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School of Commerce and Accountancy (SCA)**



MBA/MCom

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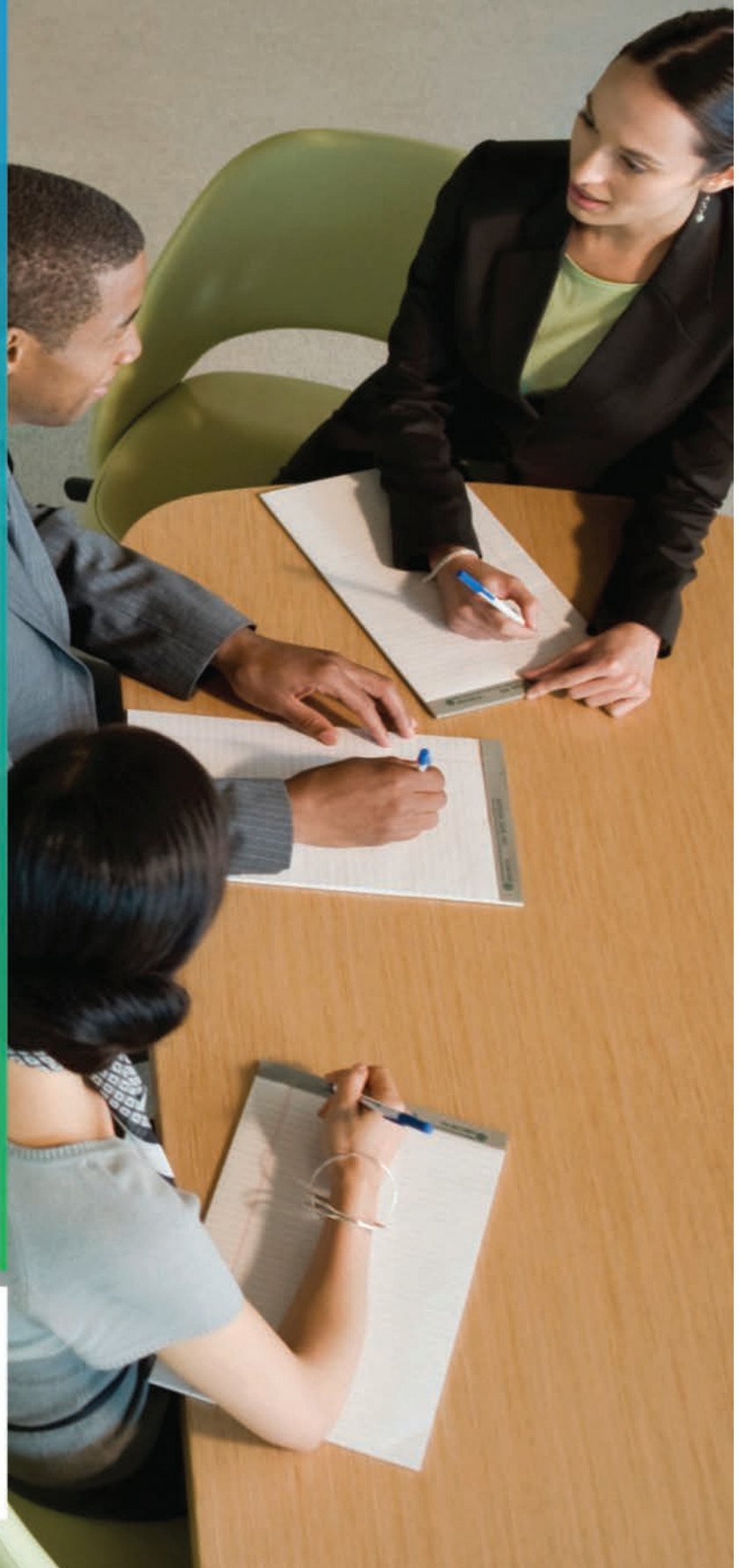
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Memberships



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Foreword

Dear Employer,

I take great pleasure to introduce the MBA and MCom classes of 2014, two groups of bright individuals who are all set and prepared to make their mark in the business world.

Business Administration and Commerce programs at the UMT School of Business and Economics (SBE) and UMT School of Commerce and Accountancy (SCA) are rigorous, result oriented, globally focused and application based. The programs are geared to equip future leaders, professionals and executives with the knowledge, technology, skills and insight essential to make a difference in the organizations. The graduates are shaped up by one of the finest business faculty in the country, and are thoroughly groomed for the roles of leaders and managers in the fields of Marketing, Management, Human Resource Management, Supply Chain Management, Information Systems, Accounting and Finance.

Established in 1990 as a project of ILM Trust, the University of Management and Technology (UMT), then known as the Institute of Leadership and Management (ILM), has evolved into a premier institution of higher learning in the country. This success rests on the high teaching and research standards maintained by the University over the years. The Higher Education Commission (HEC) of Pakistan recognizes all degree programs offered by UMT. Spread over 200 *kanals* of purpose-built campus, UMT distinguishes itself with over 400 full-time faculty members including more than 65 PhDs, more than 14,000 alumni-ae and 7,000 (approx) students currently enrolled from 100 districts of Pakistan and 18 countries across the globe. Having identified the potential candidates, you may contact them directly and through us. The Office of Career Services coordinates for the on-campus tests and interviews between the candidates and the company.

Employers seeking our graduates are encouraged to make presentations with HR perspectives at SBE and SCA, University of Management and Technology (UMT) throughout the year to create awareness amongst our students about their companies and the policies well before they invite them to apply for jobs and internships.

You can make a presentation too!

We hope this directory will help you identify the most qualified candidates suitable to your human resource requirements.

We look forward to working with you.

Farzoq Ahmad Chaudhary

Director, Office of Career Services

University of Management and Technology

C II, Johar Town-54770, Lahore

Email: ocs.hd@umt.edu.pk

farzoq02@gmail.com

University of Management and Technology (UMT), Lahore

Introduction and Philosophy

Established in 1990 as a project of ILM Trust, the University of Management and Technology (UMT), then known as the Institute of Leadership and Management (ILM), has evolved into a premier institution of higher learning in the country. This success rests on the high teaching and research standards maintained by the University over the years. The Higher Education Commission (HEC) recognizes all degree programs offered by UMT. Business and Management, Engineering and IT are the most popular programs. UMT distinguishes itself with more than 400 full-time faculty members including more than 65 PhDs, over 14,000 alumni-ae and 7,000 (approx) students currently enrolled from 100 districts of Pakistan and 18 countries across the globe. Spread over 200 **kanals** of urban land and housed in a purpose-built campus, the University has state-of-the-art science and engineering laboratories, computer network with more than 2,000 nodes, well-stocked library with over 100,000 books, bound periodicals and digital resources to facilitate learning and research.

Defining our Destiny - Learning, Values

As a forerunner of education and training on leadership, UMT emphasizes on leadership. With a bold agenda for national development, UMT develops workforce and activates learning for leadership. UMT promotes leadership as a state of development of human potential and a qualitative index of appreciation of total capital of knowledge, competence, and attitude. Leadership behavior is independent of the hierarchical status. It demonstrates itself in an incessant urge to be the first, to be the best, and to be on the top. Leaders are self-directed, self-managed. They relate future with the present and capitalize on the past. They are able to outclass others through their excellent performance. They succeed by learning from failures.

Education, especially at the higher level, has never been a value-free pursuit. It originates from national history, captures the nation's ideals, reinforces shared beliefs and values, and builds the edifice of human character. Education without purpose and value content is neither possible nor beneficial. Often, the confusion in the destiny of a nation is an outgrowth of distortion of the value content of the educational system. UMT enjoys a unique reputation in blending modern thought with the beliefs and value system for the fulfillment of our priorities as a nation. UMT programs are embedded in the goals and ideology of the Pakistani nation. The programs aim at building national character in view of the teachings of the Holy Quran and Seerah of Holy Prophet, Muhammad (SAW).

UMT - The Spirit

Higher Learning - Great Quaid, Great Nation

We play a constructive role towards economic development by undertaking research and development, providing knowledgeable workforce for tomorrow's knowledge-based economy, and formulating policy options for leadership. Our decisions to introduce education and training programs, conduct research projects, undertake corporate consulting, and organize career development services are all geared towards the immediate goal of making Pakistan a great nation in the mould of the vision of beloved founder of our nation and Quaid, Quaid-e-Azam, Muhammad Ali Jinnah.

Vision of Self-Mastery - Iqbal's Visualization of Self-Discovery

All elements of human character- attitude, behavior, actions, words, ideas - flow from the roots of self-image. Self-image is the key to destiny. It shapes, determines, causes, initiates, and terminates all forms of

outer behavior. The making of the self-image is embedded in how the person is assessed and evaluated in tests and trials. Thus, locus of internal control of behavior needs to be diligently nurtured through the dynamics of the assessment system. We assume that all participants are top class participants and would indeed be very successful in their professional lives. The self-image is enhanced in a healthy environment. Failures and errors are indeed treated as deviation from expectation, but are considered as just an alternate way of doing things. The capability to draw logic and to innovate is protected while identifying failures.

High Powered Skills - High Impact Roles

The real effectiveness of professionals and knowledge workers depends upon the extent to which the job entails opportunities for self-actualization. The ability of a university to attract and educate most competitive students is directly proportional to its reputation as an avenue for their optimum development as well as maximum growth in the workplace.

UMT programs focus on the development of an individual in totality, i.e., addressing the needs of mind, body, heart, spirit, and soul. It is not just the transfer of knowledge and handing out the degree that is aimed at. The soul-searching questions such as what we have achieved, what we want to achieve, and what we can achieve, help in designing a comprehensive and long-term training program on individual basis. Once professionals embark upon the road to self-actualization, they transform into powerhouses boasting unparalleled performance and unmatched competence. We impart skills on all relevant interfaces. The groups of participants go through exercises and activities designed to help them explore their own skill-set at these interfaces.

This skill-set is primarily focused on five domains: (1) person to self, (2) person to work, (3) person to people, (4) person to organization, (5) person to environment/stakeholders. They are provided with means to bring changes into their knowledge, attitudes, beliefs, and behaviors. It is this comprehensive compendium that delivers the ultimate and unparalleled advantage to UMT graduates in the real world.

Moral Mirror - Beyond Bottom-line

The business of the world is to establish justice and peace and provide for itself happiness, prosperity, and quality. We believe that the successes and failures of individuals, organizations, and nations depend upon the economic as well as on moral laws. The preference of morality over the bottomline ensures long-term survival of the organizations as well as fulfillment of societal responsibility in a conscientious manner.

We view all organizations as moral entities because human beings make them. Our participants are trained in anticipating ethical concerns, analyzing potentially destructive moral dilemmas, and developing strategies for constructive integration of human values, societal concerns and business decision making.

Global Competitiveness - Local Advantage

UMT addresses issues like international trade and commerce, concentration of different competencies, formation of skills, cultural and language implications, as well as comparison of competitive advantages across national boundaries. UMT has aggressively established strategic linkages with many institutions of higher learning in the USA, Europe, and Asia. In future, UMT intends to build mutually beneficial institutional collaborations and alliances focusing on joint projects. The interaction of our faculty and participants with those of other institutions will foster global outlook of the programs and cosmopolitan character of the participants. Participants are encouraged to learn additional language or undertake a visit to the foreign country. As a host to the national and international events organized by UMT, the participants gain a unique exposure to the issues that are shaping our times.

Useful Knowledge in Dominant Professions - Learning What Works

UMT cherishes its unique place as the leading innovator of degree programs in Pakistan. It has so far

pioneered many diploma and degree programs in different professions for the first time in Pakistan which subsequently have been adopted by other universities too. These programs offered intensive training to the junior level young professionals. These young specialists have been quite successful in distinguishing themselves in the crowd of generalists, for the simple reason that graduates have got exactly what the prospective employers demand. Our graduates dominate the job markets because they meet the demands of employers.

Change is Permanent - Complexity is Increasing

The destructive influx of ground change is the hallmark of the world of work today. Explosion of new knowledge poses a serious challenge to remain updated and to be aware of the newest and the latest with a view to remain competitive. Similarly, society is becoming deep because of interconnectedness, thereby, increasing complexity and unpredictability. Our participants feel the pressure of constant updating of the curriculum. We update it not just once a year but almost every semester, keeping in view the new experiences and latest developments.

We equip future change agents with action gears. The modern approach to learning emphasizes action focused and result-driven techniques and instruments customized to impact the specific environments of the participants. We focus on developing the capability for innovative research work within the Pakistani context. The research studies undertaken by our participants have proved to be very valuable to the client organizations as well as government authorities. The project reports prepared by participants at the end of their programs have contributed in the improvement of business processes of many enterprises. Many participants have been able to launch their own companies soon after graduation. The faculty and the Research and Development Department have produced many innovative papers. We are at the forefront of knowledge development, sensitive to the practices, blending instruction with research activity, and responding to the supply and demand crisis.

UMT, a Community - Campus, a Theater

At UMT, teachers are known as Resource Persons and students are known as participants. This is unique in the world. The mix of resource persons, participants, and partners at UMT represents a cross-section of people from a variety of backgrounds. Together, they form a vibrant community of committed and capable leaders who work with each other, value each other's contributions, and join the process shape-up to assume future responsibilities. A select group of the most competent and highly motivated participants and partners interact with each other in class, syndicates, and groups. The teaching methodology is based on groups as well as on one-to-one settings, and teams as well as full class or batch. The use of variety of assessment methods by resource persons ensures that participants have developed the capacity to perform both independently and in teams.

Succeeding with UMT's Success - Champions in the Real World

We offer educational programs that are unique in many cases and relate to the emerging needs given the international trends and the local situation. The dividends of our investment in education and development programs accrue to the organizations in the form of developed manpower and business process improvement. Ultimately, their verdict and their acceptance are important for our success. We are externally focused and internally aligned. Thus, we have been successful in creating an expanding clientele base among the employers. Our output has been capable of satisfying the needs of stakeholders.

MBA – Overview

The core courses in MBA program focus on practical applications of current business knowledge toward solving particular technical problems in major functional areas of business. The coursework motivates the students to further explore contemporary business topics with an emphasis on leadership, innovation, sustainability, and information technology. Students also select specialization courses within their program to specialize in one of the areas.

Corporate internship is mandatory for all students of BBA and MBA. Each student requires internship of 6 weeks in a good company according to his/her major. This activity is the best way to introduce students with corporate culture before sending them in the market. This is also the best way to learn and observe professional culture where they will serve for the rest of their lives.

Reports are evaluated as pass and fail criteria with zero credit hours.

Communication

Communication Skills - I
Communication Skills - II
Business Communication Workshop

Management

Dynamics of Management
Business Ethics
Organizational Behavior
Human Resource Management
Strategic Management

Information Systems

Computer Applications
Management Information System

Marketing

Marketing Management
Business Research
Strategic Marketing Management

Operations and Supply Chain

Data Modeling and Decisions
Operations Management
Managing Supply Chains

Accounting and Finance

Financial Accounting
Managerial Accounting
Financial Management
Corporate Finance

Economics

Business Economics
Managerial Economics

Quantitative Skills

Business Mathematics
Quantitative Techniques and Methods

Law and Policy

Business Law
Three Free Electives (against Thesis)
Four Elective Courses (for Specialization)
Internship (6-8 weeks mandatory)

Specializations

- Finance
- Applied Banking
- Supply Chain
- Marketing
- Human Resource Management
- General Management
- Management Information System

Workshops

- Build Your Confidence
- Life and Learning
- The Art of Presenting
- Personal Grooming
- Project Management
- Time and Stress Management
- Leadership Skills
- CRM
- Team Building
- Influencing and Negotiation Skills
- Creative Thinking
- Interview Skills

School of Business and Economics (SBE)

UMT Faculty

Undoubtedly, the quality of any educational institute is determined by the quality of its faculty. The outstanding reputation and quality image of the School of Business and Economics (SBE) at UMT is owed to its faculty which comprises of a super blend of academic luminaries, business experts and corporate executives who are equally at home in boardrooms and classrooms. SBE - UMT resource persons distinguish themselves not only by achieving the highest in scholarship but also by the accomplishments of participants as they involve them, challenge them, and help them thrive. A veritable "Who's Who" in Pakistan's academic setting, the 60 member Academic Council, the most prestigious academic forum at UMT, provides advice and recommendations on curriculum and makes academic policy decisions to keep UMT abreast of the latest developments and attuned to the contemporary challenges.

UMT draws its teaching resource base from full-time as well as part-time, and from academia as well as real world. The ratio of full-time faculty to the participants is approximately equal to one to fifteen which puts SBE - UMT as a top ranking institution. By inviting part-time faculty members from the business world, SBE - UMT is able to take benefit of qualified, competent, and experienced resource persons. With 65 full-time teaching professionals including more than one dozen full-time PhDs, the faculty enjoys international reputation and connections, appears in the business and academic journals and leading national dailies, and is frequently interviewed by print and electronic media. Approximately 100 adjunct faculty members supplement full-time faculty's efforts. They know what it will take to succeed in business tomorrow because they're doing it today.

Holding leading positions within business and technological corporations, most faculty members are engaged in research and many are working on integrated solutions for industry, whilst focusing primarily upon teaching and helping participants achieve their goals. The resource persons with superior credentials, expertise and recognition in relevant disciplines and areas attract motivated participants from all over Pakistan and lead them from where they are to where they want to be. The resource persons are more than often sought out for individual counseling and assistance and are respected off-campus and on-campus as men of values and visions, ideas and insights. The participants receive an ideal mix in theory and practice from the diverse and dynamic blend of experts from both on and off campus, and from academia as well as the corporate world. Beyond classroom discussions, the resource persons engage participants in active and diverse research and consultation projects and emphasize the holistic, integrated and real world approach of learning.

Some organizations that have recruited UMT – SBE Graduates in the last 21 years

- Abacus Global
- Abu Dawood Pakistan (P&G Business)
- Ackzonobel
- Adamjee Insurance Co. Ltd.
- Adsell
- Al-Futtaim Group of companies
- Ali Akbar Spinning Mills Ltd.
- Allied Bank of Pakistan
- Allied Marketing (Private) Limited
- American Express
- American National School
- Amjad Textiles Mills
- Atlas Honda Ltd.
- Avari Hotel
- Azgard 9
- Aziz Group
- Bank Al Habib
- Bank Al-Falah
- Bank Dubai Islami
- BASF
- Berger Paints
- Bestway Cement Ltd.
- Big Beehive
- Big Mac Food Ltd.
- Boston Scientific
- Brain Telecom
- Braun German Electronic Company
- Brighto Paints (Pvt.) Limited
- BT Applied Technologies
- CCL Pharmaceutical (Pvt.) Ltd.
- Center for Women Cooperative Development
- Century Paper Mills
- Chenab Group
- Chughtai Labs
- Citibank
- CMB Worldwide Cargo System
- Coca Cola
- Cotton Web (Pvt.) Ltd.
- Country Juices
- Crescent Bahuman Ltd.
- Cupola Pakistan
- CureMD
- Cyber Net
- Dadex
- Daimler Mercedes Benz
- Dalda Foods Pvt. Ltd.
- Dawn Bread
- Descon Engineering and Chemicals (Pvt.) Ltd.
- DHL
- Diamond Group of Companies
- Dunya TV
- DYL Motorcycles
- Eden Housing
- Emirates Group
- EMRES
- Engro
- Ericsson
- Ericsson
- Ernst & Young, Saudi Arabia
- Etihad Etisalat (Mobily)
- Etisalat
- Fast Cables
- FAST-NU
- Fatima Fertilizers
- Fauji Fertilizers
- Faysal Bank
- Firhaz Footwear (Pvt.) Ltd.
- GEO TV
- GFC Fans
- Glaxo Smith Kline
- Gourmet Foods
- Gul Ahmed Textile Mills Ltd.

