon Salwa to resolve its retail issue

INTERNSHIP/WORK EXPERIENCE:
AC Nielsen, Research Executive (May’16- Date)
  - Clients include; Nestle Middle East, Johnsons & Johnsons Middle East & Etihad Airways
KAPRAY, Senior Brand Coordinator (Oct’15 – May’16)
  - Responsible for all the MarCom activities of the brand
Al Shaheer Corporation (Meatone & Khaas Meat), Marketing Intern (June’15-July’15)
  - Developed ATL & BTL activities for MeatOne and Khaas Meat
  - Assisted in repositioning and create differentiation for MeatOne and Khaas Meat

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Marketing Director of Enlighters Society
- Freelancing
- Team Lead – Graduating Students Committee
- Travel
WAQAS JAVED
waqasjavedafser@gmail.com
Date of Birth: 22/09/1990

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

ELECTIVES:
• Brand Management
• Marketing Analytics
• New Product Development
• Distribution and Channel Management

Premier Government College, Karachi
• Bachelor of Commerce, 2013
• Cumulative GPA: 2.13

D.J Sindh Government Science College, Karachi
• Higher Secondary Certificate, 2009
• A Grade (73.09%)

Metropolis Academy, Karachi
• Secondary School Certificate, 2007
• A1 Grade (84%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Aid Scholarship at IoBM from 5th September 2016 to 22nd August 2017
• Awarded with Certificate in Final Year Project of PepsiCo Frito Lays.

SKILLS:
• Team Player: As all the project done in team.
• Time Management: almost every project completed in time.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Determine and apply all the concept of Brand Management at Chase up.
• Marketing Analytics: Determine the Marketing Matrixes applied in Singer Pakistan
• New Product Development: Applying the concept of this course on an organization.
• Distribution and Channel Management: Determine the Channel Management Structure at Nestle.
• Capstone Project 1: Identify the Prospects Wholesale Confectionary Customer at Frito Lays, PepsiCo.
• Capstone Project 2: Identify the Consumer and Retail Preferences for Deodorant at Kings Chemical.

INTERNSHIP/WORK EXPERIENCE:
Customized Business Solution (Pvt) Ltd, Sales and Marketing Department, Intern from 5th August 2016 to 20th October 2017
• Increase the current and prospect customer base in retail industry with increase in sales

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Class Representative in almost every course.
• Reading English Story Book.
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 3.13

ELECTIVES:
- Brand Management
- Sales Management
- Public Relations and Event Management
- Advertising

Institute of Business Education, Karachi
- Bachelor of Commerce, 2012
- 1st Division

DA Degree College for Women Phase-VIII, Karachi
- Higher Secondary Certificate, 2009
- A Grade (72.27%)

The Mama Parsi Girls’ Secondary School, Karachi
- A1 Grade (84%)

HONOURS / ACHIEVEMENTS:
- Attended Numerous Live Webinars on various topics such as Leadership in Crises and Strategies, Presentation Skills, Interviewing Skills, Perceptions, etc
- Volunteered at the CEO Summit Asia, 2014
- Organized the event Entrepreneurship 360 at IoBM
- Participated in Next Masala Star Season 1 (Hum tv)
- Participating in sports and creative activities since school

SKILLS:
- Leadership qualities
- Good communication skills
- Creative
- Team player

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS: (List Maximum Six)
- Marketing Management: Conducted an exhibition and developed a new concept for biscuits
- Human Resource Management: Developed a Kindergarten School project
- Public Relations and Event Management: Conducted an event on Entrepreneurship 360
- Brand Management: Conducted Brand Audit on Toni & Guy salon
- Strategic Marketing and Planning: Conducted research on Pakistan Business Express
- Corporate Social Responsibility: Conducted research work on Bahria town

INTERNSHIP (S)/WORK EXPERIENCE:
E.Ocean (Pvt) Ltd, Marketing Deptt, Internee from 04/2017 to 05/2017
- Developing Marketing Plan and Content Writing for the company

EXTRACURRICULAR ACTIVITIES / HOBBIES:
- Director Promotions of Marketing Society
- Reading Literature, articles and blogs

RIMSHA KHALIL
rimshakhalil3@gmail.com
Date of Birth: 10/03/1990
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.11

ELECTIVES:
• Marketing Analytics
• Direct and Digital Marketing
• Public Relations & Event Management
• Media Planning

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.71

Aga Khan Higher Secondary School, with Karachi
• Higher Secondary Certificate, Aga Khan University Examination Board, 2010
• B Grade (69.8%)

Sultan Mohammad Shah Aga Khan School, with Karachi
• Secondary School Certificate, Aga Khan University Examination Board, 2008
• A Grade (72.5%)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Media Planning: a media plans on brand Durex keeping a hypothetical budget of PKR 6 million
• Marketing Strategies and Value Innovation: Studied detailed strategy of Careem and provided them with detailed recommendations for future
• Capstone Project 1: Made feasibility report of fruit trade from Pakistan to the world for Gwadar Port
• Capstone Project 2: Made feasibility report of palm oil trade from Pakistan to the world for Gwadar Port
• Digital and Direct Marketing: Made a new marketing plan on Greeno Juices focusing using traditional as well as advanced marketing tools
• Marketing Analytics: Used analytical ratios and rating to interpret the success level of Telemart online shopping experience.

INTERNSHIP/WORK EXPERIENCE:
Soneri International Pvt Ltd, Marketing Department, Marketing and Sales Executive from 01/2016 to Present
• Assisting Managing director in matters of correspondence, acquiring new clients, and participating in international trade exhibitions in UAE and Germany.
Institute of Capital and Financial Markets, Marketing Department, Marketing Officer, from 08/2015 to 12/2015
• Development of comprehensive marketing strategy for ICFM.
Creative Chaos, Onsku Department, Content Writer from 05/2015 to 07/2015
• Composing content for international websites using American writing style.
Kaymu.pk, HR and Acquisition Department, Intern from 01/2015 to 03/2015
• Assisting managers of respective departments in operations and implementation of plans.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Served as a Mentor in Broadening Horizon Youth Camp at Islamabad on December 2015
• Organizing member of “Jashn-e-Baharan” event at Iobm
• Former Head of Promotions and Joint Secretary for Entertainment Plus Society at Iobm

STD_12150@IOM.B.ED.U.PK
Date of Birth: 30/08/1992
MARINA KHAN

marina.f.khan@gmail.com
Date of Birth: 26/09/1993

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

ELECTIVES:
• Marketing Research
• Marketing of Financial Services
• Social Marketing
• Marketing Strategies of Emerging Economies

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.73

DHA Degree College for Women Phase VIII, Karachi
• Higher Secondary Certificate, 2011
• A Grade (72.36%)

Saint Patricks’ Girls High School, Karachi
• Secondary School Certificate, 2009
• A Grade (72.65%)

HONOURS / ACHIEVEMENTS:
• Excellence Award, External Relations (AIESEC Karachi), 2015

SKILLS:
• Led the sales team of 12 members for one year
• Initiated Women Empowerment Project through the platform of AIESEC Karachi
• Organized social project EMERGE of The Management Society

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone (I): Feasibility Analysis of a Renowned Labeling and Packaging Company
• Capstone (II): Worked as a Business Development Consultant for NOWPDP
• Marketing Research: Qualitative Study (Focus Group) on “Impact of Humor Advertising on Consumers”
• Marketing Management: Developed Case Study on Cadbury Perk
• Brand Management: Conducted Brand Audit on LUX
• Financial Management: Financial Analysis of Pharmaceutical Companies

INTERNSHIP/WORK EXPERIENCE:
Foodpanda (Rocket Internet), Business Development, Intern from 08/2015 to 09/2015
• Was responsible for managing Salesforce database.

AIESEC KARACHI, External Relations, Director from 10/2014 to 03/2015
• Led the department to form business partnerships with other corporations

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of The Management Society
• Reading: Fiction and Classics
• Writing: Blogs, essays
EDUCATION:
Institute Of Business Management:
• Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.28

ELECTIVES:
• Social marketing
• New Product Development
• Advertising
• Distribution and channel management

Indus University (IU) Karachi Campus
• BFD (bachelors of fashion designing), 2014
• CGPA: 3.49

Government degree Girls College
• Higher Secondary Certificate, 2009
• C Grade

SM public academy school Karachi in 2007
• Secondary School Certificate, 2007
• B Grade

HONORS/ACHIEVEMENTS:
• Awarded by Gold-medal for being a best fashion designer by minister of Pakistan, Indus, 2014
• Awarded for making a finest low-budget design by Gloria textile Mill, 2014
• Honored for most dedicated employee in Polka-dots Pakistan, a clothing brand, 2015
• Awarded for being successful participate in marketing Gala, Indus University, 2014

SKILLS
• Proficiency in M.S office, Adobe Photoshop & Adobe Illustrator.
• Aware of emerging Brands and Trends.
• Good at solving problems in due time.
• Good at playing with colors, cuts, moods and minds
• Self-motivated, event management, researcher

MAJOR TERM PAPERS/RESEARCH WORK/ PROJECTS:
• Capstone2 with NOWPDP, working with people with disabilities for their business startups.
• Capstone1 on entire pharmaceutical industry in Pakistan on raw material production locally.
• T0I: Made a prototype on a hair care machine involving many services under one umbrella.
• NPd: developed strategies to launch a restaurant full of Pakistani cultures.
• MSVI: created a blue ocean strategy on Ufone Telecom Company.
• Showcased my collection/final thesis in a fashion Show, Port Grand, 4014

INTERNSHIP EXPERIENCE:
• Well-known fashion designer Rizwanullah, as a fashion designer in 2014

EXTRACURRICULAR ACTIVITIES
• Sketching
• Painting
• Search for new or upcoming trends
• Photography
• Designing
MADIHA KHAN

Dr.madiha_khan@hotmail.com
Date of Birth: 06/09/1991

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

ELECTIVES:
• Integrated Marketing Communication
• Distribution And Channel Management
• Marketing Research
• Brand Management

Hamdard University, Karachi
• Pharm D, 2014
• Cumulative GPA: 2.75

Sir Syed Govt. Girls College, Karachi
• Higher Secondary Certificate 2009
• B Grade (65%)

The Educators, Karachi
• Secondary School Certificate 2007
• A-one Grade (81%)

HONOURS / ACHIEVEMENTS:
• Attended seminar on “Pharmacy, A unique Profession” conducted by Hamdard University
• Presented “Mental Retardation” in seminar conducted by Hamdard University

SKILLS:
• Good in time management, handle work load and team player.
• Knows MS Office.

MAJOR TERM PROJECTS:
• BRAND MANAGEMENT (Re-launch Nestle Flavored Yogurt)
• MARKETING RESEARCH (Penetration of 3g/4g in Youth Market)
• INTEGRATED MARKETING COMMUNICATION (IMC in Nestle Company)
• DISTRIBUTION AND CHANNEL MANAGEMENT (Rose Petal Tissues)
• CAPSTONE 1 ON MY SEHAT.PK (online health service provider)
• CAPSTONE 2 WITH NED UNIVERSITY (Launching a new product- Date Juice)

INTERNSHIP/WORK EXPERIENCE:
• Internee in Otsuka Pakistan in Quality Control Department from July7- August7 2011
• Quality Assurance Inspector in Zafa Pharmaceutical from Jan13-May13 2015

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Novels, writer: Umera Ahmed and Nimra Ahmed
AVINASH KHETPAL
std_13024@iobm.edu.pk
Date of Birth: 11/27/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2016
• Cumulative GPA: 3.59

ELECTIVES:
• Consumer Behavior
• Advertising
• Direct and Digital Marketing
• Media Planning
• Brand Management
• Marketing Analytics
• Distribution and Channel Management
• Marketing for Financial Services

Institute of Business Management, Karachi
• Bachelor of Business Administration (HONS), Majors in Marketing, 2015
• Cumulative GPA: 3.29

Creek High School, Karachi
• Higher Secondary Certificate, 2011
• A Grade (75.64%)

SZABIST Intermediate College, Larkana
• Secondary School Certificate, 2009
• A Grade (78.59%)

HONOURS / ACHIEVEMENTS:
• Awarded Financial Assistance at Creek High School from 08/01/2009 to 31/07/2010
• Certificate of Academic Excellence at Creek High School
• Nominated by IOBM as an Exchange Student to International Burch University, Bosnia

SKILLS:
• Sound Communication and Interpersonal Skills
• Proficient in Microsoft Office and Visual Basic 6.0
• Good Research Abilities

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Methods in Business Research: Impact of Employee Motivation on Customers’ Satisfaction at McDonald’s In Bosnia
• Brand Management: Brand Audit Report on Walls Cornetto
• Direct & Digital Marketing: Digital Strategy of Delmart.pk
• Marketing Analytics: Case Study -- Renaissance of the Brand -- CLEAR

INTERNSHIP (S)/WORK EXPERIENCE:
Habib Bank Limited from 17 August 2015 to Present
• Management Trainee
Pakistan State Oil Limited, Retail Marketing from 01/06/2015 to 02/13/2015
• Responsible for field research of Marketing Campaigns and Strategies of PSO
Eventage, Pakistan from 06/15/2015 to 07/27/2015
• Responsible for data mining of various industries, commercial & corporate companies

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of Football Team at Creek High School
• Volunteering for Social Cause (2009 -2011)
• Member of IoBM Club for Entrepreneurs
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.59

ELECTIVES:
• Media Planning 1
• Marketing Analytics

• Social Marketing
• Marketing of Financial Services

Institute of Business Management, Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 3.24

Nixor College, Karachi
• A–Levels, 2011
• 2As, 1B

St. Michael’s Convent School, Karachi
• O - Levels, 2009
• 2As, 6Bs & 1C

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 06/01/2017 to 08/31/2017

SKILLS:
• Leadership
• Excellent written & oral communication skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Media Planning: Starbucks coffee launch media plan
• Marketing Analytics: Case Study “Yayvo.com- A future e-commerce leader?”
• Marketing of Financial Services: Rebranding of Bank Al falah

INTERNSHIP(S)/WORK EXPERIENCE:
Abudawood Pakistan, Management Trainee from 06/2015 to present
• Delivered projects in supply chain and sales department
TCS ECOM, Business Development Executive from 04/2016 to 06/2015
• Identify, develop, manage and drive relationships with vendors
Adcom Pvt. Ltd, Strategy Associate from 06/2015 to 04/2016
• Provide strategy based on market intelligence and consumer insights

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Vice President, AIESEC – National Youth Development Seminar
• Marketing Director, Strategic Human Resource Society
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Marketing, Graduation: 2017
• Cumulative GPA: 3.32
ELECTIVES:
• Marketing Analytics
• Advertising
• Industrial Marketing
• International Marketing

Institute of Business Management (IoBM), Karachi
• BS (J), Accounts and Finance, 2015
• Cumulative GPA: 3.15

Creek College, Karachi
• Higher Secondary Certificate - 2011
• A Grade, (70.0%)

Beacon House School, Karachi
• Secondary School Certificate, 2009
• A1 Grade (82.24%)

HONOURS / ACHIEVEMENTS:
• I was awarded merit scholarship in spring semester 2013 as I achieved 3.5 GPA.

SKILLS:
• I plan things and manage time well.
• I have good leadership qualities.

MAJOR TERM PAPERS / PROJECTS:
• Introduction to Business Finance: Financial Analysis of PSO.
• Marketing strategy and value innovation: Case study on Meat One.
• Organizational Behavior: Organizational behavior in Multi-net.
• Principle of Marketing: Wall Touch (New marketing concept).
• Technology, Innovation and Strategy: Virtual ED – Business model and prototype.

INTERNSHIP AND WORK EXPERIENCE:
• Internship at MERAJ LIMITED (Accounts and Finance department)
• Experiential learning at GSK Pakistan; Inventory Optimization (Supply Chain).

HOBBIES:
• I like to read Readers Digest
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.0

ELECTIVES:
• Sales Management
• Advertising
• Media Planning
• International Marketing

UNIVERSITY OF SINDH, Jamshoro
• Bachelor of Commerce (B. Com), 2011
• 1st Division (62.54%)

BISE MIRPURKHAS
• Higher Secondary Certificate, 2008
• A Grade (79.36%)

BISE MIRPURKHAS
• Secondary School Certificate, 2006
• A1 Grade (91.53%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit scholarship by Sindh Endowment Fund at IoBM for MBA Program.
• Secured 1st position in Matriculation BISE Mirpurkhas Board Examination 2006.

SKILLS:
• Proficiency on Microsoft Office (Word, Excel & Power Point).
• Team player- worked in team projects at University, and sometimes took the role of a team leader.
• Good in persuading and creating relations with co-workers and supervisors.
• Good Decision Making skills
• Ability to work under pressure and to meet deadlines.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing Management: Case study Developed on Repositioning of Cotton & Cotton Brand.
• Media Planning: Designed Media Channel Strategy for Top Pops Snack.
• Advertising: Made a Campaign and TVC Ad for Igloo Ice Cream.

INTERNSHIP / WORK EXPERIENCE:
MCB BANK Ltd, Card Maintenance Department as a Card Maintenance Officer (9th July 2013 to 30th Aug 2014)
• To solve customer card maintenance issues & give them satisfaction & quality results for remote banking.
• Process the Rewards Points redemptions as per customer request received through E-form software (CRM).

EXTRA CURRICULAR ACTIVITIES /HOBBIES:
• Reading E-newspaper, economics and Internet surfing.
• Interacting with people & experiencing new culture.
• Attending Workshop & Seminars.
• Traveling & Social Media Interaction.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.64

ELECTIVES:
• Brand Management
• Advertising
• Distribution & Channel Management
• New Product Development

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration (BBA), 2015
• Cumulative GPA: 3.61

St. Joseph’s College, Karachi
• Higher Secondary Certificate, 2011
• A1 Grade (80.64%)

Aga Khan School Garden, Karachi
• Secondary School Certificate, 2008
• A1 Grade (84.6)

HONORS/ACHIEVEMENTS
• Exchange Participant for fall 2013 to study in China at Guilin University of Technology.
• Awarded financial assistance at IoBM from 3rd September 2011 to 5th May 2015
• Best academic student at St. Joseph’s college for women for the year 2011.
• Certification of Merit for getting A1 grade in AKUEB examinations (2009).
• Certificate of Merit for maintaining a CGPA above 3.5 throughout BBA(H) program at IoBM

SKILLS:
• Proficient in Microsoft Office
• Good Communication and Presentation Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing Management: Value Exploration, Creation and Delivery at Coca Cola.
• Strategic Management: Developed Strategies and value innovation model for 14th Street Pizza.
• Brand Management: Conducted a Brand Audit analysis on “Colgate” & Brand Activation of Safeguard
• Consumer Behavior: Report on understanding Consumer’s Behavior towards Car purchases.
• Advertising: Report on Advertising practices and strategies for Tapal Tezdum.
• Methods in business research: Conducted a research on “Use of mobile internet among college students”

WORK EXPERIENCE:
• Management Trainee, Toyota Pakistan (Indus Motor Company), April 2017 to Present.
• Client Facilitation Executive, Learning Minds Group, February 2016-Present
• Manager, Jubilee General Insurance Company Limited, September 2015 to Present
• Synergy Advertising, Marketing Intern from 8th June 2015 to 20th July 2015.
• School of Leadership, Marketing Intern May 2015.
• Worked as Freelance Writer June 2013 to Present

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of Entrepreneurship and Public Speaking Society
• Teacher at Religious Education Center
• Reading Novels (Fiction, adventurous)
• Writing/Blogging (Creative Writing)
OMAR MANSOOR
omar.mansoor01@gmail.com
Date of Birth: 11/12/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 3.5

ELECTIVES:
- Marketing of Financial Services
- Marketing Strategies and Emerging Economies
- Direct and Digital Marketing

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration (HONS), 2016
- Cumulative GPA: 3.34

Falcon house Grammar School, Karachi
- A–Levels, 2010
  - 1 A, 2 Bs, and 1 C

Falcon house Grammar School, Karachi
  - 4 A & 4 Bs

HONOURS / ACHIEVEMENTS:
- Published in Express Tribune, June 15, 2014
- Designed and successfully launched a CRM system for Global Clicks

SKILLS:
- Online Research
- Project Management
- Employee Training
- Digital Marketing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Strategic Management: Analyze and evaluate the Pakistani Pharmaceutical Industry
- Brand Management: Create a Brand Plan for Roche
- Methods in Business Research: Analyze, and Evaluate IoBM’s Peoplesoft Registration System
- Capstone 1 Marketing Project for Shield Corporattion
- Capstone 2 CSR Project for Soneri Bank

INTERNSHIP/WORK EXPERIENCE:
Global Clicks, Digital Marketing, Assistant Manager from 10/1/2014 to 05/31/2015
- Manage and train a team of over 20 digital marketing executives to reach organizational objectives

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Video Gaming
- Reading
- Writing Stories and Novels
- Conducting Informal Training Sessions
EDUCATION
Institute Of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.21

ELECTIVES
• Accounting and Finance
• Human Resource Management
• Law
• Marketing

Institute Of Business Management
• Bachelors of sciences in Accountancy, 2015
• Cumulative GPA Bachelors: 3.0

The City School PAF- Chapter, Karachi
• A-levels, 2011
• 1A, 1B & 1C

The City School PECHS KARACHI.
• O-levels majors in Commerce, Year 2009
• 1A, 4B’s and 3C’s

SKILLS
• A good learner, understand things very quickly.
• Team working skills
• Aware of MS Office.
• Emotional Intelligence
• Possess leadership skills.
• Aware of SAP & ERP systems.
• Adaptive

MAJOR PAPERWORK/ RESEARCH WORK/ PROJECTS
• Methods in business research: Research work based on Solar powered cars in Pakistan
• Capstone 1: Research project conducted on Askari Bank - corporate banking sector.
• Capstone 2: Research project done for Habitt – To study consumer buying behavior.
• Business communication: A thesis on “women discrimination at work over pay.”
• Environmental studies: Paperwork was done on “depletion of scarce resources and their preservation.”

WORK EXPERIENCE
• Self-employed – currently owns a boutique of designer wear wedding dresses.
• Worked with the British Council (part time employment) from May 2014 to July 2014.
• Official 6 weeks Internship 2015 at Movenpick Hotels Karachi in finance department.

INTEREST/CO-CURRICULAR ACTIVITES
• HR Director in one of the leading society in IoBM.
• Worked with HOPE (social service institute).
• Watching movies and socializing
• Organized Jashan-e-Baharan 2012-2015 happened at IoBM
• Travelling
• Look for new technologies and innovations over internet. Read articles regarding the current affairs.
BUSHRA MASOOD KHAN

std_13441@iobm.edu.pk
Date of Birth: 09/08/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• CGPA 3.37

ELECTIVES:
• International Marketing
• Service Marketing
• Distribution Channel Management
• Marketing Analytics

Institute of Business Management (IoBM), Karachi
• Bachelors in Media studies BS(MS), 2015
• CGPA: 3.26

D.A Degree College for Women, Phase – VIII, Karachi
• Higher Secondary Certificate, 2010
• B Grade (65.73%)

St. Patrick’s Girls High School, Karachi
• Secondary School Certificate, 2008
• A Grade (78%)

HONOURS / ACHIEVEMENTS:
• Awarded with a Financial assistance at Iobm
• Distinction in Statistics in Intermediate
• Distinction in Principle of Commerce in intermediate
• Distinction in Accounts in Intermediate

SKILLS:
• Good communication, organizational and leadership skills
• Good command on English language
• Word, Excel, Sony Vegas, Photoshop, PowerPoint, Internet & Email

MAJOR PROJECTS:
• Capstone Project 1: Project for Coke on distribution and channel management.
• Capstone Project 2: Project for Merck on identifying the key drivers of prescription habits in pharmaceutical industry
• Business plan on launching Hot ‘n’ Spicy in Turkey
• Gap analysis and relaunching strategy for Omore
• A detailed project on distribution cycle and gap analysis on Pakistan Tobacco Company

WORK EXPERIENCE
British American Tobacco
• Currently working as, a Territory Executive for Karachi, placed in the Trade and Marketing department
TCS E-Commerce
• Worked as a Business Development Executive for 1 year and two months for women fashion category.
Express News – Six-week internship
• Research work for an educational campaign along with assisting the producer with the running project.
Organizing Committee Vice President External Relations – AIESEC in Karachi
• Partnerships with companies for AIESEC and managing the relations with the corporate clients.
KopyKats Production
• Worked with KopyKats production for the play, Pawnay 14 August.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Worked for Media Society as the Joint Secretary
• Playing throw ball and badminton
• Worked for AIESEC at various positions
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.12

ELECTIVES:
• Sales Management
• Brand Management
• Retail Management
• Marketing Strategies for Emerging Economies

Shah Abdul Latif University, Khairpur
• Bachelor of Commerce, 2012
• 1st Division

Govt. Degree College, Mirpur Mathelo
• Higher Secondary Certificate, 2006
• B Grade

Oxford English Grammar High School, Daharki (Sukkur Board)
• Secondary School Certificate, 2004
• A Grade

SKILLS:
• Team Management
• Leadership Skills
• Communication and Presentation Skills
• Selling Skills
• Analytical Skills
• Negotiation Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Sales Management: Territory Development and Time management in Sales Practices in Getz Pharmaceuticals.
• Retail Management: Detailed Retailing concept of Naheed Super Store.
• Business Research: Conducted Research on Consumer Attitude towards SMS Marketing.
• Total Quality Management: Assessed Quality Standards and Management of Shan Foods.
• Brand Management: Launched a brand with the name of Let’s Barter.
• Marketing Strategies for Emerging Economies: Analysis the detailed practices and marketing strategies of Careem.

INTERNSHIP/WORK EXPERIENCE:
Al-Shaymaa Private Limited, Marketing & Sales Department, Management Trainee 1/06/2017 to Present
• Sales Training, Sales Co-ordination, Customer Service, Follow-up, and Business Development.
Macter International Limited, Marketing Department, Internee from 25/07/2016 to 04/09/2016
• Brand Plan, Sales Practice, Sales Coordination, and Business Development.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Member of Vanquishers society
• Event Management
• Relevant Articles Reading
• Movies, Social Networking, Travelling, Cricket
AYESHA MEHMOOD
ayeshamehmood3@gmail.com
Date of Birth: 25/05/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.32

ELECTIVES:
• Marketing Strategies & Emerging Organization
• Marketing Analytics

• Media Planning
• Marketing Research

Institute of Business Management (IoBM), Karachi
• Bachelor Business Administration, 2015
• Cumulative GPA: 3.05

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2011
• A Grade (74.36%)

PECHS Girls School, Karachi
• Secondary School Certificate, 2009
• A1 Grade (83%)

SKILLS:
• Time Management
• Leadership Skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Did Capstone Projects on ICI Pakistan - Chemical Division and Charter for Compassion
• Applying consumer metrics on Mon Salwa and analyzing their growth & expansion
• Developed a case study on Baskin Robbins being launched in Pakistan.
• Launched one bite wafer cookies by Peek Freans
• Analysis of integrated marketing communications followed by Falcon cement.
• Analysis of Nestle Maggi advertising strategies compared to Unilever Knorr.

WORK EXPERIENCE:
Adcom Leo Burnett, Account Management, Associate Account Manager from 02/2017 to Present
• Managing some of the company’s major accounts like Faysal Bank, Mezan Oil, Ontex, Engro Foods, Engro Fertilizers, Atlas Group, Gul Ahmed, etc.

Adcom Leo Burnett, Account Management, Account Executive from 02/2016 to 01/2017
• Managing some of the company’s major accounts like Faysal Bank, Ontex, DFID, Engro Fertilizers, Atlas Group, etc.

GfK Etilize Pakistan, Marketing Research, Quality Controller from 08/2015 to 01/2016
• Ensuring quality checks in the research process.

Ana International, Marketing, Intern from 06/2015 to 07/2015
• Assisting brand team in handling various marketing projects.

EXTRACURRICULAR ACTIVITIES:
• Travelling
• Reading articles on Marketing innovation
ASIF MEHMOOD BHATTI

asif_mehmood@hotmail.com
Date of Birth: 12/04/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.21

ELECTIVES:
• Brand Management
• Advertising
• Media Planning
• Marketing Research

IQRA University, Karachi
• Bachelor of Business Administration, 2014
• Cumulative GPA: 3.01

Foundation Public School, Hyderabad
• Higher Secondary Certificate, 2008
• B Grade (62%)

St. Bonaventure's High School, Hyderabad
• Secondary School Certificate, 2006
• A Grade (76%)

HONOURS / ACHIEVEMENTS:
• Awarded Employee of the Month at TradeKey (Pvt) Ltd from 03/01/2016 to 03/31/2016

SKILLS:
• Proficient in Microsoft Word, Excel and PowerPoint

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project II: Researched and Prepared Sales SOP Manual for Indus Motor Company Ltd
• Capstone Project I: Researched on awareness and perception of consumers and retailers towards HTC
• Brand Management: Developed a brand plan of Red Bull
• Media Planning: Developed a media plan of Starbucks
• Marketing Research: Researched on Impact of branding on consumer buying behavior in FMCG products
• Advertising: Developed a TVC and radio ad of XL energy drink

INTERNSHIP/WORK EXPERIENCE:
IBL HealthCare Ltd., Marketing, Management Trainee from 02/2017 to Present
• Responsible for planning and executing marketing strategies

TradeKey (Pvt) Ltd., Retention and Service Delivery, Executive from 06/2014 to 01/2017
• Responsible for providing services to company’s premium members

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Participated as Delegate in IQRA University Model United Nations (IUMUM ’11)
• Community service
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.07

ELECTIVES:
• Brand Management
• Integrated Marketing Communications
• Advertising
• Marketing Analytics

University of Karachi, Karachi
• Bachelor of Commerce, 2012
• 1st Division

D.A Degree College, Karachi
• Higher Secondary Certificate, 2010
• B Grade

Paragon Public School, Karachi
• Secondary School Certificate, 2008
• B Grade

SKILLS:
• Communication Skills
• Flexible
• Co-operative
• Interpersonal Leadership
• Complete command on Computer.
• Adobe Photoshop.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Developing market penetration strategies for OTC products in Healthcare market survey for Getz Pharma.
• Capstone 2: Youth Behavioral study for Zong.
• Marketing Management: Analysis of the marketing plan of FAW motors.
• Integrated Marketing Communication: IMC plan for Searle Vitamin water.
• Brand Management: Interwood, Multiple Brand Portfolio Analysis.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Books, gymnasium and Surfing Internet.
• Volunteer work for charity.
• Listening to music
• Blog writing