- H. Karim Buskh (HKB) Stores
- Habib Bank Limited
- Haier Pakistan Pvt. Ltd.
- Haleeb Foods
- Hewlet Packard (HP)
- Higher Education Department, Govt. of Punjab
- Highnoon Laboratories
- Highnoon Textiles
- Himont Pharmaceutical (Pvt.) Ltd.
- Hino Pak Motors Limited
- Holiday Inn Riyadh
- Hotel One
- House of Professionals
- Huawei Pakistan
- Hudabiya Paper Mills Ltd.
- Hush Puppies
- IBM Pakistan
- Ibrahim Textiles
- ICI Pakistan Ltd.
- Innovative Pvt. Ltd.
- Intel Pakistan Corporations
- Inter Active Group
- Interloop
- International Labour Organization (ILO)
- Irza Pharma
- Ittehad Chemicals
- Jaffer Brothers
- Jang Media Group
- Jotun Pakistan
- KASB Group
- Kashf Microfinance Bank
- KFC
- King Fahd University of Petroleum and Minerals
- Kohat Cement Company Ltd.
- Kohinoor Mills
- Kratos Importers and Exporters
- Lakson Tobacco Company
- Levis Pakistan
- Maple Leaf Cement
- Mashreq Bank
- Masood Textiles
- Master Paint Industries
- Master Textile Mills Ltd.
- Mayfair Foods
- MCB Bank
- McDonald's Pakistan
- MDS Foods (Hardees)
- Medipak Pharmaceuticals
- Meezan Bank
- Metro Cash and Carry
- Metro Group of Industries
- Microsoft
- Microtech Industries (Pvt.) Ltd.
- Millat Tractors (Pvt.) Ltd.
- Ministry of Interior, Qatar
- Mitchell's Fruit Farms Ltd.
- Mobilink
- Mobily
- Motorola Pakistan
- Nagina Cotton Mills Ltd.
- National Bank of Pakistan
- NESPAK
- Nestle
- Netsol
- NFML
- NIB
- Nishat Group
- Nissan Motors
- Nokia Siemens Networks (NSN)
- Ocean Enterprises
- Oman International Bank (S.A.O.G)
- Orient Group
- Orix Leasing
- Oxford Publications (Pvt.) Ltd.
- Packages Group
- Pak Elektron Ltd. (PEL)
- Pak Suzuki Motor Company
- Pakistan Industrial Leasing Corporation
- Pakistan International Airlines (PIA)
- Pakistan Software Export Board (PSEB)

- Pakistan State Oil (PSO)
- Pakistan Telecommunication Co., Ltd. (PTCL)
- Panasian Group of Companies
- Panther Tyres Limited
- Paramount Pharmaceutical
- Pearl Continental Hotels
- Pepsi Cola International
- Philip Morris Pakistan
- Pioneer Cement Ltd.
- PLUTO E.M.C. LLC.
- PRONTO Promo
- Punjab Education Department
- Punjab Group of Colleges
- Rafhan Maize Products
- Reckitt and Benckiser
- Remington Pharmaceuticals
- Royal Tag
- Rupali Polyester
- Samsung Electronics
- Sapphire Textiles
- Sayyed Engineers (Pvt.) Ltd.
- Schazoo Laboratories
- Servier Research & Pharmaceutical (Pak) Pvt. Ltd.
- Shabbir Tiles and Ceramics Co
- Shafi Group of Industries
- Shahkam Industries
- Shaukat Khanum Memorial Cancer Hospital
- Shell Pakistan
- Shezan International Ltd.
- Sidat Hyder Murshid Associates Pvt. Ltd.
- Siemens Pakistan
- Sitara Group of Industries
- Softwood Textiles
- Soneri Bank
- Sparco Paints
- Standard Chartered Bank
- State Cement Corporation
- State Life Insurance
- Stock Exchange, Lahore
- Style Textile Pvt. Ltd.
- Sufi Group of Companies
- Super Asia MDS Group of Industries
- Swistar Watches
- Tameer Micro Finance Bank
- Tapal Tea Pvt. Limited
- TCS Couriers
- TDCP
- Telenor
- Tetra Pak
- The Bank of Punjab
- The City School
- The Outsource Resource (Pvt.) Ltd.
- Total Parco Pakistan
- Ufone
- UMT
- UNDP
- UNFPA
- UNICEF
- Unilever
- Union National Bank
- United Bank Limited
- United Bank Limited
- US Apparel & Textiles
- US Tech Solutions
- USAID
- Varioline Pakistan
- Virtual University of Pakistan
- Vodafone
- WAPDA
- Warid Telecom
- Waves
- Wi-Tribe
- World Call Group
- WorldCall Telecom Ltd.
- WWF
- Wyeth Pakistan Ltd.
- Zhongxing Telecom Pakistan
- Zong China Mobile

Alphabetical listing of MBA/MCom Graduates 2014

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PROFILES MBA 2014



Ahtsham Ramzan

Present Address: 71-D, Passco Society, Inside Mumtaz Town, Canal Road, Lahore.

Permanent Address: H. No.110, Mohalla Ahmad Nagar, Pattoki.

Cell: 0332-4011404

Email: ahtsham15@gmail.com

Born 1990



Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities, an efficient time-manager Self-driven and self-reliant, sets aims and targets, leads by example Good interpersonal skills, works well with others, motivates and encourages Tactical, strategic and proactive, anticipates and takes initiative Systematic and logical - develops and uses effective processes Studied Strategic Brand Management, Integrated Marketing Communication, Services Marketing, Sales Force Management and Consumer Behavior as elective courses Functional Areas: Marketing, Sales, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Hailey College of Commerce, University of the Punjab, Lahore BCom (H) 2012 Govt. College of Commerce, Pattoki DCom 2008 BISE, Lahore Matriculation 2006	
Professional Experience	Allied Bank Ltd., Lahore Jul – Aug 2013 Intern <ul style="list-style-type: none"> Assisted in general banking operations like account opening, clearing and remittance to smooth line these operations State Life Insurance, Lahore Jul – Aug 2012 Intern <ul style="list-style-type: none"> Coordinated in general insurance operations like policy plans, account issues and issues regarding default 	
Projects	<ul style="list-style-type: none"> Prepared a research report on media plan and marketing campaign for Lipton Yellow Label Tea brand by focusing on the ATL and BTL activities Prepared a research report on brand image and customer perception for KFC Highlighted the gaps and devised a new marketing strategy to capture existing and new customers Developed a marketing plan for a new product of Mayfair (biscuit industry). Conducted PEST and Porter analysis of biscuit industry in Pakistan, identified gaps and suggested strategy for a new product Developed a research report on consumer behavior for LUX brand. Covered aspects such as product differentiation, motivation, consumer learning, attitude, brand personality, and customer perception 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email, SPSS 	
Achievements	<ul style="list-style-type: none"> Organized different events like orientation, convocation and Hailey Night as a member of Event Management Society at Hailey College, Lahore Organized prize distribution ceremony at Government College of Commerce, Pattoki Got 1st position in DCom for 2 years in Government College of Commerce, Pattoki 	
Interests	<ul style="list-style-type: none"> Music, traveling, socialization, surfing the net for business research 	

Ali Raza

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Good interpersonal skills, works well with others, motivates and encourages – High integrity, diligent and conscientious, reliable and dependable – Self-aware, always seeking to learn and grow – Good starter, enthusiastic in finding openings and opportunities – Decisive and results driven, creative problem solver – Studied Project Management, System Dynamics, Supply Chain Modeling and Logistics Management as elective courses <p>Functional Area: Supply Chain Management</p>
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2014</p> <p>Shiblee College of Commerce, Gujranwala</p> <p>BCom 2010</p> <p>Institute of Leather Technology, Gujranwala</p> <p>DAE 2008</p> <p>Little Scholar School System, Gujranwala</p> <p>Matriculation 2005</p>
Professional Experience	<p>Coca Cola Pakistan Ltd., Gujranwala Jul – Aug 2013</p> <p>Intern</p> <ul style="list-style-type: none"> – Assisted in arranging stock according to thorough put rate in warehouse – Assisted in research on perception and shelf occupancy of brand in retail stores – Compared Coca Cola with PEPSI and determined service excellence standards
Projects	<ul style="list-style-type: none"> – Developed a research report on vendor selection and development in Nishat Dyeing and Finishing. Analyzed the strategic distribution network of Nishat Dyeing and Finishing. Primary concern was with the efficient integration of suppliers, factories, warehouses and stores so that merchandise could be produced and distributed at the right time – Developed a research report on the end-to-end supply chains of Kamal Spinning Mills. Examined financial, material and information flows and identified gaps. Recommended them to implement CPFR model and develop complete plan for strategy and planning, demand and supply management – Developed a research report on logistics management in Berger Paints. Described the generalized supply chain model to understand how the organization is integrated within its department, suppliers end and distributor
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS
Achievements	<ul style="list-style-type: none"> – Participated in workshops on leadership skills, time and stress management, influencing and negotiation skills, interview skills at UMT, Lahore
Interests	<ul style="list-style-type: none"> – Soccer, current affairs, traveling, research

Ali Ahmad Amjad

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Born 1990



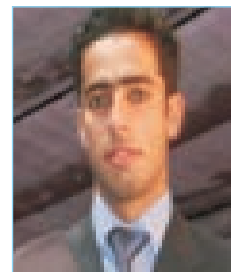
Personal Profile	<ul style="list-style-type: none"> Extremely reliable and dependable, analytical and questioning, strives for quality Good interpersonal and communication skills, leadership, high integrity Enthusiastic in finding openings and opportunities Great team worker – adaptable and flexible Active and dynamic approach to work and getting things done Studied Investment and Portfolio Management, Taxation, Financial Modeling and Financial Statement Analysis as elective courses Functional Areas: Banking and Finance, Accounts 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Lahore College of Commerce, Lahore BCom 2010 Government Shalimar College, Lahore FSc 2008 Sharaf Foundation High School, Lahore Matriculation 2006	
Professional Experience	Nestle Pakistan, Lahore Oct – Nov 2013 Intern <ul style="list-style-type: none"> Assisted in conducting customer satisfaction survey regarding the delivery of Nestle water Assisted in conducting customer retention survey to identify reasons of not buying water Assisted in utilizing RMA software to maintain customer record Assisted in identifying the problems of customer through RMA Coordinated in general insurance operations like policy plans, account issues and issues regarding default 	
Projects	<ul style="list-style-type: none"> Developed a research report on the growth of cement industry in Pakistan. Reported about the imports and exports of cement. The effect of cement industry on economy and taxation policies was mentioned. Selected Fauji Cement Company from cement industry and analyzed it on the basis of common size analysis, horizontal balance sheet and income statement analysis. Index number trend analysis for sales was conducted. The report ended by comparing individual company with growing cement sector in Pakistan Prepared a research report on investment in Lahore Stock Exchange (LSE) by buying shares. Learned when to buy, when to hold and when to sell out particular shares. Trading duration was about two months. The report ended with graphical presentation of profit and loss of the entire trading Conducted a complete financial analysis of "Lucky Cement" by analyzing its annual report for the year 2011 and 2012. Used income statement, balance sheet, cash flow statement, statement of change in equity and different ratio analysis to reflect the financial health of the company. The analysis revealed that company was in good financial position 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS 	
Achievements	<ul style="list-style-type: none"> Won 1st prize in supply chain video competition in 2013, UMT, Lahore Worked as an organizer in Youth Carnival in 2011 at UMT, Lahore Actively participated in sports, tableaux at school level 	
Interests	<ul style="list-style-type: none"> Traveling, pets, music, computer technology 	

Ali Ejaz

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Well-organized; good planner; efficient time-manager High integrity, diligent and conscientious Seeks and finds good outcomes to challenges Reliable and dependable - high personal standards and attention to detail Good interpersonal skills - works well with others, motivates and encourages Studied Strategic Brand Management, Sales Force Management, Capital Budgeting, Financial Modeling and Islamic Banking as elective courses Functional Areas: Marketing, Customer Services, Business Development 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2013 BISE Lahore ICom 2008 Garrison Boys High School, Lahore Cantonment Matriculation 2006	
Professional Experience	University of Management and Technology (UMT), Lahore Teacher's Assistant Nov 2011 – Feb 2012 <ul style="list-style-type: none"> Assisted in assessing quizzes, assignments and exams Updated attendance record and uploaded handouts/slides on moodle Packages Limited, Lahore Jul – Aug 2011 Intern <ul style="list-style-type: none"> Assisted in analyzing the market of paper and board Assisted in auditing and data entry of paper and board production 	
Projects	<ul style="list-style-type: none"> Developed a research report on vendor selection and development in Nishat Dyeing and Finishing. Analyzed the strategic distribution network of Nishat Dyeing and Finishing. Primary concern was with the efficient integration of suppliers, factories, warehouses and stores so that merchandise could be produced and distributed at the right time Developed a research report on the end-to-end supply chains of Kamal Spinning Mills. Examined financial, material and information flows and identified gaps. Recommended them to implement CPFR model and develop complete plan for strategy and planning, demand and supply management Developed a research report on logistics management in Berger Paints. Described the generalized supply chain model to understand how the organization is integrated within its department, suppliers end and distributor 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) 	
Achievements	<ul style="list-style-type: none"> Internet, e-mail SPSS Stood 1st in Punjab Youth Festival "Battle of Business Giants" Competition (September, 2012) at Expo Center Lahore Defeated Federal Board Gold medalist in 1,600 Meter Race (March, 2007) at PAF Base MRF, Kamra. Participated and organized 1st ICoBM at PC Hotel, Lahore Participated and organized 2nd ICoBM at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> Athletics, tennis, political and current affairs, surfing on internet for business research 	

Ali Mansoor

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Born 1991



Personal Profile	<ul style="list-style-type: none"> – Creative and entrepreneurial networker, effective project coordinator – Reliable and dependable in meeting objectives - hard-working – Seeks and finds solutions to challenges - exceptionally positive attitude – Seeks new responsibilities and uses initiative, self-sufficient – Solid approach to achieving tasks and objectives; determined and decisive – Studied Strategic Brand Management, Consumer Behavior, Category and Space Management in Retail, and Web Marketing as elective courses – Functional Areas: Marketing, Sales, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Bahauddin Zakariya University, Multan BBA(H) 2012 Divisional Public School and College, Lahore FSc (Pre-Eng) 2008 Divisional Public School and College, Lahore Matriculation 2006	
Professional Experience	Soft Source INC, Lahore Feb – Jun 2014 Business Development Executive <ul style="list-style-type: none"> – Accountable for selling, closing, customer services and increasing the customer base – Assisted in idea pitching and generating more sales Fatima Fertilizers Ltd., Lahore Aug – Sep 2013 Intern <ul style="list-style-type: none"> – Assisted in generating daily sales resulting in increased revenue Khushhali Bank, Lahore Jun – Jul 2011 Intern <ul style="list-style-type: none"> – Coordinated in account opening, tallying cheques and remittance department – Assisted in collecting and compiling vouchers on daily basis 	
Projects	<ul style="list-style-type: none"> – Developed a research report on comparing Metro with HyperStar regarding assortments, price, promotions and layout. Compared the pricing and promotions of every product in both companies. It was concluded that HyperStar was having good promotions strategies– Conducted brand audit of NIVEA with respect to its competitors. Discussed the brand inventory and brand exploratory side. Also checked the brand image, brand recognition, brand recall, and type of association with the brand – Developed a report on spending one day with sales team of Shan Foods. Examined the experience of sales force by managing monthly targets and developing plans to achieve these targets – Developed a research report on launching a new coffee brand. Prepared a comprehensive marketing plan consisting of 4P's, market segmentation and target market selection 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS, Prezi 	
Achievements	<ul style="list-style-type: none"> – Member of Executive Forum in BZU, Multan – Key organizer of all university functions and programs in BZU, Multan – Received a certificate on making an excellent presentation in MBA 	
Interests	<ul style="list-style-type: none"> – Travel, research, surfing internet for business research, lawn tennis, computer games 	

Ali Haider

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Born 1988



Personal Profile	<ul style="list-style-type: none"> – Creative and entrepreneurial networker, effective project coordinator – Reliable and dependable in meeting objectives, hardworking – Seeks and finds solutions to challenges, exceptionally positive attitude – Self-driven and self-reliant, sets aims and targets, leads by example – Good interpersonal skills, works well with others, motivates and encourages – Studied Supply Chain Strategies, Logistics Management, Vendor Selection and Development and Enterprise Resource Planning (ERP) as elective courses – Functional Area: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Bahauddin Zakariya University, Multan BBA(H) 2012 Government Institute of Technology, DG Khan DAE (Electrical) 2008 Little Scholars School, DG Khan Matriculation 2005	
Professional Experience	AL-GHAZI Tractors Limited, DG KHAN Jul – Aug 2013 Intern <ul style="list-style-type: none"> – Assisted in generating orders for suppliers as per production requirements – Assisted in generating reports regarding quality standards and specification of spare parts received from vendors 	
Projects	<ul style="list-style-type: none"> – Developed a research report on end-to-end supply chain of SUBWAY. Information about cash flow, suppliers and raw materials was gathered and various processes in pipeline mapping time and value associated with each process were examined. The distribution channels all over Pakistan were observed – Developed a video on supply chain processes of Berger Paints. Starting from raw materials and inventory along with covering all their manufacturing process to their finished goods – Prepared a research report on the procedures and end-to-end supply chain process of Mansoorah Hospital Lahore. Generalized model, pipeline mapping, cash flow, Information flow, value stream mapping, and organizational hierarchy were reported. After detailed study recommended them RFID strategy and its action plan – Prepared a research report on logistic management of Berger Paints. Developed layout of warehousing, material handling documents, bills of trading and freight forwarding 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – SPSS, Prezi – Internet, email 	
Achievements	<ul style="list-style-type: none"> – Received certificate on making a good supply chain management project on SUBWAY – Member of Executive Forum in BZU, Multan – Key organizer of all university functions and programs in BZU, Multan 	
Interests	<ul style="list-style-type: none"> – Travel, research, lawn tennis, surfing internet for business research 	

Alina Akhlaq Mughal

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Born 1988



Personal Profile	<ul style="list-style-type: none"> – Entrepreneurial and pro-active - strong drive and keen business mind – Identifies and develops opportunities; innovates and makes things happen – Good strategic appreciation and vision; able to build and implement sophisticated plans – Determined and decisive; uses initiative to meet and resolve challenges – Strives for quality and applies process and discipline towards optimizing performance – Studied Recruitment and Selection, Performance Management and Training and Development as elective courses – Functional Area: Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 FAST, Lahore Bsc Computer Science 2012 Jinnah High School System, Multan GCE Advanced Level 2007 Beaconhouse School System, Multan GCE Ordinary Level 2005	
Professional Experience	University of Management and Technology (UMT), Lahore Sep 2013 – Jan 2014 Teacher Assistant <ul style="list-style-type: none"> – Assisted the resource person in assessing assignments, quizzes, projects, mid-term and end-term exam and kept the students up-to-date about their performance – Maintained and updated the official record of assessments of students and compiled the overall result based on the assessment criteria 	
Projects	<ul style="list-style-type: none"> – Conducted interviews and analyzed the recruitment and selection function of Systems Ltd. Software House. Identified the gaps and gave pragmatic recommendations – Scrutinized the recruitment and selection process of Central Superior Services (CSS) Pakistan to identify the gaps and suggested remedies. The three different phases of CSS assessment (written test, psychological test and interview) were analyzed individually – Conducted a one hour training session in class on business meeting skills. The training comprised of oral presentation, short topic-related videos, activities and role plays to depict the best and bad practices of business meetings – Examined the knowledge management practices of World Bank, Siemens AG and Cognizant Technology Solutions. The objective was to study the cases thoroughly and find the reasons for initial failures of knowledge management initiatives. Identified the gaps in the existing strategy and suggest appropriate knowledge strategy – Constructed a performance appraisal system for Prime Stationery Pakistan. The system was based on the job requirements, employee type and the hierarchy of the organization 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – SPSS – Internet, e-mail 	
Achievements	<ul style="list-style-type: none"> – Appeared in Rector's Honor list during MBA – Worked as usher in ICoBM in 2013 held at UMT, Lahore – Functioned as a volunteer in Career Fair 2012 at UMT Lahore 	
Interests	<ul style="list-style-type: none"> – Reading, traveling, music, science fiction movies 	

Allah Yar

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Born 1991



Personal Profile	<ul style="list-style-type: none"> Identifies and develops opportunities; innovates and makes things happen Good interpersonal skills and communication skills, demonstrates leadership Reliable and dependable in meeting objectives, hard working Task-oriented, commercially experienced and aware High integrity and honesty, ethically and socially aware Studied Recruitment and Selection, Training and Development, Human Resource Development, Performance Management System and Compensation and Benefits as elective courses Functional Areas: Human Resource Management, Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Islamia University Bahawalpur, Bahawalnagar Campus BBA(H) 2012 New Sublime Higher Secondary School, Bahawalnagar ICS 2008 Quaid-e-Milltan High School, Bahawalnagar Matriculation 2006	
Professional Experience	HA Shah and Sons, Lahore Oct 2012- Present Accounts Officer <ul style="list-style-type: none"> Made recoveries of outstanding payments to update recovery status of clients Maintain and update employee payroll as per human resource requirements United Bank Limited, Bahawal Nagar Jan – Jul 2012 Intern <ul style="list-style-type: none"> Assisted in accounts opening of new clients by doing preliminary paper work Assisted in preparing bank drafts and generating letter of credit 	
Projects	<ul style="list-style-type: none"> Developed a research report on the framework of performance management system of PEL (Pak Elektron Ltd.). Suggested online performance system and interlinked the annual appraisals to training and development and employee's master data. If the employee was under performing then the system suggested related training. If the employee was performing well, then it modified the employee's master data and suggested increments Prepared a research report on Ministry of Human Resource Development, of Pakistan. The Ministry of HRD was performing very well for the wellbeing of labour class by giving them financial aid to overcome their expenses like medical and marriage loans. Identified areas of improvements such as starting training of labor class to get better positions and earnings Organized a training session on interviewing skills by giving a presentation of good and bad interviews. Highlighted the importance of key points such as preparation, proper dressing, punctuality, ethics and etiquettes for a good interview. Also described the points which become the cause of bad interview such as incorrect communication, over confidence, lack of eye contact and listening to cell phone during interview 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SPSS 	
Achievements	<ul style="list-style-type: none"> Organized a seminar on sampling preparation in Avari Hotel, Lahore Participated in 3rd ICoBM in 2013, at UMT, Lahore Won race competition in sports gala held in 2011 at Islamia University, Bahawalpur 	
Interests	<ul style="list-style-type: none"> Employee relations, traveling, cricket, real estate 	