WORK EXPERIENCE:
Karachi Lubricants (Pvt) Limited (KenLubes), Karachi, Pakistan
• Customer Service Officer (September 2017 till date)

INTERNSHIP:
• Product Development Department from June 8, 2017 to July 20, 2017
HASNAIN MOHAMMADI

mav.has89@gmail.com
Date of Birth: 27/10/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.63
  ELECTIVES:
  • Brand Management
  • Advertising
  • Industrial Marketing
  • Marketing Analytics

SZABIST, Karachi
• Bachelor of Business Administration, 2013
• Cumulative GPA: 3.29

Private Candidate, Karachi
• A – Levels, 2008
• 1Bs & 3Cs

Karachi Public School, Karachi
• O-Levels, 2008
• 2As, 5Bs & 3Cs

HONOURS / ACHIEVEMENTS:
• Special Mention Award – SZABIST Student Council Awards 2013
• Winner – LUMS Business Initiative 2013

SKILLS:
• Significant experience in professional client relationship management
• A background in advertising & marketing
• The ability to plan and strategize at a senior level
• A persuasive and confident approach to creative projects

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone1: REDUCTION OF LEAD TIME FOR ENGINEERED-TO-ORDER PRODUCTS
• Capstone 2: Perception of general public of Karachi towards Islamic banking

WORK EXPERIENCE:
Digitz Pvt Limited, Client Servicing, Group Account Manager from 11/2016 to Present
• Working as deputy team lead for the client servicing department supervising over 50% of the agency portfolio

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Swimming
• Wikipedia Browsing
MUHAMMAD MOHIUDDIN KHAN
mmohiuddinkhan09@gmail.com
Date of Birth: 09/08/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.39
  ELECTIVES:
  • Strategic Marketing & Planning
  • Distribution & Channel Management
  • Marketing Analytics
  • Marketing Research

Institute of Business Management, Karachi
• Bachelor of Business Administration, 2016
  • Cumulative GPA: 3.31

Ibn Seena English High School, Sharjah, United Arab Emirates
• A – Levels, 2009
  • 1B & 1C

Ibn Seena English High School, Sharjah, United Arab Emirates
• O - Levels, 2008
  • 3As,5 Bs & 1C

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM for Fall Semester 2013.
• Certificate of Best Delegate at College of Business Management Model United Nations 2015.
• Certificate of Excellence in Inter House School Cricket Tournament 2008-09

SKILLS:
• Leadership skills     • Problem Solving
• Work flexibility       • Self-motivation and ability to take the initiative
• Computer Skills       • Ability to work well under pressure

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Measuring Employee Engagement at EFU Life.
• Capstone 2: Developing Marketing Plan for ICCBS Technology Incubator & Industrial Park.
• Marketing Research: Conducting a Market Research for National Jams
• Distribution & Channel Management: Report on Premier Group.
• Marketing Analytics: Case Study on Careem: The Grave Dilemma of Customer Loyalty at Question.
• Management Strategies & Emerging Organizations: Report and Presentation on TazaMart.

INTERNSHIP/WORK EXPERIENCE:
Sanofi Pakistan, Marketing (Core) Department, Intern from 06/2016 to 07/2016
• Worked on Newsletter, Developed Reward Scheme, Market Analysis of Antibiotic Prescription, etc.
Abbott Laboratories Pakistan Limited, Marketing (EPD) Department, Intern from 07/2016 to 08/2016
• Analyzed Exports to Afghanistan, developed Distributor Form and deciding giveaways.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Communication Department, Marketing Society, IoBM
• Member of Publication Department, The Management Society, IoBM
• Member of Publication & Debate Department, Literary and Public Speaking Society, IoBM
• Have my own blog. https://mmohiuddinkhan.wordpress.com
• Song writing
• Cooking
• Food Photography
• Video Gaming
SUNDUS MOIN FAROOQI

Sundusfarooqi25@gmail.com
Date of Birth: 09/09/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Majors in Marketing, Graduation: 2017
• Cumulative GPA: 3.20

ELECTIVES:
• Brand Management
• New Product Development
• Advertising
• Marketing Analytics

Government College of Commerce and Economics, Karachi
• Bachelors of Commerce, 2014
• 1st Division

Government College of Commerce and Economics, Karachi
• Higher Secondary Certificate, 2011
• A Grade (74%)

Our Lady of Fatima School, Karachi
• Secondary School Certificate, 2009
• A1 Grade (82%)

SKILLS:
• MS Office
• Multi-tasking
• Technical Skills
• Professional Attitude
• Research
• Communication Skills
• Observant
• Capable of working for long hours

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Principles of Marketing: Designed Working women dresses by khaadi
• Marketing Management: Launched an online food outlet Chickphobia
• Advertising: Designed & film the entire advertisement for Culligan
• New Product Development: Launched an app discount locator
• Marketing Analytics: Brand recall project on Singer
• Capstone I: Engro foods
• Capstone II: Collaborated with UNDP for youth Employment Project

INTERNSHIP/ WORK EXPERIENCE
Internee- Habib Metropolitan Bank (Rashid Minhas Road Branch) 7th September, 2017 to 19th October, 2017
• Worked in all the relevant areas that are operational at the branch level this included; Account Opening, Operations including Clearing and Remittances, Trade and the Advances Department.

HOBBIES:
• Networking, Reading, Travelling, Sports
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.24

ELECTIVES:
• Marketing Research
• Social Marketing
• Marketing of Financial Services
• Merchandising and Sales Promotion

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 3.02

Divan Daya Ram Jaithmal Sindh Govt. Science College, Karachi
• Higher Secondary Certificate, 2011
• A Grade (77.27%)

C.A.A. Model School-2, Karachi
• Secondary School Certificate, 2008
• A1 Grade (86.12%)

HONOURS / ACHIEVEMENTS:
• Selected for “Germany Exchange Program”
• Awarded with certificate for participation in “P&G CEO CHALLENGE 2014 and 2015”
• Nominated for a gold medal for securing A+ in matriculation

SKILLS:
• Hands on experience in MS Visual Basic, MS Office, Word, Excel, Power point, Access
• Good verbal/written communication skills
• Good leadership and management skills
• Research and Analytical skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Business feasibility report for Shield Corporation
• Capstone 2: Pak-Afghan Trade transit issues
• Marketing Research: Comparison of two leading restaurants in Karachi
• Merchandising and Sales Promotion: Merchandising strategies of Diamond Super Market
• Brand Management: Brand Activation of “STONEAGE CLOTHING”
• International Marketing: Wrote a Case study on” Failure of HUAWEI BRAND” in Pakistan

INTERNSHIP/WORK EXPERIENCE:
Herbion Pharmaceuticals, Marketing, Marketing Officer from Oct/2016 till date
• Assisting Brand Manager in Brand related activities for CIS locations
Lotte Kolson, Marketing, Intern from Feb/2016 to Mar/2016
• Brand Management and involvement in New product development
SBT Japan, Marketing, International Business Consultant from May/2015 to Jan/2016
• Developed business and achieved sales target set by the management

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Music and Movies
• Member of Sports Society
• Socializing
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
  - Cumulative CGPA: 3.45

ELECTIVES:
- Consumer behavior
- Brand Management
- Advertising
- International Marketing

Institute of Business Management (IoBM)
- Bachelor of Business Administration, 2014
  - Cumulative GPA: 3.03

Institute Of Business Education (IBE)
- Higher Secondary Certificate, 2010
  - A Grade (72.45%)

White House Grammar School, Karachi
  - A1 Grade (83.18%)

WORK EXPERIENCE:
Jubilee General Insurance Company Limited, Global Accounts Management (Manager) from October 2014– Present
- Handling global/ fronting policies of FM Global(USA) and Zurich Insurance (Switzerland)
- International Clients portfolio include World Bank, Pepsi, GSK& others
- Handling the compliance with regards to the Intl. Clients dealing/Relationships
- Underwriting (Branch Level): (Manager)
  - Handled various underwriting Roles in the departments of Motor, Miscellaneous & Fire
  - Handled different roles pertaining to client services
- Assuring smooth processing of the Underwriting SOP
- Reinsurance: (As MTO): Global Remittance and Risk Placement
- Summer Internship 2014 at Summit Bank Limited in Retail Products Department
  - Worked on Product Management, Branch controlling and trainings
  - Drafted out strategies, maintained contacts, implemented strategies and controlled them

HONOURS/ACHIEVEMENTS:
- Part of nautanki gang (famous theatre group)
- Best speaker from IoBM at CBM debating competition
  - Performed in plays 10 times in different institutions
  - Member of two societies (Finance and Media) at IoBM

SKILLS:
Creativity, Public Speaking, speaking foreign languages, Human understanding, convincing, leadership, research

RESEARCHES:
- Sales: Conducted a full research on territory management practices at Mobilink GSM, which covered all the aspects of its territory management.
- Advertising: Launched a complete new campaign for Searle’s Vitamin water, including my acting in its ad, its Media plan, its new positioning on varieties of health and a new depiction of the brand. Also participated in LUMS marketing colloquium 2014 and launched a campaign for lok mela festival
- Brand Management: Performed complete Brand audit of Searle’s Vitamin Water, including internal audit, external audit and all the information regarding competitor brands. I acted as the brand Manager of Searle.
- Consumer Behavior: Research on the behavior of all classes of Pakistan with regards to consumption, shopping, eating and media habits.
- Marketing Management: Worked on the complete marketing practices going on at Abbott Pakistan ltd. including the attack strategies, STP, communication etc there. Also did the marketing audit of liberty textile ltd.
- Marketing: Worked on introduction of a new environmental friendly low consumption tires in Pakistan.

HOBBIES:
- Research, acting, travelling, socializing, studying human psychology, business and political affairs study
EDUCATION:
Institute of Business Management (IoBM), Karachi.
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2016
• Cumulative GPA: 3.0

ELECTIVES:
• Media Planning
• Brand Management
• Direct & Digital Marketing
• Sales Management

University of Karachi, Karachi.
• Bachelor of Arts Economics, 2011.
• 1st Division

SKILLS:
• Digital Marketing
• Search Engine Optimization (SEO)
• Email Marketing
• Inbound Marketing
• App Analytics
• Market Analysis

MAJOR TERM PAPER, RESEARCH WORK & PROJECTS:
• Brand Management: Replicated Insead Brand Audit Paper on Mortein Pakistan.
• Sales Management: Presented research report on Sales Management at Pakistan Beverages.
• Principals of Management: Presented report of Leadership Practices at Packages Pakistan
• Human Resource Management: Researched and Evaluated Performance Management Practice at PSO.
• Business and Information Technology: Researched on Opportunities for Tech Startup in Pakistan.
• Methods in Business Research: Conducted research on Factors Effecting Consumer Preference on Islamic over Conventional Banking.

WORK EXPERIENCE:
• Gaditek, Digital Marketing Executive from November 2017 to Present
• Gaditek, Management Trainee Officer (Digital Marketing) from August 2017 to October 2017
• Advance E-Commerce, Vendor Coordinator from June-2016 to July 2017
• Electro Inc Canada, Sales, International Sales Executive from June 2015 to February 2016
• Al-Shaur Collegiate, Faculty, Course Instructor from December 2010 to March-2015
• PAF Base Faisal, Earth Quake 2005 Relieve Worker from October 2005 to November 2005 (Volunteered)
• Managing, allocating and distributing the donated goods.

HONOURS / ACHIEVEMENTS:
• Sold stock worth USD $ 105,000 during first four months at Electro Inc.
• Selected in Top 25 startups in Startup Cup Pakistan 2014.

EXTRACURRICULAR ACTIVITIES & HOBBIES:
• Reading Harvard Business Review.
• Attending Business and Management related talks and seminars.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.56

ELECTIVES:
• Strategic Marketing & Planning
• Marketing Research
• Marketing Analytics
• Marketing Strategies for Emerging Economies

Institute of Business Management (CBM), Karachi
• Bachelor of Business Administration, 2016
• Cumulative GPA: 3.00

Govt. College of Commerce, Karachi
• Higher Secondary Certificate (Inter-commerce)
• B Grade (69.27%)

St. Paul’s English High School, Karachi
• Secondary School Certificate, 2009
• A Grade (75.65%)

HONOURS / ACHIEVEMENTS:
• Featured in Search Engine Watch (World’s # 1 Search Engine News Platform) for creating Pakistan’s First Search Engine.
• Awarded Pakistan’s best sports blog award at PBA ‘11 organized by Google and P@sha.
• Featured in numerous blogs and news publishing websites for different honors.

MAJOR TERM PAPER/RESEARCH WORK/PROJECTS:
• CAPSTONE 1: Research carried out on the feasibility of eCommerce industry of Pakistan in terms of TCG products.
• CAPSTONE 2: Marketing Research project for ESL’s Turkish Generators project and way forward for the company.

WORK EXPERIENCE:
BagalleryDeals – Category Lead (March 2017 – Current)
• Managed the performance of all the categories and supervised the category managers on their respective categories.

Jayu Pakistan- Co-founder (May 2016 – October 2016)
• Collaborated with Jayu International to launch Jayu in Pakistan by introducing the latest iBeacon technology.

PakistanBlogs.com- Head of Operations (February 2015 – Current)
• Overlooking the operations and managing PR with different big organizations of Pakistan including Daraz.

Technology Links (Pvt.) Ltd.- Software Division, Digital Executive (January 2010 -May 2010)
• Contributed in launching the software division of Technology Links (Pvt.) Ltd.

SportPulse.net, - Former co-founder (October 2010 – May 2016)
• Managed a team of 90+ writers and took the honor of making SportPulse the biggest Sports website of Pakistan.

PKSearch.com- Former co-founder (July 2010 – September 2012)
• Designed and headed the launch of Pakistan’s first ever dedicated Search Engine

Synergy Dentsu – Digital Marketing Intern (August- September 2016)
• Worked for the page moderation and strategic planning of the Engro Foods Portfolio

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Blogging
• Hosting and managing Events
• Launching different online ventures
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.20

ELECTIVES:
• Integrated Marketing Communication
• Distribution Channel Management
• Advertising
• Marketing Research

Hamdard Institute of Management Sciences (HIMS), Hamdard University, Karachi
• Bachelor of Business Administration, 2014
  • Cumulative GPA: 3.07

Government Dehli College, Karachi
• Higher Secondary Certificate, 2010
  • B Grade (63.45 %)

Happy Palace Grammar School, Karachi
• Secondary School Certificate, 2008
  • A1 Grade (84.94 %)

SKILLS:
• Teamwork
• Adobe Photoshop
• Presentation Skills
  • MS Office
  • Time Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project (Engro Foods): Execute sales pitch(Olpers Milk, Tarang, Olpers Cream) in given census data of total potential customers (HORECA in Karachi) with regard to Food Services
• Capstone Project II: Application of Supply Chain in Security Management (Sea Port)
• Advertising: Develop and execution of TVC & Print Ad of Serene Airline.
• Entrepreneurship & Small Business Management: In-depth Automobile Industry Research and Conceptualized the Re-launch of a failed company - Adam Motors(Revo)
• Research Project: Determining Factors of Growth of Software Houses In Pakistan
• Research Project II: Determining The Factors Influencing Online Shopping In Karachi

INTERNSHIP/WORK EXPERIENCE:
National Bank of Pakistan, General Banking (All Department), Intern from 06/2012 to 08/2012
• Performed all functions of General Banking including Advances, Remittances, Account Opening, Clearing

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Organized HU-MARC in Hamdard University with over 100 participants and 5 sponsors
• Organized HCL (HIMS Champion League) – Annual Cricket Tournament
EDUCATION:
Institute of Business Management (IoBM), Karachi:
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.04

ELECTIVES:
• Marketing Analytics
• Distribution and channel management
• Integrated Marketing Communication
• Brand Management

Sir Syed University, Karachi
• Bachelor of Science (Telecommunication), 2012
• Cumulative GPA: 2.96

Govt. National College:
• Higher School Certificate, 2008
• C Grade (56.55%)

White House Grammar School:
• Secondary School Certificate, 2006
• A Grade (76.11%)

SKILLS:
• Excellent communication skills
• Ability to work under pressure
• Advance Excel

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing Analytics: Market Analysis of Generator market in Karachi.
• Brand Management: Research paper on Naheed Store, Brand Equity to Servo quality assessment using SPSS
• DCCM: Term Report on Engro Food Distribution
• IMC: Term report on Abbott, how communication is done in Abbott.
• Seminar In business Policy: Research paper on factors leading PIA to deterioration.
• Marketing Management: Market research on Dawlance washing machines

WORK EXPERIENCE:
Meezan Bank, Personal Banking Officer, from Nov 2016 to present
• Customer relationship management and relationship development with new customers.
• Ensuring Proper Policies implementation with customers and staff (Flore Management).
• Sales forecasting, keeping Branch Manager and Operation Manager in loop.
• Checking and providing multiple services regarding branch banking.
• Directing junior staff BSO, BDO in achieving targets, keeping quality and services up to the standards.

Standard Charted Bank, Sales Department, Relationship officer from Sep-2013 to Aug-2014:
• Sales and Marketing
• To develop business for the bank in the form of accounts, loans and other liabilities.
• Manage and forecast daily business.

Pakistan State Oil, Procurement Department, Interned from July-12 to Aug-12:
• To maintain all the records and manage all new customers and clients.
• Manage all the devices such as routers switches and servers.
• Look after troubleshoot and manage complain.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member At SWAT(Social Welfare society)
• Fitness
• Current Affairs (world politics and economics).
ALMIRA NAZ BUTT
almiranazbutt@gmail.com
Date of Birth: 20/02/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters Of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.20

ELECTIVES:
• Integrated Marketing Communication
• Brand Management
• Direct and Digital Marketing
• Retail Marketing
• Social Marketing
• Advertising

Institute of Business Management (IoBM), Karachi
• Bachelors Of Business Administration (BBA), 2013
• Cumulative GPA: 2.9

DA College for Women, phase VIII, Karachi
• Higher Secondary Certificate, 2009
• A Grade (73.18%)

Beacon House School, Karachi
• Secondary School Certificate, 2007
• A1 Grade (85.14%)

SKILLS:
• Good interpersonal and communication skills to establish good relationship with others.
• Proficient in MS Office Word, Excel, PowerPoint OMS, Marketplace portal
• Ability to organize Events with Team working spirit
• Ability to perform good research and possess good report writing skills

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand management: Launch plan of Shan Pastizza sauce
• Advertising: “Telenor khamoshi ka boycott” campaign analysis
• Event Management: Organizing event “Revival of theatre”.
• Direct and Digital Marketing: Direct and digital campaign for AOJ jewelers.
• Human resource management: Comparative analysis of HR activities in national and multinational banks
• Entrepreneurship and small business: Wedding planner “tie the knot” business plan.

WORK EXPERIENCE AND INTERNSHIP:
Daraz.pk (Rocket Internet), Commercial Department, Vendor Manager (February 2015 to Present)
• Acquire and maintain strategic fashion category accounts assortment building, sourcing, marketing campaigns, payments, issue resolution and on-site layout.
• Analyze fashion trends to source valuable assortment from vendors and build healthy business relationship
• Source and manage private label by sourcing assortment, bringing them on web-site.
Pakistan State Oil (PSO), Retail department, Intern, (June 11th to August 17th, 2012)
• Responsible to organize a Lube Carnival at PSO stations, evaluate the availability of services at different stations and to manage the respective files.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Organized an event “Revival of theatre” as per course requirement on 13th April 2012.
• Participated in Zenith leadership program 2011.Executive member of IoBM society’12 namely “Social and Welfare Trust” and arranging several welfare events.
• Actively participated in IoBM sports carnival throughout the period.
TEHSEEN NAZEER
std_13426@iobm.edu.pk
Date of Birth: 11/29/1992

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

ELECTIVES:
• Social Marketing
• Integrated Marketing Communication
• Marketing Analytics
• Brand Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.91

Govt. Degree Gulshan College, Karachi
• Higher Secondary Certificate, 2011
• B Grade (63.45%)

Happy Home High Happy School, Karachi
• Secondary School Certificate, 2009
• A1 Grade (83.18%)

SKILLS:
• Team Player
• Proficiency in MS Office
• Excellent communication and leadership skills

MAJOR TERM PAPERS /RESEARCH WORK/PROJECTS:
• Intermediate Financial Accounting: Ratio Analysis of Pharmaceutical industries
• Introduction to Business Finance: Ratio Analysis of financial statements of Oil Industry of Pakistan
• (National Refinery, Pakistan Refinery limited, Pakistan Oil field limited & Attock Refinery limited
• Marketing Analytics: Analytics report on Trade key
• Report on Marketing: Voice Company plan
• International Marketing: Report on Launching of Apple in Pakistan
• Brand Management: Brand activation of the icecream brand “Iyshcleem” within IoBM.

INTERNERSHIP/WORK EXPERIENCE:
Nazeer Dyeing and Bleaching, Export Department, Business Development Manager from 10/2015 to current
• Supervision of export department and documentation of containers
Bank AL Habib, Export Department, Internee from 09/2015 to 10/2015
• Learned the documentation process required for exports

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• President of Rotaract Club of IoBM, 2015-16
• Reading novels
MUFLAYHA NIAZ KHAN

muflayhakhan2@hotmail.com
Date of Birth: 02/12/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
  • Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.11

  ELECTIVES:
  • Marketing Analytics
  • Marketing Research
  • Industrial Marketing
  • Public Relations & Event Management

Institute Of Business Management, Karachi
  • Bachelor of Business Administration, 2013
  • Cumulative GPA: 2.5

DHA (O & A levels), Karachi
  • A–Levels, 2007
    • 1 A &1D

Middle East International School, Karachi
  • O-Levels, 2005
    • 6 Bs & 1 C

SKILLS:
  • Proficient at Microsoft Office
  • Proficient at Adobe Illustrator
  • Proficient at Adobe Photoshop CC 2015
  • Proficient at internet surfing

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
  • Advertising: Shezan All pure juice / 360 degree marketing campaign
  • Marketing Research: Habib Bank / Gauging the Non-banking population of Pakistan
  • Marketing analytics: Lays / Reasons for Failure of XnO’s brand.

INTERNSHIP/WORK EXPERIENCE:
Bank Alfalah, Customer Services, Intern from 03/2013 to 04/2013
  • Good learning and understanding about the corporate world.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
  • Head Of Promotions for EPS society
  • Arts, Makeup Artistry, Singing
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.40

  ELECTIVES:
  • Market Research
  • Marketing of Financial Services
  • Marketing Strategies for Emerging Economies
  • Social Marketing

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration (BBA), 2016
  • Cumulative GPA: 2.84

DA Collage for Women Phase VIII, Karachi
- Higher Secondary Certificate, 2009
  • A1 Grade (81.73%)

Ladybird Grammar School, Karachi, 2008
  • 3 BS & 2Cs

HONOURS / ACHIEVEMENTS:
- Won PAS Award for Hilal Ding Dong 3D campaign digital
- Selsun Blue Campaign 2016, best practice in 3 regions

SKILLS:
- Initiated Selsun Blue 360 Campaign for Sanofi Aventis
- I was one of the team member of Ding Dong 3D campaign
- Launch of Hemani Herbals in Pakistan

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Capstone 1: Pharmaceutical Detail Study for Reckitt Benckiser Pakistan
- Capstone 2: Cash Management for Askari Bank
- Consumer Behavior: Knorr Cast study on Pakistani Consumer Market
- Brand Management: Conducted Brand Audit on “Sunlight Washing Powder”

INTERNSHIP/WORK EXPERIENCE:
RED Communication, Account Manager from 06/2015 to 07/2017
- Looking after the accounts of Sanofi Aventis, PSO, Hilal Foods, Hemani Herbals and Habib Insurance. I look after their ATL and BTL activities along with their corporate communication department

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Member of The Management Society
- Reading: Classics, blogs
- Designing clothes
AMBREEN OBAID

obaidamber@yahoo.com
Date of Birth: 01/03/1989

EDUCATION:

Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 3.05

ELECTIVES:
- Brand Management
- Sales Management
- Advertising
- International Marketing

Institute of Chartered Accountants of Pakistan
- CA intermediate 2014

Karachi University, Karachi
- Bachelor of Commerce, 2009
- 1st Division

BAMM PECHS Government College for women, Karachi
- Higher Secondary Certificate, 2005
- A Grade (79%)

Nasra secondary School, Karachi
- A1 Grade (88%)

HONOURS / ACHIEVEMENTS:
- Awarded Financial Assistance at IoBM

SKILLS:
- MS Office
- Time Management
- Interpersonal and communication
- Leadership

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Elective/Brand Management: Branding Karachi as an investment Hub
- Elective/Sales Management: Sales Management and practices at Pharmevo(pvt)ltd
- Elective/Advertising: 360 Degree Advertising Campaign on Kala Kola
- Principles of Marketing: Launching Scotty in Karachi
- Method in business Research: Measuring satisfaction level in lobm students from facility and faculty
- Project Management: New product “DENOVO” manufacturing

WORK EXPERIENCE:

Institute of chartered Accountants of Pakistan (ICAP); Marketing and communication department; DEC2016-MAR2017

HOBBIES:
- Reading
- Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.23

ELECTIVES:
• Consumer Behavior
• Marketing Analytics
• Marketing Strategies & Emerging Economies
• New Product Development

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), 2015
• Cumulative GPA: 2.87

St. Joseph’s College for Women, Karachi
• Higher Secondary Certificate, 2010
• A Grade (76.82 %)

The Crescent Academy, Karachi
• Secondary School Certificate, 2008
• A 1 Grade (82.47%)

HONOURS / ACHIEVEMENTS:
• Certificate of appreciation by Epic Energy Drink, 2015
• Certificate for organizing CBMUN’13 Beyond Diplomacy from 02/08/2013 to 02/10/2013
• Certificate for volunteering 4th LadiesFund Women Awards, 03/15/2012

SKILLS:
• Attentive to detail & keen observer
• Ability to write reports
• Good in teamwork
• Proficient in MS Office
• Customer service

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project I: Measured cannibalization impact on Abbott’s painkiller portfolio - Research
• Capstone Project II: Designed Human Resource Policy for Network of Organization for People with Disabilities (NOWPDP) - Research
• Public Relations & Event Management: Conducted a PR event Healthy Pakistan
• Technology Innovation & Strategy: Developed a prototype for Blood Donation website
• New Product Development: Developed a prototype for Social App SteamEx for gamers
• Marketing Strategies for Emerging Economies: Identified problems for Careem Pakistan with proposed solutions

WORK EXPERIENCE
• World Wide Fund for Nature Pakistan, Officer School Outreach Programme from 25/09/2017 to Current

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Former member of Organizing Committee at Literary and Public Speaking Society (LPSS)
• Volunteered at LadiesFund Women Awards, LadiesFund Entrepreneurship Conference, Dawn Lifestyle
• Attended LadiesFund Entrepreneurship Conferences
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2016
  • Cumulative GPA: 3.16
  ELECTIVES:
  • Advertising
  • Marketing Analytics
  • Media Planning
  • Industrial Marketing
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Majors in Marketing, 2015
  • Cumulative GPA: 3.18
Cambridge International Examination (Private Candidate), Karachi
• A–Levels, June 2010
  • 1 B & 1 C
The City School, Karachi
• O-Levels, June 2008
  • 1 A, 4 B & 3 C
HONOURS / ACHIEVEMENTS:
• Certificate for generating best in-house activation idea at Bull’s Eye Communication, August 2016
• Article published in Tribune on Pakistan Super League’s launch, September 14, 2015
• Article published in Daily Times on Indo-Pak Cricket Diplomacy, September 2, 2015
SKILLS:
• People management skills developed by interacting and managing various stakeholders professionally
• Learnt professional utility of MS Office Suite as part of academics as well while on-the-job
MAJOR PROJECTS & RESEARCH:
• Capstone Project for GSK Pakistan: Analyzed GSK’s stock policies and helped optimize their warehouses
• Marketing Analytics: Project on “Tea Whiteners & use of Marketing Analytics to launch Dalda CupShup”
• Media Planning Project: Integrated Strategy and Media Plan for the “Launch of Serene Air”
• Brand Management: Report on “Dairy Milk Chocolate’s Proposed Line Extension into Dairy Milk Chocolate Spread”
INTERNSHIP/WORK EXPERIENCE:
Adcom Leo Burnett, Strategy Planning, Strategy Associate from 02/2017 to Present
• Responsible for developing communication strategy for clients such as Honda, Engro Foods, Qarshi, British Council, etc.
  Bull’s Eye Communications, Strategy Planning, Strategy Planner from 06/2016 to 09/2016
• Created and communicated brand activation plans for clients ranging from FMCG, Pharma, Banking and Telecom sectors
World Wide Fund for Nature (WWF), Corporate Partnership, Officer Youth Development from 12/2015 to 05/2016
• Developed engagement campaigns, organized events & coordinated with corporate partners for environmental causes
GlaxoSmithKline (GSK), Talent Acquisition and Learning, Intern 10/2015 to 11/2015
• Facilitated and coordinated the recruitment and employee-training functions of the department
Pakistan State Oil (PSO), Retail Marketing, Intern 01/2015 to 02/2015
• Conducted a research on the behavior of motorists and organized a customer-care event
EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Staying up-to-date with national and international marketing practices and campaigns
• Playing cricket and tennis and jogging early morning
FAJAR PARVEZ
fajar.parvez@yahoo.com
Date of Birth: March 11, 1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.29

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
  • BBA Cumulative GPA: 3.03

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2011
  • A Grade (71.73 %)

Beaconhouse School System, Karachi
• Secondary School Certificate, 2009
  • A Grade (72.59 %)

HONOURS / ACHIEVEMENTS:
• 1st prize in an Inter-school Karachi Debate competition reported in newspapers, 2003

SKILLS:
• Drafting Press Releases    • Creating digital content and copies
• Professional use of MS Office    • Event Management
• Social Media Monitoring and Mediating

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand Activation of Coca Cola
• Technology Innovation and Strategy: A Tech start-up presented in a Tech-fare presented before various industry experts and received great appreciation
• Methods in Business Research: Effects of Celebrity Endorsements on Brand Recall
• Sales Management: Territory Management Practices at Glaxo Smith Kline
• Advertising: Prepared an Electronic and Print Advertisement for Olpers, Olfrute.