Amir Hussan Shah

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Methodical approach to planning and organizing, efficient time-manager Good interpersonal and communication skills, leadership, high integrity Strong planning, organizing and monitoring abilities Self-driven and self-reliant, sets aims and targets, and leads by example Works well with others, motivates and encourages Studied Sales Force Management, Web Marketing, Business Negotiation and Consumer Behavior as elective courses Functional Areas: Marketing, Customer Services
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2012</p> <p>BISE, Bahawalnagar Intermediate 2008</p> <p>DPS Model Town, Lahore Matriculation 2005</p>
Professional Experience	<p>Eduqettes (Pvt.) Ltd., Lahore Jun – Aug 2013 Career Counselor</p> <ul style="list-style-type: none"> Guided and counseled students on higher studies regarding courses and institutes Facilitated the students in complex decision-making of their education and careers
Projects	<ul style="list-style-type: none"> Developed a research report on the sales activity of Shan Food's sales team. Analyzed the functioning of sales team and conducted consumer and retail research of the brand Developed a detailed research report about the pharmaceutical industry in Pakistan. Conducted market analysis of Abbot Pharmaceutical Company by PEST and Porters five forces analysis to check the growth rate and market trend Prepared a market research report of Rooh Afza. Analyzed its segmenting, targeting positioning and pricing strategies, and compared it with different competitors Developed questionnaires and analyzed the results through cross tabs in SPSS
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS
Achievements	<ul style="list-style-type: none"> Captain of university badminton team Winner of badminton, cricket, volleyball and runner up in chess in university Achieved 3rd position in Entrepreneur Festival (2011) in UMT Participated in different educational and industrial seminars at UMT, Lahore Participated in workshops on leadership skills, teamwork, conflict resolution, personality grooming and confidence building
Interests	<ul style="list-style-type: none"> Sports, political affairs, traveling, reading

Anam Majeed

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Reliable and dependable, hardworking Results oriented – focused on productive and high-yield activities Results-driven, logical and methodical approach to achieving tasks and objectives, Strives for quality and applies process and discipline towards optimizing performance Studied Recruitment and Selection, Training and Development, Human Resource Development and Compensation and Benefits as elective courses Functional Areas: Human Resource Management, Administration 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 BISE, Gujranwala FSc 2007 BISE, Gujranwala Matriculation 2005	
Professional Experience	University of Management and Technology, Lahore Intern Feb – Apr 2014 <ul style="list-style-type: none"> Developed database of more than 300 CEOs, Marketing and HR Heads of leading organizations which was useful to send important publications and invitations Confirmed addresses of HR Managers of companies to send CV Book-2013 Assisted in organizing workshops on CV writing and interview skill of students Assisted in holding recruitment drives hence facilitated the students in job search Kohinoor Textile Mill, Lahore Intern Aug – Sep 2012 <ul style="list-style-type: none"> Worked in HR Department to manage employees' profiles and daily activities Developed employees' database to keep the record updated 	
Projects	<ul style="list-style-type: none"> Prepared a report on compensation and benefits system of Dawood Hercules Fertilizer. Collected data and compared it with market regarding their policies Conducted a training session on Business Email Writing focusing on email body, subject line, greeting, tone of message and closing. Discussed the use of To, Cc and Bcc fields. Different techniques were shown with the help of role play, activities, multimedia and videos on effective business email writing Conducted an interview on human resources development in Masood Textile Mill keeping in view all major processes of HR, and Training and Development of employees Prepared a report on recruitment process of school and gave alternative recruitment methods. Also developed two print advertisements and orientation day timetable of new teachers 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email, Prezi SPSS 	
Achievements	<ul style="list-style-type: none"> Worked as a volunteer in International Conference on Business Management (2012), UMT, Lahore Won 1st prize in supply chain game competition in 2013 at UMT, Lahore Worked as an organizer in arranging youth festival at UMT in 2011 	
Interests	<ul style="list-style-type: none"> Surfing the net for business research, traveling, reading books and novels 	

Anum Javed Dar

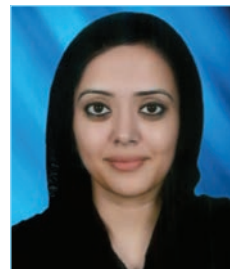
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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Creative and entrepreneurial networker - effective project coordinator ? Adaptable and flexible, well-organized planner and scheduler ? Strong planning, organizing and monitoring abilities, an efficient time-manager ? Motivated, enthusiastic and determined to move forward in life – Good communication and interpersonal skills – Studied Recruitment and Selection, Training and Development, Performance Management and Organization Development as elective courses – Functional Area: Human Resource Management 	
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2012</p> <p>Army Public College, Sialkot Fsc (Pre-Medical) 2007</p> <p>Convent of Jesus and Mary, Sialkot Matriculation 2005</p>	
Professional Experience	<p>Buraq Surgical, Sialkot Jul – Aug 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in training and development of female employees for long term stay – Assisted in checking quality standards of finished goods and minimized faulty products – Assisted in correspondence with customers to inform them about company promotions 	
Projects	<ul style="list-style-type: none"> – Conducted a training session on conflict management. Discussed employee behavior and suggested ways to resolve conflict management of senior employees with junior ones. Performed role plays to show how conflicts evolved in the work place and how they could be solved by mutual cooperation of employees – Resolved a case study on; is one panel interview sufficient for hiring a university lecturer? Developed a job advertisement for this position and developed questions to be asked from the candidate during interview. Recommended that different selection modes like written test and interviews should be adopted for selecting a candidate – Developed a research report on the performance management system of PEL. Covered the organization structure, existing performance management system, flow of activities involved in the existing system, the appraiser and appraises link, link between the goal setting and appraisal system and the linking pin. Developed SMART objectives and recommended the new performance management system 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS, PC-TAS 	
Achievements	<ul style="list-style-type: none"> – Appeared in Dean's award list on scoring 3.80 GPA in 2013 at UMT, Lahore – Participated in Punjab Youth Festival (Team Lead) in 2012 – Got 3rd position in sales activity in entrepreneurial festival 2011 at UMT, Lahore – Participated in LUMS HR Conference 	
Interests	<ul style="list-style-type: none"> – Photography, business research, computer technology, education 	

Arslan Masood

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities - an efficient time-manager Self-driven and self-reliant - sets aims and targets and leads by example Good interpersonal skills - works well with others, motivates and encourages High integrity, diligent and conscientious - reliable and dependable Self-aware - always seeking to learn and grow Studied Project Management, Production Planning and Inventory Control Systems, Quality Assurance in Supply Chain and Supply Chain Modeling as elective courses Functional Areas: Supply Chain Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2014</p> <p>AL-Syed College of Commerce, Lahore</p> <p>BCom 2010</p> <p>Superior Group of Colleges, Lahore</p> <p>FSc (Pre-Engineering) 2008</p> <p>Divisional Public School, Lahore</p> <p>Matriculation 2005</p>
Professional Experience	<p>Style Textiles, Lahore Mar 2014 - present</p> <p>Management Trainee Officer</p> <ul style="list-style-type: none"> Co-ordinate with different warehouses to ensure minimum inventory levels in order to streamline the production process Strategically coordinate with staff and freight carriers to maximize productivity <p>Ahmed Traders, Lahore Feb 2011- Nov 2013</p> <p>Sr. Supervisor</p> <ul style="list-style-type: none"> Efficiently managed product/service supplier relations to maximize the product portfolio and availability of products Maintained good relations with suppliers to attain maximum credit limit
Projects	<ul style="list-style-type: none"> Developed a research report on process mapping and reduction of lead time for a famous locally renowned fast food chain FRI-CHIKS by applying operations management tools and techniques. This helped to maximize output by reducing lead times and eliminating the non-value added activities from the process map Developed a research report on selection of best supplier through analytical hierarchy process for different textile companies. Selected the best suppliers to ensure timely delivery of goods and maintaining quality services Developed a research report on distribution requirement planning for different warehouses of Sheikh Brother's (Tire Importer). Applied warehouse distribution techniques for different retailers in order to eliminate BULLWHIP effect and to maintain equilibrium between demand and supply Developed a research report on on value Stream Mapping of Shakarganj Foods Pvt. Ltd., regarding quality assurance to verify the Value and Non-Value added activities and to eliminate the non-value added activities
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint), MS Project Management Internet, e-mail SPSS
Achievements	<ul style="list-style-type: none"> Active member of UMT's Marketing Club Team member of UMT cricket team Worked as volunteer for The Little Art Organization at Ali Auditorium Volunteer, Pakistan Entrepreneurial Leadership Program (2011) at UMT, Lahore
Interests	<ul style="list-style-type: none"> Books reading, current affairs, traveling, e-gaming

Arslan Haroon

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Born 1991

Personal Profile	<ul style="list-style-type: none"> – Reliable and dependable in meeting objectives – Entrepreneurial and proactive, strong drive and keen business mind – High integrity and honesty, ethically and socially aware – Motivated, enthusiastic and determined to move forward in life – Good communication and interpersonal skills, an efficient time manager – Studied Strategic Brand Management, Sales Force Management, Retail Management, International Marketing and Strategic Distribution Networks as elective courses – Functional Areas: Marketing, Sales, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 Superior Group of Colleges, Lahore FSc (Pre-Engineering) 2008 Govt. High School, Allama Iqbal Town, Lahore Matriculation 2005	
Professional Experience	Pioneer Petro Explosive Consultancy (Pvt.) Ltd. Lahore Sep 2012 – Present Assistant Marketing Manager <ul style="list-style-type: none"> – Develop media campaign to create awareness of our services in target market – Do official correspondence with clients regarding company promotions – Meet with clients and arrange their meeting with respective consultants Atlas Honda, Lahore Jul – Aug 2012 Intern <ul style="list-style-type: none"> – Assisted in order taking and delivery of motor bikes at the relevant showroom – Assisted in conducting sales analysis to find out the difference in sales for the year 2011 and 2012 (dealer wise and region wise) 	
Projects	<ul style="list-style-type: none"> – Developed a research report on consumer behavior for LUX brand. Covered the aspects such as product differentiation, motivation, consumer learning, attitude, brand personality, and customer perception – Prepared a research report to apply web marketing and analytic tools on the website named "www.ppec.com.pk" Launched an email campaign and advertised this website on social media like twitter, facebook and google plus to increase the viewership. Analyzed the results to show web page traffic and surfing rate – Developed a complete business plan for an innovative product CASP-12, a portable shoe polish machine. The benefits were: portable, chargeable, time saver, convenient, especially designed to use in cars while traveling – Prepared a research report representing Pakistan as a brand. Represented Pakistan from sports, entertainment, tourism, natural resources and social services point of view. Developed a detailed story board and finally produced a small documentary of 8-10 minutes to represent Pakistan from these aspects 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS, AUTOCAD, Adobe Photo Edition 	
Achievements	<ul style="list-style-type: none"> – Got 2nd position in sales activity in Entrepreneur Competition in 2011 at UMT, Lahore – Worked as volunteer in an international conference in 2012, at UMT, Lahore – Worked as surveyor for conducting survey of AURIGA (Pvt.) Ltd. at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> – Book reading, cricket, , traveling, surfing the net for business research 	

Asfand Yar Wali Shah

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Born 1990

Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities - an efficient time-manager Energetic and physically very fit; quick to respond to opportunities and problems Systematic and logical - develops and uses effective processes Calm, reliable and dependable in meeting objectives - logical and numerate Team-player - loyal and determined Studied Sales Force Management, Integrated Marketing Communication, SME Management, Financial Statement Analysis, Capital Budgeting and Long Term Investment Decision Making, and Investment Analysis and Portfolio Management as elective courses Functional Areas: Marketing, Finance 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (Hons) 2012 Govt. College, Multan Fsc (Pre-Medical) 2007 Khanewal Public School, Khanewal Matriculation 2005	
Professional Experience	EduQuettes Pvt. Ltd., Lahore Intern Aug – Sep 2012 <ul style="list-style-type: none"> Assisted in career counseling by guiding the students on their career path Assisted in doing official emails and phone calls to convince clients 	
Projects	<ul style="list-style-type: none"> Interviewed the stock brokers about the situation of the stock exchange. Invested in the stock exchange in different companies. Made portfolio of these companies. analyze the return on the shares and the risk of the company Prepared a research report on the overall working of the sales force team of Shan Food. Described how employees at different hierarchies perform their duties, face challenges and resolve conflicts in the daily sales activities Created a marketing plan along with executional frameworks for an advertising campaign consisting of a radio ad, flyer and billboard ad for Stylo shoes. The objective was how this campaign could increase the market share of Stylo Shoes and be the number one brand for women Conducted a project on Pakistan State Oil (PSO) and analyzed its supply chain starting from suppliers of suppliers to the final customers. Analyzed the upstream and downstream flow of the supplies (fuel and lubricants) in the supply chain 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SPSS 	
Achievements	<ul style="list-style-type: none"> Secured 2nd position in the Entrepreneur Festival in 2011 at UMT, Lahore Organizer of Convocation 2012, Entrepreneur Festival 2011, Orientation 2013 Participated in 2nd and 3rd ICoBM at UMT, Lahore Runner-up in both single and double UMT Hostels, Table Tennis Championship SAP Course Certification – An Introduction to SAP HANA by Dr Vishal Sikka 	
Interests	<ul style="list-style-type: none"> Outdoor adventure, fitness, shopping, table tennis, love to explore new places 	

Aurang Zaib

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Born 1993

Personal Profile	<ul style="list-style-type: none"> – Solid approach to achieving tasks and objectives, determined and decisive – Reliable and dependable in meeting objectives - hardworking – Great team-worker - adaptable and flexible – High integrity and honesty, ethically and socially aware – Critical thinker – strong analytical skills, accurate and probing – Studied Project Management, System Dynamics, ERP, Logistic Management as elective courses – Functional Area: Supply Chain Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2014</p> <p>Nicaas Group of College, Rahim Yar Khan</p> <p>BCom 2010</p> <p>Nicaas Group of College, Rahim Yar Khan</p> <p>ICom 2008</p> <p>Govt. High School, Rahim Yar Khan</p> <p>Matriculation 2006</p>
Professional Experience	<p>RB Sons, Lahore Jun – Nov 2013</p> <p>Procurement Officer</p> <ul style="list-style-type: none"> – Prepared packing list, invoice and LC for transfer of shipment to the consignee – Prepared all import/export documents as per legislation – Negotiated with shippers, agents and suppliers to develop long term business relations <p>Aries Logistics (Pvt.) Ltd., Lahore July – Aug 2012</p> <p>Trainee</p> <ul style="list-style-type: none"> – Completed the file of sea, air and land haulage and developed transport report of materials – Recorded all the inbound and outbound logistics and analyzed the results
Projects	<ul style="list-style-type: none"> – Analyzed end-to-end supply chain of Kamal Textile Mills. Gathered information about the suppliers and raw materials and examined various processes in pipeline mapping including the time and value associated with each process – Developed a report to improve warehouse layout in Makro Cash and Carry by using inventory management techniques, improving purchase process, transportation and delivering strategies – Developed a research report on chicken industry of Pakistan to check the growth rate and market trend. Conducted PEST, industry dynamics, growth and Porter 5 forces analysis to get an intensive overview of the chicken industry – Prepared a report to construct a house for earthquake victims in Balochistan by using MS Project. Conducted project initiation and selection, developed weighted matrix, project screening, made risk calculation and project crashing for execution
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint), MS Project – Internet, email – SPSS
Achievements	<ul style="list-style-type: none"> – Member of Marketing Club and Supply Chain Club at UMT, Lahore – Attended workshop on supply chain at UMT in 2012 – Attended workshops on leadership skills, time and stress management at UMT, Lahore
Interests	<ul style="list-style-type: none"> – Badminton, watching movies, reading newspaper, surfing the net for business research

Bilawal Aslam Bashir

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Well-organized, good planner, efficient time-manager Seeks new responsibilities and uses initiative, self-sufficient Solid approach to achieving tasks and objectives; determined and decisive Active and dynamic approach to work and getting things done Good communication and interpersonal skills Studied Strategic Brand Management, Sales Force Management, and Consumer Behavior as elective courses Functional Areas: Marketing, Sales, Customer Services
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>Hailey College of Commerce, Lahore BCom (H) 2011</p> <p>Govt. College, Pattoki Fsc (Pre-Medical) 2007</p> <p>Govt. High School, Pattoki Matriculation 2005</p>
Professional Experience	<p>Ravi Exchange Company (Pvt.) Ltd., Lahore Jun 2013 – Present Marketing Executive</p> <ul style="list-style-type: none"> Recommend marketing strategies to enhance the business and meet sales target Negotiate with companies and institute for FTT and FDD Market Western Union inward and outward remittance through Ravi Exchange Co. Create awareness in customers about other branches of Ravi Exchange Co. in Shah Alam and Data Darbar, Lahore, to enhance business Provide support to other branches in meeting monthly sales target Launch promotional campaigns and arrange gifts for customers Search new sites to expand the network of branches Finalize the rental rates for new branches with landlords on behalf of the company
Projects	<ul style="list-style-type: none"> Prepared a research report on the brand audit of Hush Puppies with respect to its competitor Borjon. It was revealed that Hush Puppies was having a better brand image in the mind of customer due to its durability and comfort as compared to its competitor, which showed that Hush Puppies had more market share. Also checked the brand recognition, brand recall, and type of association of the brand Conducted market survey to check the service of Faisal Movers and Daewoo. It was found that Faisal Movers were providing better customer services and less fare as compared to Daewoo Conducted a market research to find out the reason of failure of Bon Vivant in gourmet. The research showed that the targeted customer of Bon Vivant were not visiting Gourmet outlets
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS
Achievements	<ul style="list-style-type: none"> Participated in seminar on "Entrepreneurship" conducted by SMEDA in 2009 Team member of event management society in Punjab University President of blood donor community in college
Interests	<ul style="list-style-type: none"> Tennis, construction, innovation, television

Danish Javaid

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Good interpersonal and communication skills, leadership, high integrity – Self-aware, always seeking to learn and grow – Great team-worker, adaptable and flexible – Well-organized, good planner and efficient time-manager – Good listener, caring and compassionate – Studied Vendor Selection and Development, Logistics Management, Supply Chain Strategies, Managing Supply Chain, System Dynamics and ERP as elective courses – Functional Area: Supply Chain Management 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td>2014</td></tr> <tr> <td>Bahauddin Zakaria University, Multan</td><td></td></tr> <tr> <td>BBA (H)</td><td>2010</td></tr> <tr> <td>Govt. College of Technology, Multan</td><td></td></tr> <tr> <td>DAE</td><td>2008</td></tr> <tr> <td>Govt. Pilot Secondary School, Multan</td><td></td></tr> <tr> <td>Matriculation</td><td>2005</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2014	Bahauddin Zakaria University, Multan		BBA (H)	2010	Govt. College of Technology, Multan		DAE	2008	Govt. Pilot Secondary School, Multan		Matriculation	2005
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Professional Experience	<table> <tr> <td>Four Brothers Group, Lahore</td><td>Jun – Aug 2013</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td>– Assisted in developing and maintaining daily stock report and arranged required stock as per requirement in company main warehouse to minimize stock out</td><td></td></tr> <tr> <td>Berger Paints, Lahore</td><td>Jun – Jul 2011</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td>– Assisted the marketing teams by creating awareness of company discounts offering to retailers on bulk purchases and different promotion plans of the company</td><td></td></tr> </table>	Four Brothers Group, Lahore	Jun – Aug 2013	Intern		– Assisted in developing and maintaining daily stock report and arranged required stock as per requirement in company main warehouse to minimize stock out		Berger Paints, Lahore	Jun – Jul 2011	Intern		– Assisted the marketing teams by creating awareness of company discounts offering to retailers on bulk purchases and different promotion plans of the company					
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– Assisted the marketing teams by creating awareness of company discounts offering to retailers on bulk purchases and different promotion plans of the company																	
Projects	<ul style="list-style-type: none"> – Analyzed end-to-end supply chains of Berger Paints Pakistan. Examined their financial, material and information flows and identified gap. Recommended them to implement CPFR model and developed complete plan for strategy and planning, demand and supply management – Developed a research report to implement RFID (Radio Frequency Identification) strategy on the supply chain management process of Mansoor Hospital, Lahore, to enhance operational efficiency. By adopting the strategy, the hospital management could monitor the movement of machinery and equipment and its working condition at a particular stage. RFID was also implemented to keep the sale, purchase and expiry record of medicines in hospital – Developed a research report on the end-to-end supply chain process of SUBWAY Food, Lahore. Identified areas in which delay occurred and weakened the supply chain process. Recommended them to reduce the forecast duration of supply of meat from the supplier to give the updated demand to the supplier. Identified material (meat) shifting problem with in the different branches to maximum utilization of the meat to reduce waste cost 																
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email, software/hardware installation – SPSS, ERP (SAP, ORACLE, MICROSOFT DYNAMICS) 																
Achievements	<ul style="list-style-type: none"> – Got 3rd position in supply chain video competition (2013) held at UMT, Lahore – Participated in International Supply Chain Conference (2013) at UMT, Lahore – Got 1st position on reporting the weak supply chain management process of SUBWAY with suggestions for improvements in 2012 at UMT, Lahore 																
Interests	<ul style="list-style-type: none"> – Real Estate, social media, soccer, business 																