WORK EXPERIENCE:
Synite Digital, Account and Social Media Executive, Pakistan (June 2017 to Present):
• Handling the Engro Account of Olper’s Milk and Cream on the digital platform.

GlaxoSmithKline (GSK), Marketing Project Trainee, Pakistan (March 2016 to January 2017):
• Supported a Senior Product Manager in various Marketing Campaigns for the portfolio assigned

Logicose, Digital Creative Copywriter, (December 2015 to February 2016):
• Generating traffic on various online platforms through engaging marketing and promotional techniques.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Reading and Writing Blogs on Sports
• Photography
• Reading books on history
• Travel and Tourism
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 2.99

ELECTIVES:
• Industrial marketing
• International marketing

• Distribution and channel marketing
• Advertising

PAF – Karachi Institute of Economics and Technology (KIET)
• Bachelor of business Administration, 2012
• Cumulative GPA: 3.27

Govt. Degree College, Karachi
• C Grade (50.79%).

PAF School Faisal, Karachi
• A Grade (71.10%)

SKILLS:
• Advanced user of MS Office
• Project Management Skills
• Strong logical/rationalizing and analytic proficiency

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Marketing/Industrial Marketing: Marketing and distribution model of D-Link
• Marketing/Distribution And Channel Marketing: Distribution model of Shan.
• Marketing /Advertising: Creative brief on Dawalance corporate campaign
• Marketing /International Marketing: Business plan for launching D-LINK products in Kuwait.
• Capstone Project: Research report on how to improve restaurant excellence of KFC Pakistan

INTERNSHIP/WORK EXPERIENCE:
Checkmate INC., Producer from Feb/2017 till date
• Business development, client service and the execution of the entire campaign
KFC Pakistan, Marketing, Assistant Brand Manager from Jan/2016 to Jan/2017
• Managing the entire portfolio with regards to marketing services
Orientm McCann, Client Service, Account Manager from Oct/2013 to Dec/2015
• Ensure the alignment of promotional strategies with overall business goals for each client
Through liaison, direct contact and marshaling of agency resources

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Movies
• Cricket
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.03

ELECTIVES:
• Sales Management
• Advertisement
• International Marketing
• Direct & Digital Marketing

Karachi University
• Bachelors of Commerce, 2013
• C Grade (52%)

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2008
• B Grade (60.45%)

Pakistan International School, Al-Jubail, Dammam, K.S.A
• Secondary School Certificate, 2006
• A Grade (73%)

HONOURS / ACHIEVEMENTS:
• Selected as participant for Global Toastmasters Quiz Competition in 2004, K.S.A

SKILLS:
• Digital Marketing
• Inbound Marketing
• Search Engine Optimization (SEO)
• Content Writing
• Graphic Designing
• Communication Skills

WORK EXPERIENCE:
Gaditek, Digital Marketing Executive, February 2017 - Present
• Management Trainee Officer (Digital Marketing), February 2017 to May 2017
• App Marketer of PureVPN, June 2017 – Present

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Advertisement: Conducted qualitative research and developed an Ad on Wall’s Fruttare
• Strategic Marketing & Planning: Assisted professor on research article based on Electronic Marketing
• Direct & Digital Marketing: Conducted Qualitative Research and strategized way forward for brand Shangrilla
• CSR: Visited PEPSI Co. and interviewed executive director at Pakistan Beverage Ltd. regarding their social work for the society
• Sales Management: Visited Abbott Laboratories office and interviewed regarding their procedure of Budgeting and Forecasting of Sales

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Digital Marketing News
• Motivational Lectures
• Graphic Designing
• Gaming
SYED SAAD KHATIM TABREZ

sskt1992@gmail.com
Date of Birth: 27/03/1992

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

  ELECTIVES:
  • Marketing Analytics
  • Merchandising and Sales Promotion
  • Marketing of Financial Services
  • Distribution and Channel Management

Institute of Business Management (IoBM), Karachi.
• Bachelor of Business Administration BBA(Honors), Major in Marketing, 2016
  • Cumulative GPA: 3.26

Aga Khan Higher Secondary School, Karachi
• Higher Secondary Certificate, 2012
  • A Grade (75.4 %)

Beacon light Academy, Karachi.
• O - Levels, 2010
  • 3 As,1 B & 3 Cs

HONOURS / ACHIEVEMENTS:
• Successfully launched fashion show at IoBM open house for IoBM club for Entrepreneur 12/2016.
• Got third position in Inter body building competition.

SKILLS:
• Think logically and critically and are able to come up with creative solution or new way of doing it.
• Initiate action plan, make decision and solve problems smartly.
• Friendly and sociable and able to build and keep solid working relationship.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone project II: Devise a Marketing plan for ICCBS incubator TIIIS.
• Capstone Project I: Formulated feasibility report for electric vehicle in Pakistan automobile market.
• Business Analytics: Devise prescriptive analysis by using Google data analytics and IBM Watson analytics.
• Marketing Analytics: Created a case study on Nestle Maggi by integrating marketing analytics matrix to it.
• Marketing Strategies & Value Innovation: Designed Holistic value innovation process for Avari Hotel.
• Merchandising and sales promotion: Implemented and evaluated merchandising tools on Al-Jadeed Supermarket

INTERNSHIP/WORK EXPERIENCE:
Pakistan Petroleum Limited, Human Resource Department, Internee from 06/2016 to 07/2016
Managing the recruitment process for manager and senior manager positions.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of IoBM club For Entrepreneurs
• Gym, Cycling, Football, Swimming, Gardening and Drama by William Shakespeare’s ‘Julius Caesar’.
• Reading Economist, HBR magazine, Reader’s Digest
• Volunteering in social welfare programs such as SIUT.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.23

   ELECTIVES:
   • Brand Management
   • Marketing Analytics
   • Advertising
   • New Product Development

University of Karachi
• Bachelor of Arts in Mass Communication, 2013
• 1st Division

Beacon house School System, Karachi
• A Levels, 2011
• 1A, 3Cs

Beacon house School System
• O-Levels, 2009
• 1A, 6Bs

SKILLS:
• Good Analytical Skills
• Interpersonal Skills
• Ability to work equally well in teams as individually.
• Proficient with Microsoft office
• SAP basic

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone: Collaborating with UNDP for youth Employment Project
• Brand Management: Term project on brand audit of meat one with respective
  Recommendation to increase their brand equity.
• Marketing Analytics: Case study on Singer Pakistan 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

INTERNSHIP EXPERIENCE:
Orient McCann Pakistan – Strategy, Research & Planning Intern – 18/08/17 to 03/10/17
• Conducting Market Research
• Gathering
• Competitive Analysis
• Devising a Strategy
• Preparing Creative Briefs
• Making pitch presentations

EXTRACURRICULAR ACTIVITIES:
• Reading
• Surfing the internet
• Listening to Music
• Travelling
EDUCATION:
Institute of Business Management, Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.10

ELECTIVES:
• International Marketing
• Retail Management
• Marketing Analytics
• Direct and Digital Marketing

Institute of Business Management, Karachi
• BBA (Honors), January 2016
• Cumulative GPA: 2.8

Beaconhouse School System, Jubilee Campus, Karachi
• A – Levels, 2011
• 2 Cs

Beaconhouse School System, Jubilee Campus - Graduated
• O - Levels, 2009
• 2 As, 5 Bs, 2 Cs

SKILLS
• Public speaking - a keen interest in speaking in public and giving presentations in front of a crowd
• Proficient writing skills – able to draft write ups to duly capture the reader’s attention
• Creative thinker – able to formulate creative ideas and strategies for marketing, as well as product development; also applied to troubleshoot particular issues and problems.
• Computer Knowledge – basic knowledge of MS Office, particularly in MS Excel and Word

INTERNSHIP/WORK EXPERIENCE:
• AbuDawood Trading Company – Sales Intern (July – August 2014)
Responsible for conducting a retail survey on sales of Gillette and Pampers and to constitute plausible solution for increasing sales.
• Engro Polymer and Chemicals – Business Development Intern (June - July 2015)
Responsible for investigating the possibility of implementing anti dumping laws on PVC in Pakistan
• Institute of Business Management – Research Associate (March 2016 – May 2016)
Encompasses drafting, amending, proofreading, and editing various research papers being generated by a senior faculty member
• Engro Foods Limited – Management Trainee (July 2016 – April 2017)
Rotated in three different departments as a part of the MT program;
• Food Services Division: Planning and aligning a Channel Development Strategy for universe expansion
• Olpers Brand: Assisting and managing two main campaigns of Olpers namely the 3 Bahadur campaign and the Olpers 250ml Household gathering.
• Packaging Procurement: Conducting auctions for various packages in order to generate savings for the company.
• Engro Foods Limited – Area Sales Manager, Omore (April 2017 – August 2017)
Managing distribution and sales of Ice Cream in the area of Clifton, Defence, Bahadurabad, Saddar, Mehmoodabad, Garden, and Lyari, as well as the extra responsibility of Key Accounts.
• Engro Foods Limited – Procurement Analyst (August 2017 - Current)
Responsible for monitoring of procurement KPIs, as well as calculating total savings being generated by the department.
ANUSHA SAMAD KHAN
anusha_samad@yahoo.com
Date of Birth: 12/08/1993

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.61

ELECTIVES:
• Industrial Marketing
• Social Marketing
• New Product Development
• Marketing Analytics

Institute of Business Management (IoBM), Karachi
• Bachelors of Business Administration, 2015
• Cumulative GPA: 3.58

BAMM PECHS Government College for Women, Karachi
• Higher Secondary Certificate, 2011
• A-One (80%)

Montessori Complex High School, Karachi
• Secondary School Certificate, 2009
• A-One (91.4%)

HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 09/09/2012 to 05/07/2015
• Secured a 6th position in SSC Part-II.

SKILLS:
• Proficient in Microsoft Excel, Power Point and Access.
• Trained in Business writing.
• Excellent at team work
• Experienced in office administration and management.
• Comfortable in interacting will all levels of organization and public/students.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: A full fledge brand audit of brand “Dettol”
• Marketing Analytics: A detailed analysis of distribution capacity and strategies of Coca Cola
• Marketing Strategies and Value Innovation: A comprehensive analysis of innovation techniques used by TCS Yayvo
• Strategic Management: Analysis of Telecommunication Industry and designing strategies for Mobilin
• Capstone Project 1: Comprehensive study on consumer perception and buying behavior of customers related to Habitt and its products

WORK EXPERIENCE:
RG Blue Communications – Client Service Department, Account Manager from June, 2017 to Present
• Handling account of Hamdard Pakistan; responsible for the revamping of the corporate brand
Circuit Draft FCB- Client Service Department, Account Executive from November, 2015 to May, 2017
• Managed accounts of Oreo (CBL), Dunking Donuts, Master Enterprises and Unity Group

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Volunteering Services
• Reading fashion magazines and French articles.
AHSAN SHAHID
Date of Birth: 29/11/1990

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.03

  ELECTIVES:
  • Consumer Behavior
  • Direct and Digital Marketing
  • Media Planning
  • Advertising

Institute of Business Management (IoBM), Karachi
• BS (Honors) Commerce, 2013
  • Cumulative GPA: 2.96

Bahria College Karsaz, Karachi
• Higher Secondary Certificate, 2009
  • B Grade (66.64%)

Happy Home School, Karachi
• Secondary School Certificate, 2007
  • A Grade (73.5%)

SKILLS:
• Ability to work under tremendous using target oriented approach work pressures and meet with deadlines.
• Good interpersonal and organizational skills
• In-depth knowledge of on-line research with excellent analytical skills
• Good report writing skills and excellent team player
• Efficient in Microsoft Word, PowerPoint, Excel, Visual Basic and Adobe Photoshop.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Methods in Business Research: Research report on ‘Effectiveness of Dummy Advertisements on Consumers’
• Sales Management: Made a report on ’Territory Management of Pharm Evo’
• Principles of Marketing: Research report on ‘Marketing of Pakola Drink’
• Media Planning: Designed a complete media plan on ‘Starbucks launch in Pakistan’
• Advertising: Formulated an advert and print materials for Serene Airline.

INTERNSHIP/WORK EXPERIENCE:
Logicose, SEO Department, SEO Executive from 08/2017 to Present
• To manage and strengthen the search engine ranking and overall online presence of international clients.
Lanetwelve, Digital Marketing Department, Digital Marketing Trainee from 04/2017 to 07/2017
• Developing a distinct online presence by attracting high numbers of internet followers through social media channels and to manage the contact database and assist with lead generation activities

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Playing cricket & video games.
• Reading latest tech news & events.
• Active on various Social Media platforms.
ZUNAIR SHAHZAD
zunair.zs1@gmail.com
Date of Birth: 07/14/1994

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.25
  ELECTIVES:
  • Brand Management
  • New Product Development
  • Marketing Analytics
  • Distribution and Channel Management

Karachi University, Karachi
• Bachelor in Commerce, 2013
• 2nd Division (56.91%)

Government Degree College Malir Cantt, Karachi
• Higher Secondary Certificate, 2010
• B Grade (64.18%)

New Pearls Grammar School, Karachi
• Secondary School Certificate, 2008
• A Grade (77.18%)

HONOURS / ACHIEVEMENTS:
• Awarded certificate and letter of appreciation in the Capstone 1 at PepsiCo (March '17)

SKILLS
• Microsoft Office
• Leadership
• Interpersonal

MAJOR TERMS PROJECT
• Capstone Project 1 (Detailed survey, market research and develop shop profile of wholesale’s in confectionary / Frito lays Pakistan)
• Brand Management (Detailed Brand Audit / Meat One)
• Distribution And Channel Management (Detailed plan of distribution management dynamics of distribution/ Parazelsus Pakistan)
• Capstone Project 2 (Propose marketing and launching plan in deodorant category / King Chemical)
• Marketing Strategies and Value Innovation (Implementation of six path ways of value innovation / Uber Pakistan)
AYESHA MOTI
Ayesha.moti193@gmail.com
Date of Birth: 08/30/1993

EDUCATION:
Institute of Business Management, Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.42

ELECTIVES:
• Strategic Marketing Planning
• Marketing Strategies of Emerging Economies
• Advertising
• Public Relations and Event Management
• Marketing of Financial Services
• Media Planning
• Marketing Management
• Social Marketing

Institute of Business Management, Karachi
• Bachelors of Business Administration
• Cumulative GPA: 2.89

Tabanis School of Accountancy
• Higher Secondary Certificate
• A1 Grade (79.82%)

St. Joseph’s Convent
• Secondary School Certificate
• A1 Grade (83.18%)

SKILLS:
• Skilled in Event Management.
• Strong interpersonal & managerial skills.
• Travel Enthusiast.
• Skilled in Microsoft Office.
• Effective writing and speaking skills.
• Food Connoisseur.