Daniyal Amir

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Determined and decisive; uses initiative to meet and resolve challenges – Strong planning, organizing and monitoring abilities, an efficient time-manager – Self-aware, always seeking to learn and grow – Seeks and finds solutions to challenges, exceptionally positive attitude – High integrity and honesty, ethically and socially aware – Studied Strategic Brand Management, Integrated Marketing Communication, Sales Force Management, Vendor Selection and Development, Managing Supply Chain, and ERP (Enterprise Resource Planning) as elective courses – Functional Areas: Marketing, Sales, Customer Services, Supply Chain Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA(H) 2012</p> <p>Scholars Collage of Commerce, Lahore Icom 2008</p> <p>Crescent Model Higher Secondary School, Lahore Matriculation 2006</p>
Professional Experience	<p>DM Exports, Lahore Dec 2012 – Present Assistant Manager</p> <ul style="list-style-type: none"> – Develop export form for export goods and dispatch the consignment – Inspect the finished goods thoroughly before export to the client and quote rates – Negotiate with clients on rates, answer queries and generate invoices <p>JS Bank (Pvt.) Ltd., Lahore Jul – Aug 2012 Intern</p> <ul style="list-style-type: none"> – Assisted in sorting and unsorting the currency notes for ATM – Assisted in operating T24 software for daily bank operations – Assisted in generating sales by convincing clients to increase bank deposits
Projects	<ul style="list-style-type: none"> – Designed a fund raising campaign for building Shaikat Khanum Hospital in Peshawar. Developed billboard, designed brochures and utilized social media to convince the public to donate Rs 5 for hospital construction – Prepared a research report representing Pakistan as a brand. Represented Pakistan from sports, entertainment, tourism, natural resources and social services point of view. Developed a detailed story board and finally produced a small documentary of 8-10 minutes to represent Pakistan from these aspects – Developed a research report on selection and development of vendors by Sanpak. Quoted 36 points such as cost, time, quality, etc. which Sanpak used for vendor selection and development – Prepared a research report on supply chain process of Coca Cola beverages in Pakistan. Reported on end-to-end supply chain, foreign and local suppliers, upstream and downstream activities, material flow, cash flow, etc.
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS
Achievements	<ul style="list-style-type: none"> – Volunteered in 1st, 2nd and 3rd ICoBM in 2011, 2012, 2013 at UMT, Lahore – Worked for flood victims in Lahore – Qualified 1st Module of SAP
Interests	<ul style="list-style-type: none"> – Cricket, badminton, traveling, music, surfing the net for business research

Davar Mansoor

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Born 1989



Personal Profile	<ul style="list-style-type: none"> Strives for quality and applies process and discipline towards optimizing performance Extremely reliable and dependable, analytical and questioning, strives for quality Methodical approach to planning and organizing, good time-manager Good interpersonal and communication skills, leadership, high integrity Self-aware - always seeking to learn and grow Studied Logistics Management, Vendor Selection and Development, Quality Assurance in Supply Chain and Data Modeling as elective courses Functional Area: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2011 Leadership College Networks, Lahore ICom 2007 The New School, Model Town, Lahore Matriculation 2004	
Professional Experience	Style Textiles (Pvt.) Ltd. Lahore Dec 2012 – Present MTO Supply Chain <ul style="list-style-type: none"> Ordering of imported accessories for bulk production to international suppliers (NAV's) and ensuring the availability of products in-house as per RMDS lead time Engage in horizontal and vertical communication with Nike, buying house, suppliers and internal departments to take up and resolve the concerns via emails and phone Manage and update various reports on daily and weekly basis for smooth operations Analyze FOB on each PO at the time of order placement PTCL, Lahore Oct 2011 – Dec 2012 TSA (Technical Support Agent) <ul style="list-style-type: none"> Provided solution to customers for DSL (Internet) through technical skills 	
Projects	<ul style="list-style-type: none"> Developed a research report on style textile regarding logistics in warehouse management. Described warehouse controlling procedures and practices. Various warehouse performance measures were mentioned. GAP/Issues in warehouse management (related to information and material flow) were discussed categorically. Material and information flow within the warehouse was reported Developed a research report on vendor selection and development in Procon Engineering. Identified the supplier's network, items sourced and their vendors. Identified the tiers of supplier and customers by end-to-end supply chain model. Defined the procurement process and goods receiving flow of the company Prepared a research report on end-to-end supply chain network of any company. Developed a generalized supply chain model, all flows that take place in company, including cash, information and material flows. Described the processes through pipeline mapping and highlighted the value added and non-value added activities 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint, Outlook) Internet, email SPSS, ERP, Corel Draw, Adobe Photoshop, PC-TAS, 	
Achievements	<ul style="list-style-type: none"> Participated in 2nd UMT Idea Exchange Workshop in 2012 organized by UMT, Lahore Participated in workshop on negotiation skills in 2012 organized by UMT, Lahore Participated in 1st UMT Idea Exchange Workshop in 2012 organized by UMT, Lahore 	
Interests	<ul style="list-style-type: none"> Traveling, article writing, socializing, swimming 	

Fahad Farukh

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Entrepreneurial and proactive, strong drive and keen business mind – Self-aware, always seeking to learn and grow – Seeks new responsibilities irrespective of reward and recognition – Good listener, caring and compassionate – Team player, loyal and determined – Studied Service Marketing, Export Marketing, Sales Management, Advertising, Managing Supply Chain, Supply Chain Strategy and System Dynamic, Project Management and Vendor Selection and Development as elective courses – Functional Areas: Supply Chain Management, Marketing 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 GC University, Faisalabad BBA(H) 2012 Punjab College Of Commerce, Faisalabad ICom 2008 La Salle High School, Faisalabad Matriculation 2006	
Professional Experience	Interloop Limited, Faisalabad Jul – Aug 2013 Intern <ul style="list-style-type: none"> – Assisted in preparing purchase requisite to notify demand to purchase department – Assisted in developing PO and RFP to be forwarded to supplier through ERP – Assisted in preparing OGP, IGP, GRN and issuance of material against move order 	
Projects	<ul style="list-style-type: none"> – Analyzed the end-to-end supply chain model of Interloop (Pvt.) Ltd., Faisalabad. The project helped us to observe the upstream (suppliers of the suppliers) and downstream (distribution and retailing) activities, supply chain mapping, value chain analysis (internal and external resources), pipeline mapping (problem identification), information flow, cash flow and material flow of Interloop – Prepared a research report of project management on construction of house. Applied project management techniques like PERT, Top N approach, brainstorming, linear programming, risk management, resource management, Delphi method to finalize the report. The report was constructed on the basis of real world data so that it could be executed practically – Developed a research report on the comparison of Sami Daewoo and Bilal Daewoo bus services in Pakistan. Divided the research into two phases. In the first phase, researched on the customer preferences like price, terminal location and security issues. In the second phase, identified market strategy, market segmentation and positioning strategy of Bilal Daewoo with recommendations 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS 	
Achievements	<ul style="list-style-type: none"> – Participated in 3rd ICoBM held in 2013 at UMT, Lahore – Received an appreciation certificate on supply chain's project on Interloop in 2013 – Remained a member of GC University Table Tennis team in 2008 and 2012 – Arranged the Carnival in GC University, Faisalabad for flood victims in 2011 	
Interests	<ul style="list-style-type: none"> – Football, political affairs, reading newspaper, social networking 	

Fahad Abbas

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Identifies and develops opportunities, innovates and makes things happen Extremely reliable and dependable - analytical and questioning, strives for quality Self-aware - always seeking to learn and grow Detailed and precise, fastidious and thorough Studied Supply Chain Strategies, Logistics Management, Quality Assurance, and Supply Chain Modeling as elective courses Functional Area: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 Punjab College of Commerce, Lahore ICom 2008 Unique Science School, Lahore Matriculation 2006	
Professional Experience	Pearl Continental Hotel, Lahore Feb – Mar 2014 Intern <ul style="list-style-type: none"> Assisted in developing memorandum for corporate clients for booking of hotel Assisted in conducting trainings for staff as per HR needs HM Packages, Lahore Oct – Nov 2013 Intern <ul style="list-style-type: none"> Assisted in dealing with customers regarding sales negotiation and finalizing sales deals Assisted in maintaining and updating sales records 	
Projects	<ul style="list-style-type: none"> Analyzed the end-to-end supply chain (material flow, information flow, cash flow and all process flows) of Sparco Paints Limited. Identified areas where delays were occurring and the causes of delays. Reported about the upstream and downstream activities throughout the supply chain process. Gave recommendations for improvements Applied supply chain networking on poultry industry. Developed samples for feed makers, hatchers and medicine suppliers, and trained them about how to prepare according to the prescribed standards. Developed a poultry union to maximize the number of chicks on which this strategy was to be applied Prepared a research report regarding logistics management of a production plant. Designed the warehouse on the basis of usage of the product, area utilization and specification of the raw materials. Recommended the design of warehouse on the basis of usage of products as it was consuming less time and manpower 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint, Visio) Internet, email SPSS 	
Achievements	<ul style="list-style-type: none"> Team member of university cricket team Volunteered in organizing job fair in 2012 and 2013 at UMT, Lahore Organized Entrepreneurial Festival in 2014 at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> Cricket, traveling, gym, photography, surfing the net for business research 	

Faheem Dilawar Hussain

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Born 1989



Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Determined and decisive, uses initiative to develop effective solutions to problems Reliable and dependable, high personal standards and attention to detail Methodical and rigorous approach to achieving tasks and objectives Entrepreneurial and proactive, strong drive and keen business mind Studied Vendor Selection, Production Planning and Control, Strategic Alliance and Partnership, and Enterprise Resource Planning (ERP) as elective courses Functional Area: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2011 Garrison Degree College, Lahore FSc 2006 Fauji Foundation Model School, Lahore Matriculation 2004	
Professional Experience	Varioline Intercool Pakistan (Pvt.) Ltd., Lahore Sep 2011 – Present Senior Imports Executive <ul style="list-style-type: none"> Played a leading role during the vendor prequalification process and thereafter ensured implementation of the agreed upon service level agreements Negotiated with supplier(s) to secure lowest total cost ownership, i.e., best payment term, best prices, best delivery time, storage, handling, freight charges, etc. Telenor Pakistan, Lahore Feb – Sep 2010 Management Trainee <ul style="list-style-type: none"> Worked on four running projects in complete liaison Conducted research to check the satisfaction level of customers of Telenor and designed a VAS with feasibility report 	
Projects	<ul style="list-style-type: none"> Developed an optimal business process model for 3PL-4PL engagement in supply chain. The report aimed to investigate the role and importance of existing 3PL/4PL models and developing an optimal business process model for improving the efficiency and effectiveness of manufacturing companies. It also highlighted the performance evaluation criteria and KPI's for 3PL/4PL Prepared a research report on supply chain strategies for SME's. The report aimed to investigate the role and importance of SME's in Pakistan. Highlighted the barrier, limitation in practicing supply chain strategies. After reviewing the available data, suggested developing supply chain collaboration in SME's, inter-supply chain collaboration, supplier collaboration, customer interaction, quality management practices in SME's and Green Supply Chain Practices in SME's in order to improve the process 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint and Outlook) Internet, email SPSS, Quantum Enterprise Resource Planning (ERP) 	
Achievements	<ul style="list-style-type: none"> Finalist out of 690 participants all over Pakistan in Telenor OCMT, 2010 Nominated for best documentary on disabled heroic personality 	
Interests	<ul style="list-style-type: none"> Book reading, social media, soccer 	

Faira Saleem

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Permanent Address: City Rajowal, Post Office Hujra Shah, Muqem, Tehsil Depalpur, District Okara.

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Good interpersonal skills - works well with others, motivates and encourages – Reliable and dependable in meeting objectives - hard-working – Great team-worker - adaptable and flexible – Systematic and logical - develops and uses effective processes – Results oriented - focused on productive and high-yield activities – Studied Performance Recruitment and Selection, Training and Development, Human Resource Development, and Training and Development as elective courses – Functional Areas: Human Resource Management 	
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2012</p> <p>Government Degree College for Women, Okara ICS 2008</p> <p>Paradise Model High School, Okara Matriculation 2005</p>	
Professional Experience	<p>Allied Bank Limited, Lahore Jul – Aug 2011 Intern</p> <ul style="list-style-type: none"> – Recorded transaction posting hence ensuring timely update of record – Maintained the record of customers to analyze the profile of customers 	
Projects	<ul style="list-style-type: none"> – Developed a research report on the recruitment and selection process of a school. Recommended the selection criterion such as education, experience and teaching skills of a teacher. Also recommended a short test of the teacher to test the teaching skills, abilities and temperament – Developed a research report on the framework of performance management system of PEL (Pak Elektron Ltd.). Suggested online performance system and interlinked the annual appraisals to training and development and employee's master data. If the employee was under performing then the system suggested related training. If the employee was performing well then it modified the employee's master data and suggested increments – Developed monitoring and evaluation plan to bring UMT on International level. Described points such as teacher's training and visit of teachers to foreign countries for higher studies. From students' point of view, there were opportunities to study in foreign countries and internship opportunities in multinational organizations 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail – SPSS 	
Achievements	<ul style="list-style-type: none"> – Volunteered in international conference on Business Management 2012, UMT 	
Interests	<ul style="list-style-type: none"> – Surfing the net for business research, badminton, reading books and novels, cooking 	

Faisal-UI-Riaz

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Born 1990

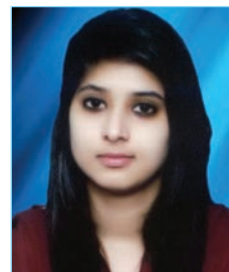
Personal Profile	<ul style="list-style-type: none"> – Reliable and dependable in meeting the objectives – Methodical and rigorous approach to achieving tasks and objectives – Entrepreneurial and proactive - strong drive and keen business mind – High integrity and honesty; ethically and socially aware – Good communication and interpersonal skills, an efficient time manager – Studied Strategic Brand Management, Integrated Marketing Communication, Services Marketing, Sales Force Management and Consumer Behavior as elective courses – Functional Areas: Marketing, Sales, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 Punjab College of Science, Gujranwala FSc (Pre-Engineering) 2008 Government High School, Gujranwala Matriculation 2006	
Professional Experience	Allied Bank Ltd., Lahore Intern Jul – Aug 2013 <ul style="list-style-type: none"> – Assisted in general banking operations like account opening, clearance and remittance to streamline these operations – Assisted in a marketing campaign to open 175 new accounts – Coordinated in a deal with Saudi Pak Hospital to open hospital and its employees accounts 	
Projects	<ul style="list-style-type: none"> – Conducted a research on brand preference of parents while making a choice of school for their children. Highlighted the gaps and created a strategic marketing plan for a new school system – Developed a complete media plan for Lipton Yellow Label Tea and created a complete campaign including print and TV ad for ATL and BTL activities – Conducted a research on brand image and customer perception for KFC, highlighted gaps and devised a new marketing strategy to capture existing and new customers – Developed a complete business plan for an innovative product CASP-12. A portable, rechargeable, time saver, convenient shoe polish machine, especially designed to use in cars – Developed a research report on consumer behavior for LUX brand. Covered the aspects such as product differentiation, motivation, consumer learning, attitude, brand personality, and customer perception 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail – SPSS 	
Achievements	<ul style="list-style-type: none"> – Got 1st position in sales activity in Entrepreneur Competition – Got 1st position in service learning project competition 	
Interests	<ul style="list-style-type: none"> – Surfing the net for business research, traveling, chess, socialization 	

Faryal Ashraf

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Born 1990

Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Excellent communication and interpersonal skills, leadership, high integrity Strong planning, organizing and monitoring abilities - an efficient time-manager Great team-worker - adaptable and flexible Seeks new responsibilities and uses initiative; self-sufficient Studied Integrated Marketing Communication, Services Marketing, Brand Management, Recruitment and Selection, Training and Development, Business Strategy and Strategic Alliance and Partnership as elective courses Functional Areas: Marketing, Human Resource, Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA(H) 2012 Lahore College for Women University, Lahore FSc (Pre-Medical) 2008 Divisional Public School, Lahore Matriculation 2006	
Professional Experience	Cresset Technologies, Lahore Key Accounts Executive Feb 2014 - Present <ul style="list-style-type: none"> Handle social media campaigns of different clients to create awareness among target market and to increase face book likes University of Management and Technology (UMT), Lahore Teacher Assistant Sep – Dec 2013 <ul style="list-style-type: none"> Assisted resource person in developing quizzes, assessing assignments and developing mark sheets to prepare final result BIOVET (PVT) Ltd, Lahore Intern Jul – Aug 2012 <ul style="list-style-type: none"> Figured out data regarding K&N's, Menu and Dawn Foods monthly sales, number of products sold and pricing policies. Analyzed raw data on MS Excel and found that K&N's was at the top in terms of sales as compared to its competitor 	
Projects	<ul style="list-style-type: none"> Analyzed the internal and external environment of the food industry of Pakistan. It included detailed food industry analysis of last five years and PEST analysis. The extraction of KSF's and construction of EFE matrix were also conducted Prepared an advertising campaign for "Dalda" cooking oil. Compared the advertising techniques of Dalda and its competitors and conducted a content analysis. Created their new campaigns keeping in view their history of the brand. Prepared media plan, content analysis and budget. Also designed the story board and layout of print ad. Analyzed the recruitment and selection process of MC school presented in a case study. Presented alternative recruitment method to increase pool of candidates. Designed different print ads and reference request form. Recommended changes in the process by applying different recruitment methods and techniques 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Prezi , SPSS, Internet, e-mail 	
Achievements	<ul style="list-style-type: none"> Participated as leading organizer in UMT career fairs in 2012 and 2011 Student ambassador for admission campaigns in 2012 at UMT, Lahore Awarded as a 3rd winner of supply chain game competition in 2011 at UMT, Lahore Participated in Entrepreneurship Festival 2010 at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> Reading blogs, event management, fashion, social networking 	

Fatima Hassan

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Born 1991

Personal Profile	<ul style="list-style-type: none"> Team-player - loyal and determined High integrity and honesty; ethically and socially aware Strong planning, organizing and monitoring abilities - an efficient time-manager Reliable and dependable in meeting objectives - hard-working Results oriented - focused on productive and high-yield activities Studied Sales Force Management, Consumer Behaviour, Retail Management and Web Development and Analytics as Elective courses Functional Areas: Marketing, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Queen Mary College, Lahore BCom 2010 Ravi College, Lahore ICom 2008 Queen Mary College, Lahore Matriculation 2006	
Professional Experience	Treet Corporation Ltd., Lahore Apr - May 2014 Intern <ul style="list-style-type: none"> Assisted in providing customer services to distributors in sales and marketing dept 	
Projects	<ul style="list-style-type: none"> Prepared a research report on Café Masoom. Identified the problems impacting the sales of the chain and developed hypothesis. Conducted focus group interview in Hotel One with diverse audience. Performed SPSS punching and cross tab analysis Developed a research report on Strategic Marketing Management of Nido Bunyad. Conducted industry analysis, trend analysis and competitor's analysis. Suggested a new extension of Bunyad, named Bunyad Plus Developed a research report on Supply Chain Management of Zufalah Internationals. Identified end-to-end business model of the company along with three major flows. Identified value adding, non value adding and NNVA activities along with their time period and recommended the strategy to delete NVA times Prepared a research report on vendor selection and development of Nishat dyeing and finishing. Identified the procedure and policies of companies for selecting their suppliers. Recommended a value added and long term cost saving selection program for the company Developed a research report on human resource development of UMT, Lahore. Gave recommendation for improvements. Interviewed visiting faculty and identified their problems. Drafted a detailed and step by step orientation booklet for the visiting faculty 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet Use of online marketing tools SPSS 	
Achievements	<ul style="list-style-type: none"> In the project of sales force management my team earned Rs 15000 with the investment of 2500 In the project of supply chain management, we got highest scores and received letter of appreciation 	
Interests	<ul style="list-style-type: none"> Political and current affairs, surfing the net for business research, reading books 	