INTERNSHIP/WORK EXPERIENCE:
• Strategic Marketing Intern at RG Blue Communications, February 2016
• Student Ambassador at IoBM, March 2014
• Intern at Amxeco Pakistan Pvt (Ltd), June 2013

MAJOR REPORTS:
• Capstone Project I: Financial Feasibility of Ehtesham Packages
• Capstone Project II Business development for NOWPDP Project Yaqeen for Disables.
• Marketing in Business Research: Market Research on Ufone.
• Marketing Management: Launched an Innovative Business Idea.
• Advertising: Re-launching the Commercial Advertisement of Tulip Tissues.
• Social Marketing: Blog writing on Ragging amongst Asian Student.
• Analysis of Pakistani Industries: Porter’s Analysis on Automobile Industry of Pakistan

EXTRA-CURRICULAR ACTIVITIES:
• Team Leader of Social Awareness and Marketing Department at the Social Welfare And Trust Society (SWAT) of IoBM (2014-2015)
• Member of Event management at Entertainment Plus Society of IoBM (2013-2014)
• Runner up at Dawn Spelling Bee Competition 2012
• Volunteer at Dar-ul-Sukoon (2011- Current)
• 27th Position Holder in SSC Board Karachi 2009
• Travel Enthusiast.
• Food Connoisseur.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.50
ELECTIVES:
• Integrated Marketing Communication
• Media Planning
• Market Research - Media Planning
• Strategic Marketing Planning
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2016
  • Cumulative GPA: 3.47
Nixor College, Karachi
• A-Levels, 2012
  • 1 A & 1B
The City School, Karachi
• O-Levels, 2010
  • 3A*s, 4 As, 2 Bs
HONOURS / ACHIEVEMENTS:
• Awarded Merit Scholarship at IoBM from 2012 to 2015
• Awarded shield for high achiever in O-Levels
SKILLS:
• Strong Follow-up skills: Constant contact with vendors and design teams at Meiji & Pfizer strengthened my skills and enabled to deliver all work on time. Single handedly organized Annual Sales Conference 2017 at Meiji meeting all the deadlines
• Analytical Skills: Analyzed Sales pattern and gathered insights. Conducted research for Business plan for entrepreneurship course, incorporated the result to design a plan, secured Third position in the competition.
• Leadership Skills: Lead group of volunteers at SIUT for student Volunteer program for 2 years guided them regarding their duties and successfully lead 8 groups of volunteers. Represented “Yellow House” at The City School as the Vice captain and class as member of the student body.
• Team Player: Worked as a team player in various projects at Meiji. Worked with many new individuals for a number of term reports and completed the tasks assigned as a team before the due date. Worked with a number of volunteers at “Make a Wish Foundation” to organize wish granting ceremonies for terminally ill children
MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Conducted market research and made a feasibility report for Shield Corporation to enter into sports category
• Capstone 2: Conducted market research and made a marketing and operational plan for motels.pk to launch in Pakistan
• Media Planning: Worked on media plan for Serene Air
• Strategic Marketing and Planning: Evaluation of current marketing strategies and recommendation for future proposed activities
WORK EXPERIENCE:
Meiji-Global Brands Marketing - Marketing Executive (10/2016 to current)
• Strategy designing for yearly activities in order to increase the market share of Meiji
• In-depth analysis of sales data to identify gap in the market and discover untapped segments
• Liaising with Vendors
• Successfully organized Annual Sales Conference
• Planned activities and launched a new SKU all over Pakistan
• Plan all the marketing tools required for promotion
• Prepare weekly social media dashboard and increase consumer engagement on social platforms
• Successfully organized BTL activities for doctors in various cities of Pakistan
• Launched and presented major documentary to HCPS in various cities of Pakistan
INTERNSHIP EXPERIENCE:
Pfizer Pakistan ltd- (06/2016 to 08/2016)
• Delivered work on 3 campaigns in a matter of 6 week time
• Organized 2 CME’s which catered almost 150 doctors countrywide
• Designed brochures and promotional materials were made available in a month within Pakistan
Ismail Industries Pvt- CandyLand- (06/2015 to 08/2015)
• Introduced a new flavor in the hardboiled candies category in 6 weeks
• Conducted competitor analysis, incorporated international lollipop flavors in our lollipops and the test marketing gave an amazing response
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.03

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

Govt. Premier College for Girls, Karachi
• Bachelor of Commerce, 2013
• Division Second

Govt. Premier College for Girls, Karachi
• Higher Secondary Certificate, 2011
• B Grade (59.91%)

Metropolitan Academy, Karachi
• Secondary School Certificate, 2009
• B Grade (68%)

HONOURS / ACHIEVEMENTS:
• Rewarded by a Shield & Certificate on Capstone Project (01) at PepsiCo.

SKILLS:
• Proficient in Microsoft Office
• Quick learner & Responsible
• Creativity
• SAP basic

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Methods in business research: Find customer retention in online apparels shopping in Karachi.
• Financial management: Financial analysis of a non-listed company.
• Capstone 01: Project trainee at PepsiCo.
• Capstone 02: Designed an MT program for the AKU (Aga Khan University)
• Advertising: Created an ad of Dawlance Automatic Washing Machine
• Seminar in Business Policy: Analyze the impact of CPEC (OBOR) project on SMEs sector of Pakistan.

INTERNSHIP/WORK EXPERIENCE:
• Internee at Arif Habib Commodities as a research analyst

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Sketching & Drawing
• Observing behavior of people
• Find meaningful life
• Games & Social media
• Movies & Music
• Gardening
EDUCATION
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.41

ELECTIVES
• Advertising
• Brand Management
• New Product Development
• Distribution & Channel Management

NED University of Engineering & Technology, Karachi
• Bachelor of Electronics Engineering (B.E), January 2014.
• A1 Grade (84.5%)

P.E.C.H.S Govt. College for Women, Karachi
• Higher Secondary Certificate, 2009
• A1 Grade (81.55%)

P.E.C.H.S Girls School, Karachi
• SSC- Board of Secondary Education, 2007
• A1 Grade (85.65%)

HONOURS/ACHIEVEMENTS
• Awarded Certificate of Participation in SENTEC PROJECT EXHIBITION
• Certificates of Achievements for the A-1 Grades.

SKILLS
• Excellent presentation skills
• Team player
• Advanced Design System
• MS Office
• Proposal writing
• Multi Tasker
• AutoCAD 2D-3D
• Marketing Research ,CISCO Packet Tracer ,Electronic Workbench

RESEARCH WORK PROJECTS
• Capstone 1 on Pharmaceutical Industry with research objective of “Why pharmaceutical raw materials are not being made in Pakistan” Research project goal is to identify what measures Pakistan needs to execute to create raw materials for their pharmaceutical industry.
• Capstone 2 – Pakistan State Oil Company (PSO) Research project based on oil industry of Pakistan with an objective to an alyse and conduct an in-depth analysis of the local oil industry of Pakistan so as to gain an insight into the shift in consumer demand and influx of industry players.
• Advertising: To make an attractive and a strong execution strategy of a low and failed brand or product with advertising techniques.
• New product development: Prototype of Maids Hub Android Application
• Methods of business research: Research report on “effect of word of mouth on consumer buying behaviour of college students”.
• Marketing Management: Report on Pakistan Telecommunication Industry
• Electronics Engineering Final Year Project: Development of Artificial Neural network based speaker recognition system by using MATLAB software.

INTERNSHIP EXPERIENCE
Shield Corporation Limited, Sales and Operations Intern from August to October 2017
• Standard Operating Procedures for order processing, delivering and invoicing. Sales Operations Manual with stock cover policy.

Siemens Pakistan, Business Unit – Energy and Automation Department from 4th June 2012- 16th July 2012
• Have blended the theoretical information of engineering with the practical experiences within the organization. Additionally, have analyzed and visualized transformers and manufacturing of mechanical and electrical portions of switch boards.

Trainee Engineer in TAJ Engineering Company from March 2014 to April2015
• Worked in Engineering department for designing, estimation of Switch Gear Products and understanding of manufacturing process.

CONFERENCE AND EXHIBITIONS ATTENDED
• “WOW &WIN Annual Sales Conference 2017” Organized by Shield Corporation Limited from 12th Sept -14th Sept 2017
• SENTEC Project Exhibition held at NED University of Engineering & Technology

EXTRACURRICULAR ACTIVITIES
• Playing Badminton
• Reading online articles / magazines
• Blog writing
MUHAMMAD SOOMAR KHAN
m.soomarkhan1@gmail.com
Date of Birth: 27/01/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.27

ELECTIVES:
• Advertising
• Marketing Research
• Distribution and Channel Management
• Brand Management

Dawood University of Engineering and technology, Karachi
• Bachelor of Engineering (Electronics), 2014
• Cumulative GPA: 3.19

SZABIST College, Larkana
• Higher Secondary School Certificate,2008
• A Grade (75%)

Army Public School, Pano Aqil Cantt
• Secondary School Certificate  2006
• B Grade (65%)

HONOURS / ACHIEVEMENTS:
• Attended seminar on Women Empowerment held at Institute of business management
• Presented Restaurant’s Business Plan at Sprite Spice War Competition
• Participated as Team Leader at Express family Festival 2016 (for 3 days)

SKILLS:
• Proficient at Excel, Word, PowerPoint and SPSS
• Strong Verbal and Written Communication, Presentation skills and Interpersonal skills

MAJOR TERM PROJECTS:
• BRAND MANAGEMENT   (Re-launch Nestle Flavored Yogurt)
• MARKETING RESEARCH   (Penetration of 3g/4g in Youth Market)
• ADVERTISING (Launch of Range Rover Velar Car)
• DISTRIBUTION AND CHANNEL MANAGEMENT  (Rose Petal Tissues)
• CAPSTONE 1 ON MY SEHAT.PK   (Online health service provider)
• CAPSTONE 2 WITH NED UNIVERSITY   (Launching a new product- Date Juice)

INTERNSHIP/WORK EXPERIENCE:
• Marketing and Sales Intern at PIXARCH Architectural Visualization from 2nd October to 15th November 2018
• Intern at Precision Engineering Complex (PIA) from 1st March to 15th March 2014

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Visiting different Places, Playing Musical Instruments, Watching movies, Listening Music, hanging out with friends
SHAHZADA TAIMOUR SULTAN
taimoursultan@yahoo.com
Date of Birth: 02-03-1987

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.33

ELECTIVES:
• Marketing Analytics
• Brand Management
• New Product Development
• Direct & Digital Marketing

University of Sargodha, Sargodha
• Doctor of Pharmacy, 2010
• Cumulative GPA: 3.68

Islamabad College for Boys
• Higher Secondary Certificate, 2004
• A Grade (78.45%)

Islamabad College for Boys
• Secondary School Certificate, 2002
• A Grade (74.59%)

HONOURS / ACHIEVEMENTS:
• Student of the Year 2008 at Faculty of Pharmacy, University of Sargodha

SKILLS:
• Presentation, Marketing Strategy, Sales Planning

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone 1: Research of consumer preferences in TV networks
• Capstone 2: Factors effecting Online shopping

INTERNSHIP/WORK EXPERIENCE:
• Abbott Pakistan: Assistant Product Manager.
• Pharmevo (Pvt Ltd): Product Manager

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Music
• Writing
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.13

ELECTIVES:
• Media Planning
• Brand Management
• Advertising
• Social Marketing

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.82

Commecs Institute, Karachi
• Higher Secondary Certificate, 2011
• A Grade (75.64%)

Beaconhouse School System, with Karachi
• Secondary School Certificate, 2009
• A Grade (74.94%)

HONOURS / ACHIEVEMENTS:
• Winner of the Unilever Talent Hunt competition 2014
• Brand Ambassador For Unilever talent hunt competition
• Certification in General and Takaful Insurance programs

SKILLS:
• Well versed in MS Word, MS Excel, MS Access, Power Point and Visual Basic.
• Excellent oral and written communication skills.
• Leadership, team work, planning and problem solving skills.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• A full-fledged research on the brand Lifebuoy - Brand Audit.
• Analyzing and formulating a media plan to launch Pakola’s advertising campaign
• In Depth Qualitative Analysis to analyze the Impact of color on Ad recall
• Qualitative Analysis analyzing the Hotel Industry in Pakistan to formulate new strategy for regent Plaza.

INTERNSHIP/WORK EXPERIENCE:
Adamjee Life Assurance, Marketing & Alliance Department, Senior Officer Dec 2016 to Present
• Management, and marketing of Adamjee life’s new Brand Program - Orbis Reward

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• The Management Society , Executive Director Logistics, IoBM
• Team Leader for EMERGE ’13 & ’14 as Executive Director Logistics.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master in Business Administration (MBA), Major in Marketing, Graduation: 2017
  • Cumulative GPA: 3.69
  ELECTIVES:
  • Media Planning
  • Industrial Marketing
  • Marketing Analytics
  • Marketing of Financial Services
Institute of Business Management (IoBM), Karachi
• Bachelors in Business Administration (HONS), 2015
  • Cumulative GPA: 3.24
The City School PAF Chapter, Karachi
• A–Levels, 2011
  • 1 B & 1 C
The City School, Karachi
• O-Levels, 2009
  • 6 As & 3 Bs
HONOURS / ACHIEVEMENTS:
• Champion, British American Tobacco’s “Battle of Minds 2015” Recruitment Drive
SKILLS:
• Ability to work under pressure
• Creative and a team player
• Strong analytical skills
• Excellent written & oral communication skills
MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone II: In-depth marketing analysis for “Merck” on the prescribing habits and behaviors of doctors
• Capstone I: Market Share Analysis & the Impact of Channel Strategy on Customer Value of “Coca Cola”
• Media Planning: Media Planning Strategy for “Epic Energy Drink”
• Marketing Analytics: Analytics mechanism at “Sindh Engro Coal Mining Company”
• Marketing of Financial Services: Brand management and corporate strategy analysis of “HBL”
WORK EXPERIENCE:
Habib Bank Limited, Assistant Product Manager HBL Credit Cards, from 11/2015 to Present
• Developing product, channel, process marketing and brand positioning strategy to maximize profitability and market share
  for the Credit Card portfolio
Habib Bank Limited, Management Trainee Officer, from 08/2015 to 11/2015
• Trained on a 4 month MTO program at the HBL Learning & Development Center
EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Vice President, SHRS, 2014 - 2015
• An avid marketing journals and blog reader
• Volunteer IoBM, 2015
• Honorable Mention, LUMS United Model Nations
MAAZIA TARIQ MAJEED
maazia.majeed@gmail.com
Date of Birth: 21/04/1992

EDUCATION:
Institute of Business Management, Karachi
• Masters of Business Administration (MBA), Major In Marketing, Graduation: 2017
• Cumulative GPA: 3.26

ELECTIVES:
• Brand Management, Advertising
• New Product Development
• Integrated Marketing Communications

Bahria University Karachi Campus
• Bachelor of Business Administration (Hons), 2015
• Cumulative GPA: 2.98

St. Josephs College for women, Karachi
• Higher Secondary Certificate, 2010
• C Grade

DHA higher secondary school phase 4 in 2008
• Secondary School Certificate, 2008
• A Grade

HONORS/ACHIEVEMENTS:
• Awarded for being the In-House Head in “The Leadership Conference, Bahria”, 2014.
• Awarded for being the Assistant Committee Director at BUMUN, 2014.
• Awarded for being a content writer at Publications team, BUMUN, 2013.
• Honorary mentions in several MUN’s in Bahria Karachi and Islamabad.
• Brand Ambassador of Women thy name is Entrepreneur, 2012

SKILLS
• Research
• Public speaking
• Conducting workshops
• Debating
• Event management
• Content writing

MAJOR TERM PAPERS/RESEARCH WORK/ PROJECTS:
• Capstone with NOWPDP, working with people with disabilities for their business startups.
• Capstone on entire pharmaceutical industry in Pakistan on raw material production locally.
• Created a prototype of an App for online counseling services as part of Marketing strategies course.
• Made a prototype of a hair care machine as part of technology, Innovations & Operations course.
• Conducted a training workshop on empowerment and leadership.