Furqan Tariq Butt

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting objectives, hardworking Strong planning, organizing and monitoring abilities, an efficient time-manager Seeks and finds solutions to challenges, exceptionally positive attitude Good listener, caring and compassionate Team-player, loyal and determined Studied Recruitment and Selection, Training and Development, Human Resource Development and Performance Management as elective courses Functional Area: Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA(H) 2012 Punjab College of Commerce, Lahore ICom 2008 Aizar High School, Lahore Matriculation 2006	
Professional Experience	CMK Jewelers, Lahore Jan – Feb 2014 Intern <ul style="list-style-type: none"> Assisted in maintaining employees record and resolving employee's issues Assisted in generating daily sales to increase business volume Assisted to identify different means to generate more sales through social media Stylo Shoes, Lahore Jun – Jul 2011 Intern <ul style="list-style-type: none"> Assisted in collecting data regarding their summer sale effectiveness Assisted in gathering information regarding branding activities on face book 	
Projects	<ul style="list-style-type: none"> Developed a research report on the human resource process of a "Tool Pusher," in an oil refinery company named Iraq drilling Company (IDC). Developed a job advertisement describing complete job description and job specification of the candidates. Described the process of working, i.e., how to report to seniors, how to supervise subordinates, salary package, benefits, and any other aspect related to this position with regard to human resource process of the organization Prepared a research report to identify the type of personality through Belbin test. Through this test, human resource personnel can identify whether the applicant is a good planner, organizer, coordinator, implementer or initiator. This test helps to place the candidate as per the requirement of the department Analyzed the recruitment and selection process of Rescue 1122 Punjab. There was shortage of recruitment centers, screening centers, test centers and medical centers. The process time of application was very long. Recommended increase in the number of these centers to resolve these issues 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email, SPSS 	
Achievements	<ul style="list-style-type: none"> Arranged an iftaar dinner for the children of SOS (2011) Brought sponsorship from "Vital Tea" for Entrepreneurial Festival (2011) Collected funds for flood victims in Southern Punjab (2010) Got first prize in anti-smoking campaign held at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> Real estate, transportation, political affairs, surfing the net for research 	

Ghufran Javaid

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Born 1990

Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities - an efficient time-manager High integrity, diligent and conscientious - reliable and dependable Self-aware - always seeking to learn and grow Active and dynamic approach to work and getting things done Critical thinker - strong analytical skills; accurate and probing Studied Financial Modeling, Capital Budgeting, Investment Analysis and Portfolio Management and Financial Statement Analysis as elective courses Functional Areas: Finance, Accounts
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2013</p> <p>Garrison Science Degree College for Boys, Lahore Intermediate (Mathematics, Statistics, Physics) 2008</p> <p>Lahore Cadet School, Lahore Matriculation 2006</p>
Projects	<ul style="list-style-type: none"> Conducted complete financial analysis of the Kohat Cement by doing ratio analysis, and comparative analysis. Analyzed the financial ratios, forecasted the company financials for the next seven years. Calculated Beta using regression with CAPM and APM and determined the expected prices of the company for next years Conducted financial statement analysis of three cement manufacturing companies namely Kohat Cement, Maple Leaf Cement and Lafarge Pak Cement, and applied different financial tools (solvency ratio, liquidity ratio, working capital, vertical analysis, horizontal analysis) and did PACRA of Maple Leaf because its debt to equity ratio was low and their working capital was positive as compared to other two companies Interviewed the stock brokers about the situation of the stock exchange. Invested in the stock exchange in different companies. Made a portfolio of these companies and analyzed the return on the shares and the risk of the company Prepared the financial statement reports of Soda Ash Company of ICI Pakistan. Calculated the liquidity ratio, solvency ratio financial ratio, operating performance ratio, market measure ratio and financial leverage. Also prepared the balance sheet and compared it with the industry
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) STATA Software Internet, e-mail
Achievements	<ul style="list-style-type: none"> Appeared in Dean's Merit List in 2014 at UMT, Lahore SAP Course Certification – An Introduction to SAP HANA by Dr Vishal Sikka Participated in 2nd ICoBM in 2012 at UMT, Lahore Participated in Entrepreneurial Festival 2011at UMT, Lahore and got 2nd position in idea pitching and 3rd position in sales
Interests	<ul style="list-style-type: none"> Cricket, traveling, television, automobiles

Ghulam Hyder

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Born 1975



Personal Profile	<ul style="list-style-type: none"> Well-organized; good planner; efficient time-manager Good starter - enthusiastic in finding openings and opportunities Active and dynamic approach to work and getting things done High integrity and honesty; ethically and socially aware Reliable and dependable in meeting objectives - hard-working Studied Supply Chain Management, Enterprise Resource Planning, Operations Management, Supply Chain Strategies, System Dynamics, Marketing Management and Brand Management as elective courses Functional Areas: Supply Chain Management, Marketing
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore MA Education 2002</p> <p>Islamia University Bahawalpur BA 19981</p> <p>BISE, Bahawalpur Intermediate 1993</p> <p>BISE, Bahawalpur Matriculation 1990</p>
Professional Experience	<p>Private Traders (Forex Traders), Lahore Apr 2004 – May 2011 Technical Analyst/Fundamental Analyst</p> <ul style="list-style-type: none"> Utilized different graphical tools to analyze market trends and developed futures plans Conducted fundamental analysis which provided a customizable macroeconomic data (GDP, PPI, CPI, etc.) of the major global economies <p>SIR GEE International, Sialkot Feb 2003 – Apr 2011 Assistant Management Representative</p> <ul style="list-style-type: none"> Purchased raw material (leather, plastic etc.) as per order requirements Engaged with freight forwarders in shipment of orders to Europe Employed in costing of order to calculate finished products cost Prepared products according to customer quality standards
Projects	<ul style="list-style-type: none"> Analyzed the end-to-end supply chain (from supplier to end customer) of US Apparel, Lahore. Described the material flow from supplier to local firm and input for manufacturing final products. Information flow which stated the whole integrated system among different departments and cash flow management which contained net cash, credit and loans etc was also reported. Participated in a supply chain game competition which gave an option to a firm to control bullwhip effect while producing goods from market. When system was integrated from suppliers to end customers, it saved the firm from piling up inventories. By applying bullwhip effect a firm could analyze the real demand Prepared a marketing research report to analyze market behaviours and the macro and micro environment of the company to launch a new product. Conducted a detailed market research to know customer ideas and views about product through questionnaires and interviews
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, Power Point) Internet, Email SPSS
Achievements	<ul style="list-style-type: none"> Worked as an organizer in ICoBM 2013 at UMT, Lahore Participated in workshops on presentation skills, leadership, time management and decision making skills at UMT, Lahore
Interests	<ul style="list-style-type: none"> Book reading, traveling, historical places, business research

Hafiz Ghulam Jillani

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Born 1988



Personal Profile	<ul style="list-style-type: none"> Extremely reliable and dependable, analytical and questioning, strives for quality Good interpersonal and communication skills, leadership, high integrity Good starter, enthusiastic in finding openings and opportunities Great team worker, adaptable and flexible Active and dynamic approach to work and getting things done Studied Vendor Selection and Development, Logistics Management, Enterprise Resource Planning (ERP), and System Dynamics as elective courses Functional Area: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Punjab, Lahore BCom 2010 Government Science College, Lahore FA 2008 Government High School, AIT, Lahore Matriculation 2006	
Professional Experience	Bank of Punjab, Lahore Jun – Jul 2010 Intern <ul style="list-style-type: none"> Assisted in account opening and depositing money in current and savings account Assisted in inward and outward clearance of cheques and maintained record Assisted in preparing demand drafts as per customer requirements 	
Projects	<ul style="list-style-type: none"> Developed a research report on supply chain process of US Denim. Reported their local and international suppliers, material flow, production flow and end product flow towards customers. Described their warehouse layout, equipment used in warehouse and storage process Prepared a research report on logistic management of an organization. Developed layout of warehousing, material handling documents, bills of trading and freight forwarding Prepared a research report on investment in Lahore Stock Exchange (LSE) by buying shares. Learned when to buy, when to hold and when to sell out particular shares. Trading duration was about two months. Report ended with graphical presentation of profit and loss of the entire trading Conducted a complete financial analysis of "Lucky Cement" by analyzing its annual report for the year 2011 and 2012. Used income statement, balance sheet, cash flow statement, statement of change in equity and different ratio analysis to reflect the financial health of the company. The analysis revealed that company was in good financial position 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS 	
Achievements	<ul style="list-style-type: none"> Worked as an organizer in Youth Carnival in 2011 at UMT, Lahore Actively participated in sports and tableaux at school level 	
Interests	<ul style="list-style-type: none"> Football, music, reading books, cricket 	

Haris Zafar Chuadry

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Systematic and logical – develops and uses effective processes – Financially astute, conversant with accounting systems and principles – Good interpersonal and communication skills, high integrity – Well organized, good planner; efficient time-manager – Seeks and finds solutions to challenges – exceptionally positive attitude – Studied Financial Derivatives, Investment Portfolio, Financial Statement Analysis, Islamic Banking and Finance as elective courses – Functional Areas: Finance, Accounts
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>Hailey College of Commerce, University of Punjab BCom (H) 2012</p> <p>Comsit College, Lahore Intermediate 2008</p> <p>Government Pilot Secondary School, Lahore Matriculation 2006</p>
Professional Experience	<p>Bank of Punjab, Lahore Jul – Aug 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in remittance department in clearing cheques, pay orders and demand draft as per the request of the customer – Assisted in customer services by attending phone calls and customer queries – Assisted in account opening, cheque collection and issuing check books
Projects	<ul style="list-style-type: none"> – Made a feasibility report of “waterless air cooler”. Calculated capital requirement for project, NPV, internal rate of return, payback and discounted payback period. Found the expected returns on monthly as well as on yearly basis. Conducted sensitivity analysis to more precisely evaluate the feasibility of project – Developed a research report on financial statement analysis of Kohinoor Industry. Interpreted the results on the company’s overall financial position. Used different tools such as ratio analysis, horizontal analysis, vertical analysis to conduct the analysis – Made a mock investment of Rs100,000/- in KSE. Made a portfolio of companies in different sectors such as banking, insurance, cement and textile. Determined P/E ratio, market trend analysis, risk and return calculation, cash dividend per share to decide whether to invest or not in these sectors – Prepared a research report on the supply chain management of “Nishat Mills”. Provided details about inflow and outflow of material, end-to-end supply chain and pipeline method. Reported the entire process from purchase of raw material to the sale of finished goods
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – SPSS – Internet, email
Achievements	<ul style="list-style-type: none"> – Did a profitable business of shares in Lahore Stock Exchange – Team member of university cricket team – Volunteer, Pakistan Entrepreneurial Leadership Program (2013), UMT, Lahore
Interests	<ul style="list-style-type: none"> – Business research, traveling, automobiles, reading books, general knowledge

Hasib Ur Rehman

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Born 1987



Personal Profile	<ul style="list-style-type: none"> – Self-driven and self-reliant - sets aims and targets, and leads by example – Active and dynamic approach to work and getting things done – Seeks and finds solutions to challenges - exceptionally positive attitude – Emotionally mature and confident - a calming influence – Great team-worker - adaptable and flexible – Studied Project Management, Quality Assurance in Supply Chain, Logistics Management, ERP in Supply Chain, Human Resource Management, Strategic Human Resource Management and Training and Development as elective courses – Functional Areas: Supply Chain Management, Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 Federal Science College, Sargodha ICS 2007 Pakistan Air Force College, Lahore Cantonment Matriculation 2005	
Professional Experience	Lahore Parking Company, Lahore Dec 2012 – Mar 2013 Intern – Assisted in collecting and analyzing data, identifying gaps and giving recommendations to improve public parking Tri-Tech International, Lahore Dec 2011–Nov 2012 Operational Executive – Managed all inflows and outflows of material for inventory control – Engaged with suppliers and vendors for material handling and quality assurance Riaz Bottlers Pepsi Co., Lahore Aug – Sep 2010 Intern – Assisted in keeping inventory optimum in order to meet the customers' requirements – Assisted in conducting inventory audit to keep sufficient inventory in warehouses	
Projects	<ul style="list-style-type: none"> – Conducted project planning study for rehabilitation of earthquake affected areas of Muzaffarabad. Used tools like project screening matrix, project priority matrix, gantt chart, resource profiling, PERT analysis, evaluation techniques by using MS-Office and MS Project – Prepared a research report on strategic distribution network of Hush Puppies including – end-to-end supply chain, supply chain flows and processes, supply chain organizational chart and inventory management – Developed complete business report by launching a new product "2D Solar Cabinet" including strategic marketing plan, supply chain, financial and management plans 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail – SPSS, ERP Supply Chain Module 	
Achievements	<ul style="list-style-type: none"> – Passed online certification of SAP HANA, in 2014 at UMT, Lahore – Got 2nd position in cultural festival in 2011 at UMT, Lahore – Participated in badminton completion in 2011 at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> – Cricket, political and current affairs, traveling, driving 	

Hassan Nasar

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Born 1990

Personal Profile	<ul style="list-style-type: none"> Emotionally mature, calming and positive temperament, tolerant and understanding Good starter, enthusiastic in finding openings and opportunities Solid approach to achieving tasks and objectives; determined and decisive Systematic and logical - develops and uses effective processes Good interpersonal and communication skills Studied Sales Force Management, Consumer Behavior, Web Marketing and Strategic Distribution Networks as elective courses Functional Areas: Marketing, Sales, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Government College University, Faisalabad BBA (H) 2012 Government College University, Faisalabad FA 2008 Govt. Comprehensive Model High School, Faisalabad Matriculation 2005	
Professional Experience	Masood Textile Mills (Pvt.) Ltd., Faisalabad Jul – Aug 2013 Intern <ul style="list-style-type: none"> Assisted in sales department and discovered how prices change with respect to change in prices in the international market Improved direct marketing hence increased customer base Assisted in production department and learned the working of work force United Bank Limited (UBL), Faisalabad Jan – Feb 2012 Intern <ul style="list-style-type: none"> Assisted in account opening, remittance and clearance by resolving customer query Assisted in car financing and home financing by convincing customers to buy plans 	
Projects	<ul style="list-style-type: none"> Developed a research report on how to increase traffic on a website named "www.khanapakana.com". Developed blogs, banners and advertised them on the relevant websites to gain attention of the target market. Conducted personalized web marketing campaign through emails and social media to create awareness in the target market. Provided statistics on open rate and click through rate of the site Analyzed the advertising campaigns of Mobilink GSM since birth to the year 2013. Described styles the company adopted for the execution of advertisement, type of appeal and STP used by the company Prepared a research report on the overall working of the sales force team of Shan Food. Described how the employees at different hierarchies perform their duties, face challenges and resolve conflicts in the daily sales activities Analyzed the distribution network, behavior and working style of order takers and supplier of Shan Foods. Spent one day with order takers and delivery team. Described how order takers tackled the shopkeeper and convinced him to buy Shan food products. Also reported interaction of suppliers with shopkeeper 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS 	
Achievements	<ul style="list-style-type: none"> Team member of university badminton team in 2012 at GC University, Faisalabad Collected funds for flood victims in Southern Punjab in 2010 Participated in workshop on team building, leadership skills and negotiation skills 	
Interests	<ul style="list-style-type: none"> Cricket, political affairs, traveling, research 	

Humayun Akhtar

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Strong planning, organizing and monitoring abilities - an efficient time-manager Great team-worker - adaptable and flexible Good listener - caring and compassionate Task-oriented - commercially experienced and aware Studied Financial Derivatives, Corporate Tax for Financial Management, Financial Statement Analysis, Islamic Banking and Finance and Compensation and Benefits as elective courses Functional Areas: Finance, Human Resource Management 								
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore MBA</td><td>2014</td></tr> <tr> <td>Hailey College of Commerce (Punjab University), Lahore BCom (H) - Finance</td><td>2011</td></tr> <tr> <td>Govt. College of Science, Lahore FA (G. Science)</td><td>2006</td></tr> <tr> <td>Bright Way Cambridge, School, Lahore Matriculation</td><td>2004</td></tr> </table>	University of Management and Technology (UMT), Lahore MBA	2014	Hailey College of Commerce (Punjab University), Lahore BCom (H) - Finance	2011	Govt. College of Science, Lahore FA (G. Science)	2006	Bright Way Cambridge, School, Lahore Matriculation	2004
University of Management and Technology (UMT), Lahore MBA	2014								
Hailey College of Commerce (Punjab University), Lahore BCom (H) - Finance	2011								
Govt. College of Science, Lahore FA (G. Science)	2006								
Bright Way Cambridge, School, Lahore Matriculation	2004								
Professional Experience	<table> <tr> <td>Servier Research and Pharmaceuticals (Pvt.) Ltd., Lahore Institutional Sales Secretary</td><td>May 2013 – Present</td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> Develop monthly, quarterly and annual sales report to generate executive sales summary for higher ups Develop sales analysis report to represent sales targets achieved versus target set for a specified time period and growth of sales for the last year Set field force targets on monthly basis to show the achievement of sales force Perform tender documentation to sell medicine to the specific institution/hospital Resource Management Incorporated </td></tr> <tr> <td>Queen Mary, University of London, Regional Office, Lahore Admin/Accounts Executive</td><td>Aug 2012 – May 2013</td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> Made reimbursement of expense occurred in marketing campaigns from university Updated payroll accounts, petty cash accounts to update balance sheet Developed quarterly budgets and carried out bank reconciliation for verification </td></tr> </table>	Servier Research and Pharmaceuticals (Pvt.) Ltd., Lahore Institutional Sales Secretary	May 2013 – Present	<ul style="list-style-type: none"> Develop monthly, quarterly and annual sales report to generate executive sales summary for higher ups Develop sales analysis report to represent sales targets achieved versus target set for a specified time period and growth of sales for the last year Set field force targets on monthly basis to show the achievement of sales force Perform tender documentation to sell medicine to the specific institution/hospital Resource Management Incorporated 		Queen Mary, University of London, Regional Office, Lahore Admin/Accounts Executive	Aug 2012 – May 2013	<ul style="list-style-type: none"> Made reimbursement of expense occurred in marketing campaigns from university Updated payroll accounts, petty cash accounts to update balance sheet Developed quarterly budgets and carried out bank reconciliation for verification 	
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Queen Mary, University of London, Regional Office, Lahore Admin/Accounts Executive	Aug 2012 – May 2013								
<ul style="list-style-type: none"> Made reimbursement of expense occurred in marketing campaigns from university Updated payroll accounts, petty cash accounts to update balance sheet Developed quarterly budgets and carried out bank reconciliation for verification 									
Projects	<ul style="list-style-type: none"> Implemented SAP B-ONE module in Servier Research and Pharmaceuticals (Pvt.) Ltd., by the consultation of Abacus Consulting. By implementing this module, different departments like finance, purchase, sales and company warehouse become interconnected. By implementing this module, there was a more accurate check and balance of different activities in different departments and generation of comprehensive reports for decision making for higher management Developed sales certificates for distributors of Servier Research and Pharmaceutical all over Pakistan. The sales certificate consisted of a front end and a back end. The front end showed total sales volume while the back end showed sales trends and growth over last year. This certificate was used for taxation purpose by the distributors. It also showed the sales performance of a specific distributor for a specified time period 								
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint, Access), Peach-tree SAP B-One, Software Installation, Internet, e-mail 								
Achievements	<ul style="list-style-type: none"> Member of college cricket team Participated in 3rd ICoBM in 2013 at UMT, Lahore Certified user of SAP B-One 								
Interests	<ul style="list-style-type: none"> Finance, drawing, traveling, photography 								

Jumaira Tahir

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Determined and decisive, uses initiative to develop effective solutions to problems Reliable and dependable - high personal standards and attention to detail Methodical and rigorous approach to achieving tasks and objectives Financially astute - conversant with accounting systems and principles Studied Investment Analysis and Portfolio Management, Financial Statement Analysis, Financial Derivative, Credit Management and Islamic Banking as elective courses Functional Area: Banking and Finance 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td>2014</td></tr> <tr> <td>Lahore College for Women University, Lahore</td><td></td></tr> <tr> <td>BBA (H)</td><td>2012</td></tr> <tr> <td>Govt. Degree College for Women, Haroonabad</td><td></td></tr> <tr> <td>FSc (Pre Engineering)</td><td>2008</td></tr> <tr> <td>Khalid Public Girls HSS, Haroonabad</td><td></td></tr> <tr> <td>Matriculation</td><td>2006</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2014	Lahore College for Women University, Lahore		BBA (H)	2012	Govt. Degree College for Women, Haroonabad		FSc (Pre Engineering)	2008	Khalid Public Girls HSS, Haroonabad		Matriculation	2006
University of Management and Technology (UMT), Lahore																	
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Lahore College for Women University, Lahore																	
BBA (H)	2012																
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FSc (Pre Engineering)	2008																
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Matriculation	2006																
Professional Experience	<table> <tr> <td>Muslim Commercial Bank, Haroonabad</td><td>Jul – Aug 2013</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td> <ul style="list-style-type: none"> Assisted in remittance department in clearing cheques, pay orders and demand draft as per customer requirement Assisted in customer services by attending phone calls and customer queries Assisted in A/C opening, cheque collection and issuing cheque book </td><td></td></tr> </table>	Muslim Commercial Bank, Haroonabad	Jul – Aug 2013	Intern		<ul style="list-style-type: none"> Assisted in remittance department in clearing cheques, pay orders and demand draft as per customer requirement Assisted in customer services by attending phone calls and customer queries Assisted in A/C opening, cheque collection and issuing cheque book 											
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Projects	<ul style="list-style-type: none"> Conducted financial statement analysis of Ruby Textile Ltd., Crescent Fibers and DM Textile by conducting ratio, vertical and horizontal analysis on the past five years financial data of the companies. Prepared a credit rating report of Crescent Fibers. The company was found in good financial position Interviewed a broker and opened an account (mocks investment) of Rs 50,000/- for trading in KSE. Used trading terminal software while trading and analyzed investment and managed portfolio. Measured the performance with respect to overall market. Determined risk and return calculation, cash dividend per share to decide whether to invest or not Calculated capital requirement for new product precooked pasta. Calculated income statement, cash flow statement and internal rate of return and payback period as a requirement to develop the feasibility report of the project Prepared a report on strategic process model of ADAMJEE insurance company. Analyzed the strategies, objectives, micro environment, industry environment, internal factors and resources allocation of the company 																
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS 																
Achievements	<ul style="list-style-type: none"> Awarded with a laptop on the basis of merit from Punjab Government 																
Interests	<ul style="list-style-type: none"> Cooking, traveling, music, current affairs 																

Junaid Mughal

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Methodical and rigorous approach to achieving tasks and objectives Entrepreneurial and proactive - strong drive and keen business mind Identifies and develops opportunities; innovates and makes things happen Good strategic appreciation and vision; able to build and implement sophisticated plans Determined and decisive; uses initiative to meet and resolve challenges Studied Strategic Brand Management, Sales Force Management and Integrated Marketing Communication as elective courses Functional Areas: Marketing, Sales, Customer Services, Export Marketing 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td>2014</td></tr> <tr> <td>Hailey College of Commerce, Punjab University, Lahore</td><td></td></tr> <tr> <td>BCom</td><td>2012</td></tr> <tr> <td>Punjab College Of Commerce, Lahore</td><td></td></tr> <tr> <td>ICom</td><td>2008</td></tr> <tr> <td>Govt. Central Model School, Lower Mall, Lahore</td><td></td></tr> <tr> <td>Matriculation</td><td>2006</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2014	Hailey College of Commerce, Punjab University, Lahore		BCom	2012	Punjab College Of Commerce, Lahore		ICom	2008	Govt. Central Model School, Lower Mall, Lahore		Matriculation	2006
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Professional Experience	<table> <tr> <td>Aeromax International, Lahore</td><td>Jan 2014 - Present</td></tr> <tr> <td>Assistant Marketing Manager</td><td></td></tr> <tr> <td> <ul style="list-style-type: none"> Improve direct marketing hence increased customer base Ensure the documentation and processes to assure effective operation and bring them in line with the requirements of international standards that the company subscribes to </td><td></td></tr> <tr> <td>Suraj Cotton Mills, Lahore</td><td>Aug 2012 - Jan 2014</td></tr> <tr> <td>Marketing Executive</td><td></td></tr> <tr> <td> <ul style="list-style-type: none"> Ensured quality as per customers requirements and coordinated with planning department accordingly Provided customer service, attended queries and provided after sales technical support Prepared export documentation and dealt with banks simultaneously to close order </td><td></td></tr> </table>	Aeromax International, Lahore	Jan 2014 - Present	Assistant Marketing Manager		<ul style="list-style-type: none"> Improve direct marketing hence increased customer base Ensure the documentation and processes to assure effective operation and bring them in line with the requirements of international standards that the company subscribes to 		Suraj Cotton Mills, Lahore	Aug 2012 - Jan 2014	Marketing Executive		<ul style="list-style-type: none"> Ensured quality as per customers requirements and coordinated with planning department accordingly Provided customer service, attended queries and provided after sales technical support Prepared export documentation and dealt with banks simultaneously to close order 					
Aeromax International, Lahore	Jan 2014 - Present																
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<ul style="list-style-type: none"> Ensured quality as per customers requirements and coordinated with planning department accordingly Provided customer service, attended queries and provided after sales technical support Prepared export documentation and dealt with banks simultaneously to close order 																	
Projects	<ul style="list-style-type: none"> Prepared a research report representing Pakistan as a brand. Represented Pakistan from sports, entertainment, tourism, natural resources and social services point of view. Developed a detailed story board and finally produced a small documentary of 8-10 minutes to represent Pakistan from these aspects Designed a fund raising campaign for building Shaukat Khanum Hospital in Peshawar. Developed billboard, designed brochures and utilized social media to convince the public to donate Rs 5 each for hospital construction Prepared a research report on the overall working of the sales force team of Shan Food. Described how employees at different hierarchies perform their duties, face challenges and resolve conflicts in the daily sales activities 																
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Web Designing, Web Development, Oracle Internet, e-mail 																
Achievements	<ul style="list-style-type: none"> Been a silver medalist in Hailey College Of Commerce in year, 2012 Won merit scholarships for consecutively three years in Hailey College of Commerce Worked on the research publication of Kuwait in Arabian Journal of Business Management Review chapters of Kuwait Visited China twice for vendor selection and developing strategic partnerships 																
Interests	<ul style="list-style-type: none"> Driving, designing, internet surfing, music 																

Khawaja Sheraz Maggo

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Born 1984

Personal Profile	<ul style="list-style-type: none"> – Reliable and dependable in meeting objectives – Hard working, possess strong planning, organizing and monitoring abilities – Motivated, enthusiastic and determined to move forward in life – Good communication and interpersonal skills, an efficient time manager – Studied Strategic Brand Management, Sales Force Management and Consumer Behavior as elective courses – Functional Areas: Marketing, Sales, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA(H) 2010 Superior College, Lahore ICS (Computer Sciences) 2005 Govt. School Titral, Chakwal Matriculation 1999	
Professional Experience	Unilever Pakistan, DG Khan Nov 2013 – Feb 2014 Territory Manager <ul style="list-style-type: none"> – Achieved weekly, monthly targets by aligning sales operations – Managed daily sales operations by maintaining customer relationship management – Aligned territory through channel management and aligning or appointing new agents – Managed sales team through monitoring sheets (sales, orders vs delivered) Berger Paints Pakistan Ltd., Lahore Jan 2012 – Jan 2013 National Sales Coordinator <ul style="list-style-type: none"> – Coordinated with sales team, RSMs and other departments for daily operations – Conducted analysis of sales, collection, forecast, gross profit to see the trend – Performed planning and monitoring function to develop plans and ensure execution Mobilink Pakistan, Lahore Jan – Nov 2011 Customer Service Representative <ul style="list-style-type: none"> – Handled customer queries, resolved complaints and activated new sales – Guided customer about new packages, promotions and tariff plans 	
Projects	<ul style="list-style-type: none"> – Conducted research on brand preference of parents while making choice of school for their children, highlighted gaps and created a strategic marketing plan for a new school system – Conducted research on brand image and customer perception for KFC; highlighted gaps and devised a new marketing strategy to capture existing and new customers – Developed complete media plan for Lipton Yellow Label Tea and created a complete campaign including print and TV ad for ATL and BTL activities – Conducted research report for LUX brand on consumer behavior aspects such as product differentiation, motivation, consumer learning, attitude, personality and perception. Developed a report on the same. 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS, ERP, SAP 	
Achievements	<ul style="list-style-type: none"> – Got 50% scholarship for MBA studies on securing good CGPA – Got 100% scholarship for BBA (H) studies on securing good CGPA – Semi-finalist in Telenor brand ambassador program – Got 2nd Position in Mobilink customer services training 	
Interests	<ul style="list-style-type: none"> – Cricket, political affairs, traveling, surfing the net for business research 	

Kiran Zafar

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Born 1989



Personal Profile	<ul style="list-style-type: none"> Great team-worker, adaptable and flexible Well-organized, good planner; efficient time-manager Active and dynamic approach to work and getting things done Results oriented, focused on productive and high-yield activities Seeks new responsibilities and uses initiative; self-sufficient Studied Corporate Tax, Capital Budgeting, Financial Modeling, Islamic Banking and Investment Analysis and Portfolio Management as elective courses Functional Areas: Finance, Accounts 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 CSC College of Commerce, Chakwal BCom 2010 Govt. Girls College, Chakwal FSc 2007 Govt. Girls School, Chakwal Matriculation 2005	
Professional Experience	Habib Bank Limited, Chakwal Jun – Aug 2013 Intern <ul style="list-style-type: none"> Assisted customers in account opening by doing initial paper work Assisted in maintaining and updating record of accounts in bank's software Assisted in book keeping by maintaining and updating records in ledgers manually 	
Projects	<ul style="list-style-type: none"> Conducted financial analysis of Flying Cement by common size analysis, index number analysis and arbitrage pricing. Recommended financial strategies to bring the company in profit. Applied CAPM and WACC to find out the cost of equity and cost of debt respectively to find out the financial worth of the company Made an investment of Rs 25,000/- in LSE. Made a portfolio of companies in banking sector. Determined P/E ratio, market trend analysis, risk and return calculation, cash dividend per share to decide whether to invest or not in banking sector. Learned the movement of stock market by analyzing the fundamental and technical behavior of market Developed a research report on tax deduction on property, business and other income. Described the conditions in which the tax was allowed and conditions under which the tax was disallowed Developed a feasibility report of a hypothetical company. Calculated capital requirement for project, NPV, internal rate of return payback and discounted payback period Organized different tasks of accounting and finance like financial statement preparation, budget preparation, and profitability index of an organization 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, Power Point) Internet, email 	
Achievements	<ul style="list-style-type: none"> Organized funfair at college level Won 2nd prize in badminton at college level 	
Interests	<ul style="list-style-type: none"> Surfing the net for business research, sports, music, pets 	

M. Haroon

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Born 1988



Personal Profile	<ul style="list-style-type: none"> Works well with others, motivates and encourages Hard working, possess strong planning, organizing and monitoring abilities Motivated, enthusiastic and determined to move forward in life Good communication and interpersonal skills, an efficient time manager Always seeking to learn and grow Studied Project Management, Strategic Distribution Networks, Logistics Management and ERP (Enterprise Resource Planning) as elective courses Functional Areas: Supply Chain Management, Project Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Iqra University, Karachi BBA (H) 2011 Govt. Degree College for Boys, Gulshan-e-Iqbal, Karachi FSc 2007 Falcon House Grammar School, Karachi Matriculation 2005	
Professional Experience	International Pharma Labs, Lahore Apr – Jul 2013 Store Incharge <ul style="list-style-type: none"> Maintained minimum and maximum stock levels, stock records for future planning Cross-checked stock ledgers and software entries for verification of inventory Maintained receipts of raw material to keep record updated 	
Projects	<ul style="list-style-type: none"> Prepared a research report on strategic distribution network of Walls Pakistan, studied aspects such as whole seller relationship, product and inventory management. Also visited distribution centers and retail outlets to monitor the whole distribution and retail process. Studied the transportation and delivering strategies of Walls in the context of strategic distribution networks Implemented SCOR model, in Dynamic Sportswear (Pvt.) Ltd. to measure the performance metrics and suggested new ideas to enhance performance. The model was used to identify measure, reorganize and improve supply chain processes. Developed "AS IS" model, identified problem area and suggested "TO BE" model. SCOR model provided a unique framework that links performance metrics, processes, best practices, and people into a unified structure Developed a project to provide assistance in rehabilitation of the October 2005 earthquake survivors in the northern areas of Pakistan using project management techniques. Developed complete plan of a project to fulfill the organization's mission. The planning of a project was done by applying project seven phases that included project techniques: Project Screening Matrix, Project Priority Matrix, Work Break Down Structure, Precedence Relation, Cost Estimation, Gantt Chart, and PERT Analysis Examined the whole logistics process of Samin Textile (Pvt.) Ltd. in managing supply chain course. The company had specialized in weaving process, our focus was to study the whole logistics process through production logistics, identify the problems that the company was facing, and provide further new recommendations and solutions to them 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS, ERP: SAP HANA, Sofriend Business Box 	
Interests	<ul style="list-style-type: none"> Traveling, television, driving, creating music, dance 	

Mamood Ahmed

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Born 1988



Personal Profile	<ul style="list-style-type: none"> Self-aware - always seeking to learn and grow Strives for quality and applies process and discipline towards optimizing performance Emotionally mature and confident - a calming influence Good listener - caring and compassionate Team-player - loyal and determined Studied Project Management, Quality Assurance in Supply Chain, Logistics Management and ERP in Supply Chain as elective courses Functional Areas: Supply Chain Management 	
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2011</p> <p>District Public School and College, Okara FSc (Pre-Engineering) 2006</p> <p>District Public School and College, Okara Matriculation 2004</p>	
Professional Experience	<p>The Right School System, Lahore Feb – Apr 2014 Intern</p> <ul style="list-style-type: none"> Assisted in closing sale deed of franchise with the potential customer Assisted in conducting audit to full fill legal requirements <p>The Right School System, Lahore Oct 2011 – Mar 2012 Admin Executive</p> <ul style="list-style-type: none"> Assisted in designing course outline for different class for consistency of curriculum in all branches of the school system 	
Projects	<ul style="list-style-type: none"> Analyzed end-to-end supply chain of Varioline Intercool. Information about the suppliers and raw materials was gathered and various processes in pipeline mapping including the time and value associated with each process were examined. The distribution channel all over Pakistan was also reported Developed a report to improve warehouse layout, inventory management techniques, purchasing process, transportation and delivering strategies of Parazelsus Pharmaceutical in the context of logistics management Conducted project planning study for rehabilitation of earthquake affected areas of Muzaffarabad. Used tools like project screening matrix, project priority matrix, gantt chart, PERT analysis, evaluation techniques by using MS Office and MS Project Prepared a research report on strategic distribution network of Hush Puppies including end-to-end supply chain, supply chain flows and processes, supply chain organizational chart and inventory management 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SPSS 	
Achievements	<ul style="list-style-type: none"> Team member of university and school cricket team Got 2nd position for making a stall of Punjabi culture in cultural festival Raised funds of about Rs 90,000/- for earthquake victims of Muzaffarabad 	
Interests	<ul style="list-style-type: none"> Cricket, automobiles, gardening, pets 	

Marrium Noor

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Permanent Address: C/O Flt Lt Mohsin Khalil, Block 6,
Officers Mess Base Colony, PAF Base Minhas, Kamra (District Attock).

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Determined and decisive; uses initiative to develop effective solutions to problems Methodical and rigorous approach to achieving tasks and objectives Entrepreneurial and proactive, strong drive and keen business mind Good interpersonal and good communication skills, leadership, high integrity Studied Recruitment and Selection, Performance Management, Training and Development and Human Resource Development as elective courses Functional Area: Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 DPS College, Okara FSc 2008 DPS College, Okara Matriculation 2006	
Professional Experience	United Bank Limited, Okara Jun – Aug 2013 Intern <ul style="list-style-type: none"> Assisted in customer care by responding to customer queries Assisted in planning and conducting market research for customer analysis Govt. Degree College, WAPDA Town, Lahore Sep – Dec 2012 Commerce Teacher <ul style="list-style-type: none"> Developed and implemented programs to encourage student participation Ensured the understanding of each student by providing them proper feedback 	
Projects	<ul style="list-style-type: none"> Conducted training and development workshop on conflict management at a workplace. Discussed five conflict management styles with activities and games to enhance the understanding of participants. The main focus was on creating a win-win situation to expand apple pie Scrutinized and improved the recruitment and selection process of a school system. Devised job analysis, job ads, selection process, selection timings, request forms, information forms and other requirements to get the best results Developed a research report to analyze the performance management system of "KFC Lahore". The system was linked with individual goals. Developed SMART goals for each department 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS 	
Achievements	<ul style="list-style-type: none"> Got 1st position in MBA on scoring CGPA 4.00 Won Rector's Merit Award twice during MBA and BBA on scoring 4.00 GPA Best player of table tennis in school and college Wrote, research paper on "A Move from Socialization Commerce toward Social Networking E Commerce" 	
Interests	<ul style="list-style-type: none"> HR research, teaching, cooking, table tennis 	

Moeen Alam

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Tactical, strategic and proactive - anticipates and takes initiative – Systematic and logical - develops and uses effective processes – Good listener - caring and compassionate – Critical thinker - strong analytical skills; accurate and probing – Good researcher - creative and methodical - probing and resourceful – Studied Human Resource Development, Organization Theory and Design, Knowledge Management and Strategic Alliance and Partnership as elective courses – Functional Areas: Human Resource Management, Management, Administration
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>Bahauddin Zakariya University, Multan BA 2010</p> <p>Divisional Public School and College, Sahiwal FSc (Pre-Engineering) 2007</p> <p>Divisional Public School and College, Sahiwal Matriculation 2005</p>
Professional Experience	<p>Style Textile (Pvt.) Ltd., Lahore Apr – Jun 2014 Intern</p> <ul style="list-style-type: none"> – Assisted in developing job descriptions and employee handbook – Assisted in identifying loopholes in human resource policies and revised them – Developed and updated a complete database of Cv's – Assisted in recruitment and selection against different vacancies
Projects	<ul style="list-style-type: none"> – Prepared a research report on the organizational practices and organizational behavior of National Bank and UBL. Developed questionnaire and got them filled by employees to give a report form to the findings – Developed a research report on the management practices of Coca Cola. The report was made by conducting surveys and interviews of the employees – Prepared a research report on quality standards of KFC. A questionnaire was developed and results were analyzed using SPSS – Developed a research report on the human resource practices of AHAN and Packages. Used questionnaire and conducted interviews to complete the report
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail, Adobe Photoshop and CorelDraw – SPSS, Microsoft ERP
Achievements	<ul style="list-style-type: none"> – Appeared as a guest speaker in UMT to speak on HR practices in industry – Conducted training on "Effective Listening Skills" at UMT, Lahore – Wrote a case study on Brighto Paints covering the areas of organizational theory and design and organizational behavior – Won prize in supply chain video competition held in 2013, at UMT, Lahore – Won prize in supply chain game competition in 2013 at UMT, Lahore
Interests	<ul style="list-style-type: none"> – Human resource management, reading literature, traveling, football

Muaz Qayyum

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Determined and decisive, uses initiative to develop effective solutions to problems – Self-driven and self-reliant, sets aims and targets, leads by example – Good interpersonal skills - works well with others, motivates and encourages – Reliable and dependable in meeting objectives - hardworking – Team-player, loyal and determined – Studied Business Negotiations, Knowledge Management, Strategic Alliance and Partnership, Recruitment and Selection, Human Resource Development, and Training and Development as elective courses – Functional Areas: Management, Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Standard College, Lahore BCom 2010 Standard College, Lahore ICom 2007 Lahore Lyceum, Lahore Matriculation 2005	
Professional Experience	Bank of Punjab, Lahore Feb – Apr 2014 Intern <ul style="list-style-type: none"> – Assisted in customer services by responding to customer queries – Assisted in account opening by doing preliminary paper work – Assisted in remittance by verifying forms and cheques 	
Projects	<ul style="list-style-type: none"> – Analyzed an international case study of MC school. Developed recruitment plan and advertisement plan for school. Suggested how to conduct interviews; who should be involved in the interview process and what would be the questions for interview. Suggested the ways on how MC school can make its advertisement plan better – Developed a research report on implementing punctuality in an organization. The HR manager of that particular organization was not punctual. Due to his non punctual behavior the lower staff was adopting the same habit. Recommended replacement of the HR manager and imposing some fine to employees who arrived late – Prepared a research report to identify the type of personality of employee. Through this test human resource personnel can identify whether the applicant is a good planner, organizer, coordinator, implementer or initiator. This helps to place the candidate as per the requirement of the department – Development a research report on knowledge management by a Vice President of HBL, Lahore. Vice President was of the view that due to the selection of the right person for the right job by HR team, he was able to transfer his knowledge to the employees at low level and get advantage of his own knowledge 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS 	
Achievements	<ul style="list-style-type: none"> – Worked voluntarily in fundraising for Surraiya Azeem Hospital, Lahore – Raised funds for flood victims of Sind in 2007 	
Interests	<ul style="list-style-type: none"> – Event management, computer games, gym, political affairs 	