INTERNSHIP EXPERIENCE:
• Jovago, Content Marketing Intern (August 2017-November 2017)
• Metaphor consultants, Executive Content Development (January 2015- February 2015)
• Made online articles, business reports and academic reports
• Sui Southern Gas Company, HR Intern. (July 2014- August 2014)
• Learnt oracle for various HR functions, was rotated in various HR departments.
• PIA Training centre, HR Intern. (June 2013-July 2013)
• Evaluated performance appraisals, attended mock up sessions, helped organizing training sessions.
• Mauya Studios, Freelance writer. (September 2012 – June 2014)
• Wrote for different projects involving marketing products and services online

EXTRACURRICULAR ACTIVITIES
• Part of IoBM’s Student Magazine
• Blogs
• Sports
MAUOZ UL HASSAN
mauoozh@gmail.com
Date of Birth: 27/07/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.14

ELECTIVES:
• Consumer Behavior
• Distribution & Channel Management
• Marketing Strategies for Emerg. Economies
• Strategic Marketing & Planning

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2014
• Cumulative GPA: 3.00

Formen College, Karachi
• Higher Secondary Certificate, 2010
• A Grade (74.26%)

St. Paul’s English High School, Karachi
• Secondary School Certificate, 2008
• A1 Grade (80.94%)

HONOURS / ACHIEVEMENTS:
• CIMA GBC participation award

SKILLS:
• Leadership, Analytical and Problem Solver

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone II: Developed business plan for an upcoming business model in hotel industry
• Capstone I: Presented report on pharma pricing mechanism in developing and developed countries
• Mkt. Strategies for Emerg. Eco: Developed a business plan for upgrading Auto Rickshaw to a quadricycle
• Distribution & Channel Management: Presented GSK distribution model for Pharmacies
• Consumer Behavior: Research on LUX with respect to consumer behavior and marketing needs
• Marketing Strategies & Value Innovation: Launch plan for Verifapp, designed for data safety in case of theft

INTERNSHIP/WORK EXPERIENCE:
Packages Ltd, Sales, Assistant Manager Sales, from 05/2017 to Present
• Developing Pharma Packaging Business for company’s unit carton division

GSK Consumer Healthcare Pakistan, Territory Sales Executive, from 09/2015
• Managed Consumer and OTC business at Trade front

GSK Pakistan, Marketing Project Trainee, from 11/2014
• Designed marketing activities for Panadol like Digital marketing plan, activation plan and detailing content

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of a health club, play table tennis and swim
• Watch movies and hang out with friends
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.31
  ELECTIVES:
  • Distribution & Channel Management
  • New Product Development
  • Media Planning
  • Marketing Analytics
Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.95
DJ Government Sindh Science College, Karachi
• Higher Secondary Certificate, 2010
• A Grade (76.27%)
Bangalore Town Secondary School, Karachi
• Secondary School Certificate, 2008
• A1 Grade (85.4 %)

HONOURS / ACHIEVEMENTS:
• Selected in National Talent Hunt Program (NTHP) at IBA (04/2011 -06/2011)
• Awarded Gold Medal for achieving highest marks in school (2008)

SKILLS:
• Leadership - Ability to motivate and help people around the work place
• Team Player - Ability to work collaboratively in group tasks

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone: In depth study and Analysis of the “Power Sector of Pakistan” for Askari Bank
• Capstone: Detailed Marketing Plan of Gromore, for Dynatis International (Indus Pharma)
• New Product Development: Developing of a New Product, “Potato Chips and Dip”
• Marketing Analytics: Case Study on the Positioning and Brand Architecture of “Dalda Cup Shup”
• Brand Management: Brand Audit of Dalda Pakistan.

INTERNSHIP/WORK EXPERIENCE:
Roshan Packages Ltd, Key Account Executive, from 05/2017 to present
• New Business Development, Management of Key Accounts, Relationship building and maintaining to achieve customer loyalty
Bissino, Intern, from 05/2015 to 07/2015
• Feasibility analysis for the launch of women clothing line, Management of Digital Marketing.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• General Secretary at “The Economics Society” of IoBM
• Director Marketing at “The Marketing Society” of IoBM.
MEHAL-UR-RAHMAN
mehalrahman@gmail.com
Date of Birth: 25/09/1991

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

ELECTIVES:
• Brand Management
• Media Planning

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2014
• Cumulative GPA: 2.62

College of Economic & Social Development IoBM, Karachi
• Higher Secondary Certificate 2010
• B Grade (61.36%)

Falcon House Grammar School, with Karachi
• Secondary School Certificate (Agha Khan Board)
• A Grade (72.1%)

SKILLS:
• Proficient in Microsoft Word, Excel & Powerpoint
• Ability to work under pressure
• Time Management
• Adaptability

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Brand Audit of Synergizer Magazine
• Capstone Project I: Post Launch campaign analysis of MOSPEL (ABBOTT)
• Capstone Project II: Post Launch campaign analysis of COFLOZ (ABBOTT)
• Media Planning: Relaunch strategy for RC cola with complete Media Plan
• Marketing Strategy & Value Innovation: Case Study on Implementation of Blue Ocean Strategy by Daraz.pk
• Marketing Analytics: Case study on problems faced by Shan Shoop Noodles
• Direct & Digital Marketing: Complete digital marketing plan for a GYM

INTERNSHIP/WORK EXPERIENCE:
CarFirst (Frontier Cars Group), Marketing, Offline Marketing Executive from 03/2017 to Present
• Responsible for managing all types of Offline Marketing activities
The Arkadians (AKD Group), Marketing/Sales Executive from 04/2016 to 02/2017
• Responsible for ensuring effective, branded marketing communications such as the company website, print communication, and advertising
Carmudi Pakistan (Rock Internet Gmbh), Account Manager from 04/2015 to 02/2016
• Responsible for acquiring and maintaining new sellers from an assigned area and category

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Brand Ambassador for IBEX Business Magazine
• Participated in Ignite Karachi- Leadership and motivational session (February 11, 2012)
HANIA WAHEED

ansari.hw@gmail.com
Date of Birth: 26/04/1992

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.44

ELECTIVES:
• New Product Development
• Strategic Marketing and Planning
• Mktg. Strategies for Emerging Economies
• Marketing Research

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, Major in Marketing, Graduation: Fall, 2014
• Cumulative GPA: 3.14

BAMM PECHS Govt. College for Women, Karachi
• Higher Secondary Certificate, 2010
• A Grade (72%)

Guards Public School II, Karachi
• Secondary School Certificate, 2008
• A1 Grade (88.94%)

SKILLS:
• Sound Knowledge of MS Office

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Elective/NPD: Designed a launch plan for a Kinetic Energy charger
• Elective/Mktg. Strategies for Emerging Economies: Case study on Careem in Pakistan
• Elective/Brand Management: Conducted Brand Audit of Brite washing powder
• Elective/Advertising and Strategy: Developed a strategy for Aquafina’s communications
• Methods in Business Research: Prepared research report on “Impact of media on Pakistan’s image”

INTERNSHIP/WORK EXPERIENCE:
Adamjee Life Assurance Pvt Ltd, Bancassurace Operations, Officer from 11/2016 to 06/2017
• Support function for Bancassurance sales team along with management reporting
SIDO SMC Pvt Ltd, Voice Operations, Marketing Executive from 04/2015 to 11/2015
• Key account manager for corporate accounts in India and Bangladesh

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Member of Entertainment Plus Society (EPS)
• Volunteered at DAWN study in North America Fair and DAWN Lifestyle Exhibition
EDUCATION:
Institute of Business Management (IoBM), Karachi
- Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
- Cumulative GPA: 3.06

ELECTIVES:
- Market Research
- Advertising
- Media Planning
- Brand Management

Institute of Business Management (IoBM), Karachi
- Bachelor of Business Administration (BBA), 2015
- Cumulative GPA: 2.76

Govt. Degree College for Boys and Girls, Gulistan-e-Jauhar, Karachi
- Higher Secondary Certificate, 2010
- B Grade (67.27%)

Sadequain Academy, Karachi
- A Grade (78.71%)

SKILLS:
- Designed a rebranding theme to revamp Marketing Society of IoBM, 2014
- Developed a marketing activity plan for Economics society of IoBM, 2015

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- CAPSTONE PROJECT II: Market Research project on b2b sales for Gresham Pvt. Ltd
- CAPSTONE PROJECT I: Market Research and Marketing Plan project on MySehat.pk, 2016
- Media Planning: Term Project on Meat One: Marketing and Media Plan, 2015
- Strategic Management: Research Project for the launch of Brand KAPRAY, 2015
- Entrepreneurship: Term project of launching an entrepreneurial business: “On The Go!”
- Services marketing: Term report for Daraz.pk, 2014
- Advertising: Term Project on QMobile advertising campaigns, 2014
- Brand Management: Term report on “Walls”, 2014

WORK EXPERIENCE:
Faysal Bank Ltd, (Branch Distribution), Relationship Manager Trainee from 04 / 2016 to date
- Responsible for account management, business development, relationship building and strengthening with high profile clients, and monitoring of compliance essentials at branch end.

SBT Co. Ltd (Sales & Marketing), International Business Executive from 06/2015 to 04/2016
Responsibility to achieve selling targets of Japanese used vehicles through online selling and advertisements. Also, responsibility to manage accounts and monitor smooth transition of export / import of vehicles from Japan to the assigned region.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
- Former Member Marketing at Marketing Society of IoBM
- Playing for “Sharks X1” cricket club since 2011
ABDUL WARRIS
std_17910@iobm.edu.pk, sheikh.abdulwarris@gmail.com

EDUCATION:
Institute of Business Management (IoBM), Karachi
- Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017.
- Cumulative GPA: 3.01

ELECTIVES:
- New Product Development MKT-
- Brand Management
- Distribution and Channel Management
- Marketing Analytics

University Of Karachi (UoK), Karachi
- BS Commerce (HRM), 2010-2013
- Cumulative GPA: 2.65

Govt. Commerce of College & Economics
- A-Grade (71%)

White House Grammar School, Karachi
- A1-Grade (80%)

HONOURS / CORPORATE ACHIEVEMENTS (Gorey International):
- Successfully designed the product and packaging of the newly introduced product “disposable Razors” along with promotional flyers for the Personal Care Product Portfolio
- Supervised and Directed the Marketing Research Consultancy Capstone Project on “Analyzing Market potential of Disposable Razor” for the CBM’s students.
- Successfully revised and redesign the product packaging of two existing SKU’s (Kids Tooth Brushes) for Oral Care Division.
- Developed the entire Product Packaging of the newly introduced Bamboo Tooth Brush (1st time in Pakistan), catering to the niche Market Segment of Oral Care Division.
- Developed the Product, along with the Product name, Packaging of the two new SKU’ (Toothbrushes) for Premium Customer Segment.

SKILL DEVELOPMENT & TRAINING/CERTIFICATON PROGRAMS:
- “Aspire” by Human Resource Development Society, UoK; on Personality Development & Resume Writing.
- “Ignite” by Human Resource Development Society, Commerce Department (UoK); on Motivation & Career Counseling.
- “Brand yourself” by Commerce Department (UoK) on Career Development.
- Certified participant of “Successful minds” a workshop on Mind Sciences.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
- Capstone Project on “Alpha Containers”; to revamp business methodologies for efficient manufacturing.
- Capstone Project on “Enercon”, to analyze the market potential of Generator Sync Module (SICES).
- Term Project of Channel & Distribution Management Course on Five Star Distributors of Engro Products.
- Executing Brand Activation for Jordana Cosmetics Pakistan at CBM for the Brand Management Course.
- Research project of Methods in Business Research course, on Consumer Behavior of Buyers towards Replica Product.
- Launched and executed first technological concept AI platform product at CBM Eureka Fair 2015.

INTERNSHIP/WORK EXPERIENCED:
Gorey International (Head Office) - Marketing Executive from Jan 2017- Aug-2017
- Responsibilities: Product Planning (Branding & Packaging), BTL/ATL Activations, E-Commerce Optimization (E-Retailers/ distributers), Channel & Distribution (GT’s & LMT’s).

Gorey International (Head Office) – Marketing Intern from Nov 2016 - Dec-2016

Meezan Bank (Head Office) - Former Corporate Communication Intern Sep 2016 - Oct 2016
- Responsibilities: Customer Service, Product/Services Endorsement and Media Publications

EXTRACURRICULAR/ VOLUNTEER ACTIVITIES/HOBBIES:
- Management Team of “Cosmo Media” convention organized by Aj (Ali Jaffery Productions).
- Management team of “Advolution”; a workshop on Advertising and Marketing.
- Event co-coordinator of “Sanoﬁ Aventis Pharmacy” Campaign organized by Adroit event management.
- Event co-coordinator of “Alif Laam Meem” program (Geo TV network); organized by Adroit event management.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master Of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.12

ELECTIVES:
• Public Relations and Event Management
• Strategic Marketing and Planning
• Marketing Strategies for Emerging Economies
• Brand Management
• Services Marketing
• International Marketing
• Intro to SAP-ERP systems
• New Product Development

Institute Of Business Management
• Bachelor of Business Administration
• Cumulative GPA: 2.72

Cordoba School For A-Levels, Karachi
• A – Levels, 2010
• 2 Bs & 1 C

Usman Public School System, Karachi
• O – Levels, 2008
• 2 As, 3 Bs & 2 Cs

SKILLS:
• Proficient in MS Office
• Interpersonal skills
• Writing and content creation

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone project 1: Causes of decline in sales of Dadex’s LCS sheets and recommendations.
• Capstone project 2: Market feasibility report for launch of Wholesome foods.
• Brand Management: Brand Plan and AD design for Tiger biscuits and Aquafina.
• Marketing Strategies and value innovation: Case study on implementation of blue ocean strategy by daraz.pk

INTERNSHIP/WORK EXPERIENCE:
Ali Gohar & Company, L’oreal, Professional Sales Executive from 09/2017 to present
• Business development - Male/Unisex salons in entire Karachi city (L’oreal Professionnel Product Division) Envision IT, Executive Social Media and Content creation from 02/2017 to 08/2017
• Responsible for timely content creation and social media management for multiple clients.
• DHL Global Forwarding, Project Intern from 07/2016 to 11/2016
• Assisting in ongoing marketing project.

EXTRACURRICULAR ACTIVITIES:
• International conference on experiential learning - Organizing committee member
• Marketing Advisor (The Finance society of IoBM)
• Toyota Research Project (Data gathering and analysis - Paid Project)
MUDDASIR YOUNUS
muddasir82@hotmail.com
Date of Birth: 02/21/1990

EDUCATION
Institute of Business Management
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative CGPA: 3.20

ELECTIVES
• Distribution & Channel Management
• Brand Management
• Marketing Research
• New Product Development

Sir syed University of engineering and technology, Karachi
• Bachelor of engineering (Biomedical), 2012
• Cumulative CGPA: 3.1

Govt. college Malir cantt, Karachi
• Higher Secondary Certificate, 2008
• B Grade

Oxbridge Public School
• Secondary School Certificate, 2006
• A 1 Grade

MAJOR TERM PROJECTS / RESEARCH WORK
• Entrepreneurship & Small Business Management: In-depth Automobile Industry Research and Conceptualized the Re-launch of a failed company - Adam Motors(Revo)
• Research Project: Determining Factors of Growth of Software Houses In Pakistan
• Research Project II: Determining The Factors Influencing Online Shopping In Karachi
• CAPE STONE PROJECTS: One semester project with EngroFood and AKU:
  • FOR ENGRO FOOD: To execute sales pitch in given census data of total potential customers with regard to Food Services.
  • FOR AKU: Market analysis of existing Management Trainee programs in various companies that will help to provide a framework for a comprehensive Management Trainee Program at AKU.