Mubeen Ishtiaq

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Great team-worker, adaptable and flexible Well organized, good planner, efficient time-manager Seeks new responsibilities and uses initiative, self-sufficient Solid approach to achieving tasks and objectives, determined and decisive Good interpersonal and communication skills, high integrity Studied International Finance, Islamic Banking, Financial Modeling, Financial Statement Analysis, Consumer Banking and SME Micro Finance and Agricultural Banking as elective courses Functional Areas: Finance, Applied Banking
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>Govt. College of Science, Lahore BA 2010</p> <p>Govt. College of Science, Lahore FA 2008</p> <p>Govt. Central Model High School, Lahore Matriculation 2006</p>
Professional Experience	<p>Shaffi Securities (Pvt.) Ltd. (Lahore Stock Exchange) May 2012 – Present Assistant Investment Analyst</p> <ul style="list-style-type: none"> Use Financial Information System (FIS) to monitor daily market fluctuations Develop good relations with clients to bring more investment <p>Shaffi Securities (Pvt.) Ltd., (Lahore Stock Exchange) Jul – Aug 2012</p> <ul style="list-style-type: none"> Prepared payment vouchers to maintain and update company records Prepared deposit voucher for client payments and record maintenance Performed bank reconciliation to match company records with bank records
Projects	<ul style="list-style-type: none"> Developed the financial model in Excel on annual report of DG Khan Cement. Built the soft copy of annual report on DG Khan Cement in Excel. The purpose was to use the financial techniques and Excel formulae. Forecasted the next five years data to see the company values in future Developed a research report on investment opportunities for client in LSE. How transactions are made? What speculations are going in stock market? How these speculations and events can be analyzed to earn money in stock market by trading Developed a research report on granting agriculture loan by Sindh Bank. Agricultural loans help farmers run their farms more efficiently. It could be difficult to keep up with all of the costs associated with running a farm, so farmers need low interest agricultural loans to help them stay afloat. Fortunately, the government often steps in with low interest loans and other subsidies that help farmers turn a profit
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS
Achievements	<ul style="list-style-type: none"> Volunteer in 3rd International Conference on Business Management in UMT, Lahore Volunteer in seminar on "Waste making you rich" (2012) at UMT, Lahore Volunteer in Pakistan Entrepreneurial Leadership Program (2011) at UMT, Lahore Participated in different workshops at UMT, Lahore
Interests	<ul style="list-style-type: none"> Sports, movies, traveling, computer games

Muhammad Omer

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Born 1989



Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Good strategic appreciation and vision; able to build and implement sophisticated plans Determined and decisive; uses initiative to meet and resolve challenges Seeks and finds solutions to challenges - exceptionally positive attitude Active and dynamic approach to work and getting things done Studied Project Management, Logistics Management, ERP, Vendor Selection and Development, Quality Assurance in Supply Chain and Operations Management as elective courses Functional Area: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 KIPS College, Lahore FSc (Pre-Engineering) 2007 Government High School, Allama Iqbal Town, Lahore Matriculation 2005	
Professional Experience	Looptex (Pvt.) Ltd., Lahore Procurement Officer Jun 2014 - Present <ul style="list-style-type: none"> Engaged in the payments of the Trims procured after GRN Frequently visits markets to increase supplier base Follow up with suppliers for deliveries in order to run smooth production process Perform periodic performance of vendors in line with international standards Marhaba Laboratories (Pvt.) Ltd., Lahore Procurement Officer Apr 2013 – May 2014 <ul style="list-style-type: none"> Develop strategic sourcing channels and effective supplier selection management Liaison with different suppliers to fulfill the supply needs of company Work on projections to create purchase orders Developing purchase plan, purchase reports for the review of senior management Master Group of Companies, Lahore Sales Coordinator/Office Coordinator Jan 2012 – Apr 2013 <ul style="list-style-type: none"> Improved direct marketing hence increased customer base Recorded transaction posting hence ensuring timely update of record Liaison with customer and production (factory) for timely dispatch/delivery Give plan of production and dispatch to the concerned departments 	
Projects	<ul style="list-style-type: none"> Developed a research report on vendor selection and development in Procon Engineering. Identified the supplier's network, items sourced and their vendors. Identified the tiers of supplier and customers by end-to-end supply chain model. Defined the procurement process and goods receiving flow of the company Developed a research report on style textile regarding logistics in warehouse management. Described warehouse controlling procedures and practices. Various warehouse performance measures were mentioned. GAP/Issues in warehouse management (related to information and material flow) were discussed categorically. Material and information flow within the warehouse was reported 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) SPSS, PC-TAS Internet, e-mail, Software Installation 	
Achievements	<ul style="list-style-type: none"> Stood 3rd in LCCI Young Entrepreneur Business Plan Competition, 2012 Participated in workshop on negotiation skills in 2012 organized by UMT, Lahore Participated in 1st UMT Idea Exchange Workshop in 2012, organized by UMT, Lahore 	
Interests	<ul style="list-style-type: none"> Current affairs, gardening, pets, traveling 	

Muhammad Waqas

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Critical thinker - strong analytical skills, accurate and probing – Self-aware - always seeking to learn and grow – Well-organized, good planner and time-manager – High integrity and honesty, ethically and socially aware – Emotionally mature - calming and positive temperament - compassionate and caring – Studied Logistics Management, Vendor Selection and Development, Quality Assurance in Supply Chain, Enterprise Resource Planning, Category and Space Management in Retail as elective courses – Functional Areas: Supply Chain Management, Marketing 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 Layyah Institute of Computer Commerce Sciences, Layyah DBA 2008 Schanze High School, D.G. Khan Matriculation 2006	
Professional Experience	University of Management and Technology (UMT), Lahore Teacher Assistant Feb 2013 – Jun 2014 <ul style="list-style-type: none"> – Assisted the resource person in checking quizzes, grading assignment and preparing mark sheets for final evaluation of students Panda Security, Lahore Intern Jun – Jul 2012 <ul style="list-style-type: none"> – Assisted in maintaining a liaison with present customer and generating business leads to increase business volume – Assisted in developing marketing campaigns for social media for awareness 	
Projects	<ul style="list-style-type: none"> – Prepared a research report on the distribution operation of Parazelsus. Described how they were running their warehouses effectively and efficiently. Described various routing heuristics that were deployed by the company to increase productivity of warehouse – Analyzed the supply chain of Stylo Shoes starting from suppliers of suppliers to final customers. Reported all the processes involved from manufacturing to distribution end like flow charts, information diagrams and generalized supply chain models – Developed a research report on comparing Metro and Hyper Star regarding assortments, price, promotions and layout. Compared the pricing and promotions of every product in both companies. It was concluded that Hyper Star was having good promotions strategies 	
Computer Skills	<ul style="list-style-type: none"> – Microsoft Office (Word, PowerPoint, Excel) – Internet, e-mail – SPSS 	
Achievements	<ul style="list-style-type: none"> – Appeared in Dean's Merit List on achieving GPA 3.85 in MBA at UMT, Lahore – Worked as an event organizer in international conferences, convocations and entrepreneurial festival at UMT, Lahore – Organized JZT blood donor camp at UMT, Lahore – SAP Course Certification – An Introduction to SAP HANA by Dr Vishal Sikka 	
Interests	<ul style="list-style-type: none"> – Education, photography, research, religion 	

Muhammad Aasim Bhatti

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Born 1991



Personal Profile	<ul style="list-style-type: none"> – Energetic and positive outlook which often inspires others – High integrity, honesty, ethically and social aware – Seeks new opportunities, uses initiative, self sufficient – Studied Investment Analysis and Portfolio Management, Financial Statement Analysis, Corporate tax and Financial Modeling as elective courses. – Functional Areas: Finance and Accounts
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA candidate Jun 2014</p> <p>Hailey College Of Commerce, University of The Punjab, Lahore BCom (H) 2012</p> <p>Punjab College of Sciences, Lahore FSc (Pre-Engineering) 2008</p> <p>Lahore Garrison Grammar School, Lahore Matriculation 2006</p>
Professional Experience	<p>University of Management and Technology, Lahore Sep 2013 – Feb 2014 Teacher Assistant</p> <ul style="list-style-type: none"> – Assisted the resource person in preparing quizzes, assignment to evaluate students – Assisted the resource person in developing mark sheets to develop results <p>National Fertilizer Corporation (ECHSL), Lahore Jan – Sep 2013 Accountant</p> <ul style="list-style-type: none"> – Maintained cash and receipts books to keep the record updated – Maintained and reconcile accounts to verify bank statement with company account – Resolved clients queries of transfer of files and calculation of taxes on salaries <p>Bank ALFALAH, Lahore Oct – Dec 2012 Intern</p> <ul style="list-style-type: none"> – Assisted in account opening of new customers by doing initial paper work – Assisted in developing bank reconciliation by comparing it with company account – Assisted in providing information of financing of car loan and house loan to clients
Projects	<ul style="list-style-type: none"> – Made a research report on the financial statement analysis of Kohinoor Mills Ltd. and Nishat Mills Ltd. Conducted ratio analysis on the past two years financial data of the companies. We conducted common size analysis, comparative analysis, vertical and horizontal analysis and applied a Z-score formula on both companies. We made one company as a benchmark and compared it with the other company. Decided whether the company performs well or not – Made an investment of 12,000 in LSE. Developed portfolio of companies in different sectors such as PTCL, World Call, OGDCL. Calculated risk and return of PTCL, World Call and OGDCL. Also did calculation of a cash dividend, stock dividend and specie dividend – Made a report on non-banking financial institution and studied the relation between Pakistan and Finland. GDP and GNP comparison of both countries was conducted. Also studied the impact of IMF policies on both countries
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email, SPSS
Achievements	<ul style="list-style-type: none"> – Received shield by working voluntarily in convocation at Hailey College in 2011 – Got fully funded scholarship from Punjab College during FSc (2006-2008) – Received laptop from Punjab Government on merit basis
Interests	<ul style="list-style-type: none"> – Gardening, drawing, traveling and surfing net

Muhammad Jawad Raza

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Born 1990

Personal Profile	<ul style="list-style-type: none"> Seeks and finds solutions to challenges - exceptionally positive attitude Great team-worker - adaptable and flexible Well-organized; good planner and time-manager Solid approach to achieving tasks and objectives; determined and decisive Good communication and interpersonal skills, High Integrity Studied Project Management, Logistics Management, ERP and Integrated Marketing Communications as elective courses Functional Area: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA(H) 2013 FG Inter College, Jhelum Cantonment FSc (Pre-Engineering) 2008 Lahore Lyceum High School, Jhelum Matriculation 2006	
Professional Experience	Punjab Travels and Tours Ltd., Jhelum Aug – Sep 2012 Intern <ul style="list-style-type: none"> Coordinated with marketing manager in developing detailed marketing plan for the company and presented it to the senior management for final decision making 	
Projects	<ul style="list-style-type: none"> Developed a research report on the supply chain processes of 4 Brothers. Described different flows (information flow, cash flow and material flow). Upstream and downstream process mapping was prepared to describe the whole scenario of the supply chain processes Prepared a research report on the supply chain processes of ICI Soda Ash. Identified different problems related to inventory in pipe line mapping. Recommendations were given to improve PO process and inventory management process Conducted detailed analysis of Financial Statements of Suzuki, Toyota and Honda. Conducted industry analysis and five year projections were made on the current position of the companies. Ratios were calculated and compared with the industry to show the actual position and performance of the companies Prepared a research report on the end-to-end supply chain of 4 Brothers Chemicals. Identified the problems that caused delays at two points during production. Firstly, during the point of inspection of finished goods and secondly during shipment of finished goods to warehouse 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SPSS 	
Achievements	<ul style="list-style-type: none"> Appeared in Dean's Merit List during MBA at UMT, Lahore Won the Synergies 2014, held at Suleman Dawood School of Business (LUMS) – Supply Chain Simulation developed and evaluated by Harvard Business School, USA Team leader of the winning team at Synergies, 2014 	
Interests	<ul style="list-style-type: none"> History, cars, cricket, analyzing different world scenarios 	

Muhammad Muzzammil Yousuf

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Born 1981



Personal Profile	<ul style="list-style-type: none"> Self-aware - always seeking to learn and grow Decisive and results-driven; creative problem-solver Seeks and finds solutions to challenges - exceptionally positive attitude Well-organized; good planner and time-manager Good listener - caring and compassionate Studied Consumer Behavior, Web Marketing, Strategic Brand Management, Logistics Management, ERP and Project Management as elective courses Functional Areas: Marketing, Supply Chain Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2014</p> <p>Govt. College of Commerce, Faisalabad</p> <p>BCom 2008</p> <p>Govt. College of Science, Faisalabad</p> <p>FSc (G. Science) 2001</p> <p>Govt. College Samanabad, Faisalabad</p> <p>Diploma in Information Technology 2001</p> <p>Govt. MC High School, Faisalabad</p> <p>Matriculation 1998</p>
Professional Experience	<p>Rehman Screen Print, Faisalabad Oct 2006 – Jul 2009</p> <p>Accountant</p> <ul style="list-style-type: none"> Negotiated the rates and finalized the credit deals with clients Engaged in the production of finished goods as per customer requirements Maintained and updated payroll account as per company policy <p>Faisal Fabrics Ltd, Faisalabad Oct 2004 – Jul 2006</p> <p>System Analyst</p> <ul style="list-style-type: none"> Developed a complete production plan for machines as per machine efficiency Minimized the break time of production machinery to minimize loss
Projects	<ul style="list-style-type: none"> Analyzed end-to-end supply chain of Gibs Multan. Information about the suppliers and raw materials was gathered and various processes in pipeline mapping including the time and value associated with each process were examined. The distribution channel all over Pakistan was also reported Prepared score card of Dynamic Sportswear Company. Analyzed the supply chain process to know how, they get their raw material through different channels. Their manufacturing process, distribution and retailer network and consumption of product by the end user Analyzed end-to-end supply chain structure of Monoo Textile Mill and identified the gaps present in their supply chain, gave suggestions about the flaws and demand collaboration problems
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SPSS, Inpage, Adobe Photoshop, Corel Draw, Peach Tree, Linux, ERP
Achievements	<ul style="list-style-type: none"> Won 2nd prize in Supply Chain Video Competition in 2012 at UMT, Lahore Worked as organizer in 1st, 2nd and 3rd ICoBM at UMT, Lahore Qualified a course of Husn-e-Qirat Qualified a course of instructions in civil defense held at Faisalabad
Interests	<ul style="list-style-type: none"> Chess, current affairs, social networking, computer technology

Muhammad Rabee Rehmani

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Born 1991



Personal Profile	<ul style="list-style-type: none"> Extremely reliable and dependable, analytical and questioning, strives for quality Methodical approach to planning and organizing, efficient time-manager Good interpersonal and communication skills, leadership, high integrity Strong planning, organizing and monitoring abilities Self-driven and self-reliant, sets aims and targets, leads by example Studied Supply Chain Strategies, Logistics Management, System Dynamics and Project Management as elective courses Functional Areas: Supply Chain Management 								
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore MBA</td><td>2014</td></tr> <tr> <td>University of Management and Technology (UMT), Lahore BBA (H)</td><td>2012</td></tr> <tr> <td>Punjab College of Science, Lahore FSc</td><td>2008</td></tr> <tr> <td>Divisional Public School, Lahore Matriculation</td><td>2006</td></tr> </table>	University of Management and Technology (UMT), Lahore MBA	2014	University of Management and Technology (UMT), Lahore BBA (H)	2012	Punjab College of Science, Lahore FSc	2008	Divisional Public School, Lahore Matriculation	2006
University of Management and Technology (UMT), Lahore MBA	2014								
University of Management and Technology (UMT), Lahore BBA (H)	2012								
Punjab College of Science, Lahore FSc	2008								
Divisional Public School, Lahore Matriculation	2006								
Professional Experience	<table> <tr> <td>Style Textile Pvt. Ltd., Lahore Assistant Manager Merchandising</td><td>Mar 2014 – Present</td></tr> <tr> <td> <ul style="list-style-type: none"> Meet customer demands to gain more buyer loyalty Place order of raw material to international supplier as per customer requirements </td><td></td></tr> <tr> <td>PTCL, Lahore Branch Manager</td><td>Nov 2012 – Nov 2013</td></tr> <tr> <td> <ul style="list-style-type: none"> Resolved customer problems to minimize customer switching Increased sales and reduced complaints to around 60-70% of that specific area Generated new sales and provided after sale services </td><td></td></tr> </table>	Style Textile Pvt. Ltd., Lahore Assistant Manager Merchandising	Mar 2014 – Present	<ul style="list-style-type: none"> Meet customer demands to gain more buyer loyalty Place order of raw material to international supplier as per customer requirements 		PTCL, Lahore Branch Manager	Nov 2012 – Nov 2013	<ul style="list-style-type: none"> Resolved customer problems to minimize customer switching Increased sales and reduced complaints to around 60-70% of that specific area Generated new sales and provided after sale services 	
Style Textile Pvt. Ltd., Lahore Assistant Manager Merchandising	Mar 2014 – Present								
<ul style="list-style-type: none"> Meet customer demands to gain more buyer loyalty Place order of raw material to international supplier as per customer requirements 									
PTCL, Lahore Branch Manager	Nov 2012 – Nov 2013								
<ul style="list-style-type: none"> Resolved customer problems to minimize customer switching Increased sales and reduced complaints to around 60-70% of that specific area Generated new sales and provided after sale services 									
Projects	<ul style="list-style-type: none"> Prepared a plan to rehabilitate the victims of Muzaffargarh earthquake. Our main focus was to build houses for 500 families. Used Microsoft Office Project and different techniques to manage and plan the whole project. AON networks, Gantt chart, CPM were used for planning timelines of each activity Developed a research report on logistics strategies for a garment manufacturing company to increase efficiency and improve the supply chain management. Strategy was bit costly when implemented but its impact would take the company to mega saving which resulted in overall company profit Developed a supply chain game. It was a systematic game between end user and end supplier. End-to-end supply chain was the main theme of this game. Our main focus was how the bullwhip effect leads to losses and how we could reduce it to maximum level. How customer's order to supplier is exaggerated and the company bears a heavy cost. 								
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS, Oracle (Seible), Pinnacle 								
Achievements	<ul style="list-style-type: none"> Winner of Business Idea Competition in Punjab Youth Festival, 2012 Runners-up in Entrepreneurial Festival organized by UMT, Lahore Chief Organizer of 1st and 2nd ICoBM at UMT, Lahore Vice President of Gaming Club in UMT, Lahore 								
Interests	<ul style="list-style-type: none"> Football, critical analysis of ads, traveling, surfing the net for research 								

Muhammad Salman Tariq

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Born 1989



Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting objectives Entrepreneurial and proactive - strong drive and keen business mind Motivated, passionate and determined to move forward in life Hard working, strong planning, organizing and monitoring abilities Studied Supply Chain Management, Vendor Selection Process, Project Management, ERP, System Management, Sales Force Management as elective courses Functional Areas: Supply Chain Management, Sales, Marketing 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA(H) 2012 Govt. Degree College, Jampur, DG Khan FSc 2008 Hira High School Jampur, DG Khan Matriculation 2006	
Professional Experience	Makah Cotton Industry, Rajanpur Intern Jul – Sep 2013 <ul style="list-style-type: none"> Coordinated in purchase process of cotton, negotiated on price and related matters Matched invoices to statements and purchase orders to invoices to minimize the error Assisted in installation of new software which saved time and enhanced efficiency Worked closely with the finance manager to ensure smooth operation of tasks Bank of Punjab, Jampur, DG Khan Jul – Aug 2012 Intern <ul style="list-style-type: none"> Coordinated in general banking operations like account opening, clearing and remittance to fulfill customer requirement Assisted in marketing campaign for the branch and opened 175 new accounts Mian Hardware Store, Jampur, DG Khan Mar 2008 – Dec 2012 Assistant Purchase Manager <ul style="list-style-type: none"> Placed orders of goods to suppliers; ensuring that goods were delivered in time, purchased at competitive price and within budget Dealt with inquiries and complaints and suggested solutions to problems Resolved order and inventory problems by analyzing data and history 	
Projects	<ul style="list-style-type: none"> Prepared a research report on supply chain process of PEL (Pvt.) Ltd. Described the end-to-end supply chain, foreign and local suppliers, inbound and outbound logistics and various processes in pipeline mapping including the time and value associated with each process. The distribution channel all over Pakistan was also reported Developed a complete project of rehabilitation of earth quake victim by the help of MS Project. Thoroughly planned, scheduled, controlled and executed the project to achieve the goal of rehabilitation of earthquake victims Conducted a research on brand preference of people while making a choice of coffee and created a strategic marketing plan for a new Piyanco Coffee House launched in Pakistani coffee market to check the growth rate and market trend. Conducted PEST and Porter 5 forces analysis 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint, Project) Internet, email, SPSS, Window Movie Maker 	
Achievements	<ul style="list-style-type: none"> Got 4th position in sales activity in entrepreneur competition (2011) at UMT, Lahore Received certificate of participation in supply chain game competition in 2013 at UMT Received certificate on doing best project of SCM in 2013 at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> Traveling, surfing the net for business research, socializing, cricket 	