INTERNSHIP/WORK EXPERIENCE
Shaukat Khanum Hospital – Intern, from June 01, 2010 to August 01, 2010
• Performed major functions of biomedical department in hospital, provide training maintains and service in the hospital

SKILLS
• Communication Skills
• Presentation
• Teamwork
• Strong Analytical Skills
• Time Management
• MS Office, Adobe Photoshop

EXTRACURRICULAR ACTIVITIES
Organized Technology fair in sir syed University with over 100 participants and 5 sponsors
• Organized gaming competition in sir syed University (fifa and stronghold crusade cs)
• Played as Right back for local club realpool fc
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.16

ELECTIVES:
• Brand Management
• Social Marketing
• Strategic Marketing and Planning
• Integrated Marketing Communication

St. Joseph’s College for Women, Karachi
• Bachelor of Commerce, 2012
  • 1st Division

St. Joseph’s College for Women, Karachi
• Higher Secondary Certificate/ Intermediate in Commerce, 2010
  • 1st Division

St. Patrick’s Girls High School, Karachi
• Secondary School Certificate / 2008
  • 1st Division

HONOURS / ACHIEVEMENTS:
• President of the student’s Council 2011-2012

SKILLS:
• Leadership
• Communication
• Team Work
• Motivation
• Presentation
• Innovative/Problem Solving

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Brand Management: Worked over a project on Brand Activation-LIPTON
• Integrated Marketing Communication: Developed a case study on how IMC is applied at Uni Lever Pakistan (Pvt.) Limited
• Social Marketing: Created an informative advertisement on the Network of Organizations Working with People with Disabilities Pakistan (NOWPDP)
• Transformational and Ethical Leadership: Researched over Employee Empowerment: A moderating variable on perceived leadership and job satisfaction.

INTERNSHIP/WORK EXPERIENCE:
• Sindh Engro Coal Mining Company (SECMC), Intern- Media and Communications Department
  • 3rd July 2017 to 12 August 2017
  • Managed Internal and External Communications
• Network of Organizations Working with People With Disability (NOWPDP), Project Team, Jan 2017-July 2017
  • Worked over Self-Employment Project: “KHUD MUKHTAR”
• CPEC-China Pakistan Economic Corridor, Project Team, 2016 to 2017
  • Prepared a Feasibility Report on the Leather Industry
• St. Joseph's College For Women, Intern, Administration and Human Resource Departments, March 2013 to August 2013
  • Worked for the Administration and Human Resource of the College
• St. Joseph’s College For Women, President of the students Council, 2011-2012
  • Being the head girl of the college, Managed the students Affairs with the College Admin
• National Bank of Pakistan, Intern, June 2011 to August 2011
  • Worked over different departments of the Bank and gained exposure to the Banking environment and work

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• President of the Students Council-St. Joseph’s College
• Member of Discipline Society -St. Joseph’s College
• Reading, Researching
AMJAD ZAMAN
amjdzaman93@gmail.com
Date of Birth: 05/1/1993

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

ELECTIVES:
• Distribution Channel Management
• Marketing Analytics
• Retail Management
• Advertising

University of Karachi
• Bachelor in Commerce, 2013
• 1st Division

DJ Sindh Govt. Science College
• Higher Secondary Certificate (Pre-Engineering) , 2010
• C Grade

DA SKBZ High Secondary School, Karachi
• Secondary School Certificate (Bio Science), 2008
• A1 Grade (86%)

SKILLS:
• Full proficiency in Word, Excel, PowerPoint
• Interest Browsing & Market Research.
• Excellent command over leading operational management, especially integrated with PM of site.

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project 1(Pre-Feasibility Report of OTC Products in pharmaceutical products for GETZ PHARMA PVT.LTD)
• Capstone Project 2 (Entrepreneurship program for People with Disabilities for nonprofit organization NOWPDP )
• Advertising: Koncept Furniture advertising ad Details
• Retail management: Zubaidas store retail tactics and evaluation.
• Distribution channel management: servis tyre distribution techniques and budgeting.
• Marketing Analytics: frito lays marketing analytics techniques

INTERNSHIP/WORK EXPERIENCE:
AIV PVT LIMITED, Public Relation Department Intern / Position from 22 August, 2017 to 06 October 2017
• Every day is a new day for learning about dealing customers with greater satisfaction.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Travelling
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Marketing, Graduation: 2017
• Cumulative GPA: 3.26

ELECTIVES:
• Social Marketing
• Marketing Analytics
• International Marketing
• New Product Development

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration, 2015
• Cumulative GPA: 2.83

College of Social & Economic Development, Karachi
• Higher Secondary Certificate, 2011
• B Grade (68%) 

White House Grammar School, Karachi
• Secondary School Certificate, 2009
• A Grade (72%)

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• What a winning corporate bank will look like by 2020? - Client: Askari Bank Limited Pakistan
• Consumer Attitudes & Buying Behavior for Home Accessories and Furniture- Client: Habitt

INTERNSHIP/WORK EXPERIENCE:
TAG Heur Swiss Avant-Garde since 1860 – Speed Private Limited (November 2015 – Present)
• Associate Brand Manager – TAG Heuer Karachi, Pakistan
• Digital Strategist- TAG Heuer, Timex & Nautica – Karachi, Pakistan
Echo Digital Marketing, Pakistan (Jun ’15 – Oct ’15)
• Key Account Executive - Brands: Red bull, Epic, Ginsoy, New York Coffee, Lakhany Silk Mills, Butterfly, Fit&S.
Mullen Lowe & Rauf, Pakistan (May 2015)
• Marketing Strategy Intern - Brands: Olx, Bank Alfalah & Morinaga

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Animal/Environmental Activist
• Volunteer at Ayesha Chundrigar Foundation
• Volunteer at National Volunteer Programme (NVP)

SUMBUL ZEHRA
sumbulzehra93@gmail.com
Date of Birth: 10/08/1993
NIMRA HASHMANI
nimra.hashmani9@gmail.com
Date of Birth: 08/09/1993

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

Institute of Business Management (IoBM), Karachi
• Bachelors of Sciences, Major in Accounting and Finance, Graduation: 2015
  • Cumulative GPA: 2.82

Al Hamd Academy College of Professional Education, Karachi.
• Higher Secondary Certificate, 2011
  • A grade (74.3%)

Mama Baby Care School, Karachi.
• Secondary School Certificate, 2009
  • A grade (80.12%)

HONOURS / ACHIEVEMENTS:
• Silver medal and green belt in karate taekwondo.
• Second position holder in school essay competition.

SKILLS:
Computer Skills
• Sound knowledge of Peachtree accounting software 2010
• Familiar with Microsoft office 2013.
• Familiar with SAP ERP
• Sound knowledge of SPSS statistics software.
Personal Skills
• Excellent communication skill.
• Basic knowledge of Arabic language
• Excellent time management skills

MAJOR TERM PROJECTS:
• E-Commerce: analysis of B2C model at Junaid Jamshed Online Clothing.
• Marketing Strategies and Emerging Organization: Detail Case Study on Habib University

INTERNSHIP/WORK EXPERIENCE:
EFU Life Assurance, Channel Strategy and Execution, Senior Officer from 01/2017 to date
• Designing micro insurance products for microfinance institutions and telcos.

EXTRACURRICULAR ACTIVITIES:
• Former member of Rotaract society (IoBM)
• Participated in throw ball competition.
• Working with Hashmani hospital welfare association.
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Management Information System, Graduation: 2017
  • Cumulative GPA: 3.50

ELECTIVES:
• Software Project Management
• Big Data and Business Analytics
• Business Information System
• System Analysis and Design
• Information Security
• Electronic Commerce
• Enterprise Resource Planning System
• ERP Systems Design and Implementation

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (Hons.), Majors in Management Information System, 2015
  • Cumulative GPA: 3.43

The City School PAF Chapter, Karachi
• A–Levels, 2011
  • 2Bs & 1c

The City School PAF Senior Girls-II, PECHS, Karachi
• O–Levels, 2009
  • 7As & 2Bs

MAJOR HONOURS / ACHIEVEMENTS:
• Started online bakery in October’16 and completed professional Diploma in Baking & Pastry from Skillston in July’17
• Acted as a member of organizing committees of various events and seminars
• Awarded merit scholarship for BBA Hons. Fall 2013 semester.

SKILLS:
• MS Office, Adobe Photoshop
• Leadership Skills
• Basic Video Making and Editing
• Working knowledge of PeopleSoft System

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project I: Conducting customer surveys for ICI Pakistan and developing a Customer Feedback system for the company.
• Capstone Project II: Conducting a retail audit for the brand Rooh Afza and developing a detailed report on its current market standing for Blitz Advertising.
• Business Analytics: Analyzing the current business analytics tools used in Young’s Foods and their success over time.
• ERP Systems: Analyzing the current ERP system implemented at Shabbir Tiles and Ceramics Pvt. Limited

INTERNESIS(S) / WORK EXPERIENCE:
Skillston, Baking and Pastry Arts, from 01 August 2017 to Present
• Acting as assistant chef, training students for professional careers, assisting in management tasks
Institute of Business Management (IoBM), PeopleSoft Project, from October 2015 to December 2015
• Designing manuals for students and teachers, assisting in implementation of the graduation process in IoBM’s PeopleSoft portal for students.
Starcom Pakistan, Research and Data Analytics Dept, from 29 June 2015 to 24 August 2015
• Conducting Consumer Based Research, Data Analysis, Report Preparation and Presentation.

EXTRACURRICULAR ACTIVITIES / HOBBIES:
• Cooking and Baking
• Travelling
• Reading Novels
• Playing Badminton
WAQAR FAROOQ JANJUA

std_18290@iobm.edu.pk
Date of Birth: 15/09/1989

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Major in Information System, Graduation: 2017
• Cumulative GPA: 3.19

ELECTIVES:
• Software Project Management
• Introduction to ERP
• Big Data and Business Analytics
• Business and Information Technology

NED University of Engineering and Technology Karachi
• Bachelor of Computer Science and Information Technology, 2011
• 1st Division (78.59%)

S.M. Government Science College Karachi
• Higher Secondary Certificate, 2007
• A Grade (74.6 %)

Nasra Secondary School Karachi
• Secondary School Certificate, 2005
• A Grade (73.41%)

SKILLS:
• Software Development: C#, SQL, ASP.NET, ASP.NET MVC, JavaScript
• Requirement Analysis, Project Planning

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• MIS/Big Data and Business Analytics: Research article on Big Data and Super Markets
• MIS/Software Project Management: Software Project Plan for Sultan Life Care Organization

WORK EXPERIENCE:
• NetSol Technologies, Ascent, Principal Software Engineer from Jan/2015 till date
• IBEX Global, Production Development, Software Engineer from August/2013 to Jan/2015
• Mixit Technologies, End Of Day, Software Engineer from Feb/2012 to August/2013
• Manhattan Datanet, Software, Assistant Software Engineer from June/2011 to Jan/2012

EXTRACURRICULAR ACTIVITIES/HOBIES:
• Reading newspaper, articles, technology news, Microsoft blogs
SYED ABDUS SAMAD
Asamad2003@hotmail.com
Date of Birth: June/30/1991

EDUCATION:
Institute of Business Management (IoBM), Karachi
• Masters of Business Administration (MBA), Graduation: Summer, 2017
• Cumulative GPA: 3.05

ELECTIVES:
• Supply Chain Management
• Transportation techniques and Management
• Business and Process Reengineering
• Procurement and Inventory Management

Institute Of Business Management, Karachi
• Bachelor of Business Administration (Hons.), 2013
• Cumulative GPA: 2.57

Government College of Commerce and Economics, Karachi
• Higher Secondary Certificate (Commerce), 2009
• A 1 Grade, (80%)

Karachi Public School, Karachi
• Secondary School Certificate (Science), 2007
• A 1 Grade, (84.59%)

HONOURS / ACHIEVEMENTS:
• Awarded Certificate For Appreciation From BBQ-Tonight Restaurant “Designing Food Traceability Management System”

SKILLS:
• Production planning, Material Forecasting, Procurement, Inventory/Warehouse/Logistics/Vendor /Customer Relationship Management

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project : Designed Food Traceability Management System for BBQ Tonight Restaurant
• Supply Chain Management : Analyzed Supply Chain Management Practices At K&N’s Food
• Business And Process Reengineering : Proposition of BPR For NADRA In CNIC Application
• Marketing Management : Analyzed Industry Competitive Position Of English Biscuit Manufacturers
• Principles Of Management : Analyzed Pakistan International Airlines Middle Management Effectiveness

INTERNSHIP/WORK EXPERIENCE:
AL-GHAZI Tractors Ltd - Material Management Department (1st October 2013 - 8th November 2013)
Monthly material Forecasting, Vendor Evaluation and Critical Process Parameters Analysis

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Reading Novels and Membership At Silver Gym Fitness Center
EDUCATION:
Institute of Business Management (IoBM), Karachi
• Master of Business Administration (MBA), Majors in Logistics and Supply Chain management, Graduation: 2017
• Cumulative GPA: 3.25

ELECTIVES:
• Innovation in Supply Chain Management
• Storage and Warehouse Management
• Public Relation and Event Management
• Distribution & Channel Management

Institute of Business Management (IoBM), Karachi
• Bachelor of Business Administration (BBA), 2014
• Cumulative GPA: 2.6

Commecs Institute of Business & Emerging Sciences, Karachi
• Higher Secondary Certificate, 2010
• B Grade, (63.82%)

Habib Public School, Karachi
• Secondary School Certificate, 2008
• B Grade, (68%)

HONOURS / ACHIEVEMENTS:
• Participated in YLC’15, biggest young leader’s conference of Pakistan, held in Islamabad.
• Member of an NGO ‘Young Social Reform’.

SKILLS:
• Negotiation
• Operations and Control

MAJOR TERM PAPERS / RESEARCH WORK / PROJECTS:
• Capstone Project: Successfully launched the brand awareness campaign of Eye Sight Trust
• Methods in Business Research: Final research project, Report and presentation on student’s satisfaction on subsidized point system provided by Institute of Business management.
• Strategic Management: Evaluation of strategies of an organization through different matrices, evaluation models and prediction of Strategic company policies.
• Entrepreneur and Small Business: Actual Simulation of new business consist of 8 Periods which generate a brief report after every period about Financials of Business (Cash flow, Balance sheet & Income-statement) and Evaluation of strategies.

INTERNSHIP/WORK EXPERIENCE:
Ad-jective Marketing, Account Manager - Client Service from 09/2015 to Present.
• Lead different projects of Philip Morris International, Glaxo Smith Klein (GSK), Bayer and Mitsubishi.
• Liaising with clients, presenting proposals, costing, Logistics planning and operation management.

EXTRACURRICULAR ACTIVITIES/HOBBIES:
• Manager of IoBM’s Entertainment plus Society and successfully organized yearly functions.
• Watching informative documentaries.