Muhammad Zain Ul Abidin

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Born 1986

Personal Profile	<ul style="list-style-type: none"> – Strives for quality and applies process and discipline towards optimizing performance – Strong planning, organizing and monitoring abilities, an efficient time-manager – Seeks and finds solutions to challenges, exceptionally positive attitude – Tactical, strategic and proactive, anticipates and takes initiative – Critical thinker, strong analytical skills, accurate and probing – Studied Financial Derivative, Financial Statement Analysis, Taxation, Investment and Portfolio Management as elective courses – Functional Areas: Banking, Finance, Accounts, Taxation
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>PIMSAT, Karachi BBA(H) 2012</p> <p>Institute of Chartered Accountants of Pakistan, Karachi CA Foundation 2010</p> <p>Government Islamia College Civil Lines, Lahore FSc 2004</p> <p>Fouji Foundation Model High School, Sangla Hill Matriculation 2002</p>
Professional Experience	<p>NJMI, Chartered Accountants, Lahore Oct – Nov 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in book keeping, preparing vouchers to keep financial records updated – Assisted in internal audit to verify the financial record – Assisted in preparing income and sales tax returns through e-filing
Projects	<ul style="list-style-type: none"> – Developed portfolio of five companies for investment in stock exchange on the basis of fundamental and trend analysis. Determined expected risk and return on investment. After one month, graphically compared the actual and expected return which showed the difference was within the range of expected risk – Analyzed the six years financial data from 2006 to 2012 of BATA Pakistan (Pvt.) and TREET Corporation on the basis of ratio analysis, trend analysis, horizontal and vertical analysis. Revenues and financial performance of both the companies showed tremendous growth, both the companies have strong credit base and financial strength – Analyzed the financial statement of BATA Pakistan (Pvt.) Ltd. on the basis of the criteria set by PACRA credit rating agency and developed PACRA style credit rating for BATA Pakistan (Pvt.) Ltd.
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Peachtree, QuickBooks, SPSS – Internet, email
Achievements	<ul style="list-style-type: none"> – Successfully passed GAT General Certification with 85% (2013) – Volunteered in 3rd ICoBM held at UMT in 2013 – Obtained 3rd position in presentation skills training course at SKANS in 2007
Interests	<ul style="list-style-type: none"> – Current affairs, history, traveling, investment in stock exchange

Mussawar Sultan Chattha

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Muridke, District Sheikhupura

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Born 1985



Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting objectives - hard-working Good interpersonal skills - works well with others, motivates and encourages High integrity, diligent and conscientious - reliable and dependable Good starter - enthusiastic in finding openings and opportunities Well-organized; good planner; good time-manager Studied Financial Derivative, Project Management, Islamic Finance, Financial Statement Analysis and Investment and Portfolio Management as elective courses Functional Areas: Banking and Finance 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Superior University, Lahore BCom 2007 Forman Christian College, Lahore FA 2002 Lahore Cadet School, Lahore Matriculation 2000	
Professional Experience	NESPAK, Lahore Nov 2013 - Present Accountant <ul style="list-style-type: none"> Engaged in posting daily transaction to update account records Conducted reconciliation to tally company accounts with bank accounts Maintained record of accounts receivables to fulfill company financial requirements 	
Projects	<ul style="list-style-type: none"> Developed portfolio of 5 companies for investment in stock exchange on the basis of fundamental and trend analysis. Determined expected risk and return on investment. After one month, graphically compared the actual and expected return which showed the difference was within the range of expected risk Analyzed the six years financial data from 2006 to 2012 of BATA Pakistan (Pvt) and TREET Corporation on the basis of ratio analysis, trend analysis, horizontal and vertical analysis. Revenues and financial performance of both the companies showed tremendous growth, both the companies have strong credit base and financial strength Analyzed the financial statement of BATA Pakistan (Pvt.) Ltd., on the basis of the criteria set by PACRA credit rating agency and developed PACRA style Credit rating for BATA Pakistan (Pvt) Ltd 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SPSS 	
Achievements	<ul style="list-style-type: none"> Member of Debating Club at UMT, Lahore Received cash award on performance in Superior University, Lahore 	
Interests	<ul style="list-style-type: none"> Islamic finance implications, stock exchanges, global business, traveling 	

Nadeem Khan

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Determined and decisive, uses initiative to develop effective solutions to problems – Entrepreneurial and proactive, strong drive and keen business mind – Good interpersonal skills - works well with others, motivates and encourages – Self-aware - always seeking to learn and grow – Well-organized, good planner; efficient time-manager – Studied Strategic Brand Management, Consumer Behavior, Web Marketing, Category and Space Management in Retail as elective courses – Functional Areas: Marketing, Sales, Customer Services 	
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>COMSATS, Lahore BBA (H) 2011</p> <p>Standard College, Lahore ICom 2007</p> <p>Govt. High School, Dir Lower Matriculation 2005</p>	
Professional Experience	<p>Shaukat Khanum Memorial Cancer Hospital, Lahore May 2014 – Present Intern</p> <ul style="list-style-type: none"> – Assist in multi fund raising and marketing collaboration with restaurants – Assist in database management of donor organizations especially banks – Assisted in designing marketing material like brochures, table cards and standees <p>Al-Ghazi Tractors, Lahore Jun – Aug 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in conducting survey's regarding customer problems – Assisted in finding out ways to provide raw material at low cost <p>World Call, Lahore Jul – Aug 2011 Intern</p> <ul style="list-style-type: none"> – Assisted in finding out the gaps regarding after sales services and line losses – Assisted in product development of commercial and domestic packages 	
Projects	<ul style="list-style-type: none"> – Developed a research report on comparing Metro with Hyperstar regarding assortments, price, promotions and layout. Compared the pricing and promotions of every product in both companies. It was concluded that Hyperstar was having good promotions strategies – Developed a report on spending one day with sales team of Shan Foods. Examined the experience of sales force by managing monthly targets and developing plans to achieve these targets – Developed a research report on launching a new coffee brand. Prepared a comprehensive marketing plan consisting of 4P's, market segmentation and target market selection – Launched a web marketing and analytics promotional campaign for KFTECH.BIZ 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS, Prezi 	
Achievements	<ul style="list-style-type: none"> – Worked as a volunteer in blood donation society at COMSATS, Lahore – Raised funds for the poor cancer patients of Shaukat Khamum Cancer Hospital, Lahore – Worked as a volunteer in cultural diversity society at COMSATS, Lahore – Worked for earthquake victims in northern areas 	
Interests	<ul style="list-style-type: none"> – Book reading, event management, music, traveling 	

Nadeem Sarwar

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Tehsil Wazirabad, District Gujranwala.

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Born 1990

Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Determined and decisive; uses initiative to develop effective solutions to problems Reliable and dependable - high personal standards and attention to detail Methodical and rigorous approach to achieving tasks and objectives Entrepreneurial and proactive - strong drive and keen business mind Studied Supply Chain Modeling, Project Management, Vendor Selection Process, Logistic Management, Integrated Marketing Communication, Strategic Marketing, Financial Management, and Corporate Finance as elective courses Functional Areas: Supply Chain Management, Marketing
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2013</p> <p>Pakistan International School, Riyadh K.S.A ICS 2008</p> <p>Pakistan International School, Riyadh K.S.A Matriculation 2006</p>
Professional Experience	<p>The Thal Industries Corporation Limited, Lahore Oct 2001 - Present Management Trainee Officer (MTO)</p> <ul style="list-style-type: none"> Achieved approximately PKR 10 million costs saving through price reduction Generated complete procurement requisition process, pipe line process which resulted in saving time and cost Execute purchase for factory, head office and maintain record of cash on daily basis Develop strategic sourcing channels and effective supplier selection and management Develop reports on procurement and usage of material for top management Implement vendor prequalification, certification and performance monitoring procedures <p>Syed Brothers Pvt. Ltd., Gujranwala Jun - Aug 2011 Intern</p> <ul style="list-style-type: none"> Assisted in developing time flow charts and giving recommendation to reduce the total processing time by minimizing bottle neck time <p>University of Management and Technology (UMT), Lahore Feb 2012 - Jun 2014 Teacher Assistant</p> <ul style="list-style-type: none"> Assisted the resource person in assessing assignments, quizzes, projects, mid term and end term exam and kept about 100 students updated about their performance
Projects	<ul style="list-style-type: none"> Prepared a research report on supply chain process of SPARCO PAINTS in Pakistan. Prepared end-to-end supply chain model which covered the information of all suppliers, process flows (material flow, cash flow, information flow) pipeline mapping to eliminate the non-value added activities and to reduce the total time. Developed purchase requisition process to give overview of the whole process. Gave recommendations based on these analysis Developed a report on, The Thal Industries Corporation Limited to improve the transportation and delivery strategies through linear programming. Utilized MS-Excel and analytical hierarchy process (AHP) model for supplier selection. By utilizing these tools we were able to implement the solution Prepared research project to construct a community within given budget by considering all the constraints. Generated a linear programming report to get the optimal solution and developed hierarchy charts Developed a research based report to open a 'Souvenir Shop' in Lahore. Conducted a questionnaire survey in different universities. Used SPSS software to get the preference of the audience. Conducted further analysis to select the target audience within the segmentations, Porter 5 Forces Analysis, 4 PS, Pareto Analysis, BCG Matrix etc.
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint, Access), Microsoft Project ERP (SAP) Software (Purchase Module) SPSS, Internet, E-mail
Achievements	<ul style="list-style-type: none"> Volunteer, Pakistan Entrepreneurial Leadership Program in 2011, at UMT, Lahore Captain of cricket and football teams at high school and won numerous matches
Interests	<ul style="list-style-type: none"> Football, traveling, innovation, music

Naeem Raza

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Permanent Address: Chak No. 140, GB Samundri, Faisalabad.

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Good communication and interpersonal skills, leadership, high integrity – Good starter – enthusiastic in finding openings and opportunities – Great team worker – adaptable and flexible – Strives for quality and applies process and discipline towards optimizing performance – Extremely reliable and dependable – analytical and questioning, strives for quality – Studied Taxation, Financial Modeling, Financial Statement Analysis, Retail and Consumer Banking Operation as elective courses – Functional Area: Finance 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Punjab College of Commerce, Faisalabad BCom 2010 New Afaq Higher Secondary School, Faisalabad FSc (Pre-Medical) 2008 New Afaq Higher Secondary School, Faisalabad Matriculation 2006	
Professional Experience	National Bank of Pakistan, Sialkot Jul - Aug 2014 Intern <ul style="list-style-type: none"> – Assisted in account opening of new customers by doing preliminary paper work – Assisted in clearance of cheques to avoid any fraudulent transaction 	
Projects	<ul style="list-style-type: none"> – Developed a research report on the growth of cement industry in Pakistan. Reported about the imports and exports of cement. The impact of cement industry on economy and taxation policies was mentioned. We selected Fauji Cement, a company from cement industry and analyzed it on the basis of common size analysis, horizontal balance sheet and income statement analysis. Also, conducted index number trend analysis for sales – Conducted a complete financial analysis of Fauji Cement by analyzing its annual report for the year 2011 and 2012. Used income statement, balance sheet, cash flow statement, statement of change in equity and different ratio analysis to reflect the financial health of the company – Developed a mortgage plan for a customer to buy a house through bank. The target market was low profile customers with less income group. Developed a schedule including checking the past loan record of customers, income level and installment plan, etc. 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – SPSS, ERP – Internet, e-mail, website administration 	
Achievements	<ul style="list-style-type: none"> – Winner of badminton championship in 2013 at UMT, Lahore – Organized badminton championship in 2013 at UMT, Lahore – Participated in Open SAP course, an introduction to SAP HANA by Dr Vishal Sikka – Participated in workshops on leadership skills, teamwork, conflicts resolution, personality grooming and confidence building 	
Interests	<ul style="list-style-type: none"> – Finance, e-business, computer technology, badminton 	

Rabia Khan

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Good interpersonal and communication skills – High integrity and honesty, ethically and socially aware – Seeks and finds good outcomes to challenges – Adaptable and flexible, well-organized planner and scheduler – Seeks new responsibilities and uses initiative, self-sufficient – Studied Recruitment and Selection, Training and Development, Human Resource Development, and Performance Management as elective courses – Functional Area: Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Gates College of Commerce, Lahore BCom 2010 Kips Intermediate Girls College, Lahore FSc (Pre-medical) 2006 MQ Foundation High School, Lahore Matriculation 2004	
Professional Experience	Mott McDonalds Pakistan(Pvt.) Ltd., Lahore Sep 2012 – Present Deputy Project Administration and Human Resources (Educations Project) <ul style="list-style-type: none"> – Prepare presentation to highlight expenses of the projects – Develop step by step hiring procedure to eliminate unnecessary steps – Upgrade a CAIF(Consultant Arrival Information) Form for protocol of foreign delegates Metro Motor Bikes Company (Pvt.) Ltd., Lahore Jan – Sep 2012 Human Resource Executive <ul style="list-style-type: none"> – Prepare medical allowances for employees within allocated budget – Redesigned and prepared the performance review forms – Designed a soft Performa's of each and every expense to reduce expenses in company 	
Projects	<ul style="list-style-type: none"> – Developed a research report on the performance management system of Metro Motorbike Company. Described the two types of appraisal systems, one for the office employees and other for the factory workers. Discussed the linkage between goal setting and its effect on appraisal. Suggested them how they could improve their appraisal process by giving them newly designed appraisal forms – Prepared a research report, on 'How to Handle Difficult People at Work' by performing role plays. Discussed five different types of people at workplace and briefly explained their characteristics by which they make a situation difficult at work and how could we handle such type of people – Developed a research report on the recruitment and selection process of MC School. Identified the shortcomings and redesigned the whole process after proper analysis. Redesigned the official website, vacancy advertisements, online application form and evaluation forms to improve the process 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint), Ms Visio, Typing Speed: 30 WPM – Internet, email – PSS 	
Achievements	<ul style="list-style-type: none"> – Active member of Marketing Club in UMT, Lahore – Worked as volunteer for "The Little Art Organization" – Won 2nd prize in badminton competition in 2011 at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> – Traveling, current affairs, sketching, cooking 	

Rabia Zafer

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Good interpersonal skills, works well with others, motivates and encourages – Self-aware, always seeking to learn and grow – Reliable and dependable in meeting objectives, hard-working – Great team-worker, adaptable and flexible – Well-organized, good planner; efficient time-manager – Studied Recruitment and Selection, Training and Development, Performance Management, and Human Resource Development as elective courses – Functional Area: Human Resource Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2012</p> <p>Government College for Women, Sheikhupura FSc (Pre-Medical) 2008</p> <p>Govt. High School No 1, Sheikhupura Matriculation 2006</p>
Professional Experience	<p>Saad and Ahsan Associate, Lahore Jul – Aug 2013 Intern</p> <ul style="list-style-type: none"> – Conducted student counseling on study in foreign countries – Maintained and updated students records and database to segregate them on the basis of their degree requirements in foreign countries <p>Bonney and Dennis Pharmaceutical Company, Lahore May – Aug 2012 Intern</p> <ul style="list-style-type: none"> – Assisted in preparing daily sales reports in MS Access to show whether the company was meeting daily sales targets or not – Generated monthly financial reports to show profit margin
Projects	<ul style="list-style-type: none"> – Analyzed an international case study of MC School. Developed recruitment plan and advertisement plan for school. Suggested how to conduct interviews; who should be involved in the interview process and what would be the questions for interview. Suggested ways on how MC school can make its advertisement plan better – Conducted one hour training session on conflict management. Trained the students about types of conflict and how we can avoid these conflicts in the workplace through different activities – Did a real time project of UMT; recommended how UMT can be internationalized in UAE. Conducted SWOT analysis; prepared result framework; log framework – Examined the performance appraisal system of KFC. Defined the criteria on which KFC evaluated their employees and on what basis they gave incentives and rewards. Identified some problems and gave recommendations for improvements
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint, Access) – Internet, email – SPSS, Prezi
Achievements	<ul style="list-style-type: none"> – Appeared in Dean's Honors lists twice during MBA and BBA – Raised funds for Dar-ul-Aman children by working in UMT Social Welfare Society – Passed an online course on strategic management, monitoring and evaluation from USAID
Interests	<ul style="list-style-type: none"> – Reading, fundraising, net surfing for business research, cooking

Rana Muhammad Shoaib

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Born 1987



Personal Profile	<ul style="list-style-type: none"> – Determined and decisive; uses initiative to develop effective solutions to problems – Entrepreneurial and proactive - strong drive and keen business mind – Identifies and develops opportunities; innovates and makes things happen – Good strategic appreciation and vision; able to build and implement sophisticated plans – Excellent interpersonal and communication skills, leadership, high integrity – Studied Supply Chain Strategies, Vendor Selection and Development, ERP, Category and Space Management in Modern Retail and Brand management as elective courses – Functional Areas: Logistics Planning, Warehousing and Operations 																				
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td><td>2014</td></tr> <tr> <td>MBA</td><td></td></tr> <tr> <td>Hailey College of Commerce, (PU) Lahore</td><td></td></tr> <tr> <td>BCom (H)</td><td>2010</td></tr> <tr> <td>Garrison Science Degree College for Boys, Lahore</td><td></td></tr> <tr> <td>FSc</td><td>2006</td></tr> <tr> <td>Fazaia Intermediate College, Lahore</td><td></td></tr> <tr> <td>Matriculation</td><td>2004</td></tr> </table>	University of Management and Technology (UMT), Lahore	2014	MBA		Hailey College of Commerce, (PU) Lahore		BCom (H)	2010	Garrison Science Degree College for Boys, Lahore		FSc	2006	Fazaia Intermediate College, Lahore		Matriculation	2004				
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– Maintained good relations with market suppliers to enhance business																					
Projects	<ul style="list-style-type: none"> – Developed a research report on How to manage layout structure in modern retails (Hyper Star and Metro Cash and Carry). The retail store's profitability begins with an interior layout that enables customers to easily find the merchandise they need. An effective layout in modern retails steer's customers to merchandise that retailers want to showcase thorough aisles that have high margins and less footsteps – Developed a research report on Varioline Intercool Supply Chain Management Process. It included activities from obtaining materials from outside suppliers, involve resource planning, supply sourcing locally and internationally, negotiation, order placement, inbound transportation and storage to handling and quality assurance – Prepared a research report on design and control of Warehouse OPS (English Biscuits Manufacturing). The order picking system is very complex task depending on several elements, product customer order, different type of functional area, different combination of equipment types and operating policies for each functional area. So it can be concluded that design and controls are very important which were analyzed in project 																				
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail – Management System, HTML Coding 																				
Achievements	<ul style="list-style-type: none"> – Got 3rd position in FSc at Garrison Degree College, Lahore – Achieved the Peek Freens Faisalabad warehouse highest dispatch of 31,000 master cartons (mc) in one day in order, to meet the sales orders. The previous record was 18,000 mc – Achieved the highest ROI of company efficient reduction in cost at Mr. Goods Cargo 																				
Interests	<ul style="list-style-type: none"> – Traveling, current affairs. music, military affairs 																				

Sadia Shafiq

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Born 1991

Personal Profile	<ul style="list-style-type: none"> – Good interpersonal skills, works well with others, motivates and encourages – High integrity, diligent and conscientious - reliable and dependable – Self-aware - always seeking to learn and grow – Emotionally mature and confident - a calming influence – Detailed and precise; fastidious and thorough – Studied Compensation and Benefits, Training and Development, Recruitment and Selection, and Human Resource Development as elective courses – Functional Area: Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014	
	University of Management and Technology (UMT), Lahore BBA (H) 2012	
	Punjab Group of Colleges, Lahore ICS 2008	
	Johar Public High School, Lahore Matriculation 2006	
Professional Experience	COCO Trades Limited, Lahore Intern Jun – Aug 2013 <ul style="list-style-type: none"> – Assisted in shortlisting of candidates according to the job description – Assisted in preparing summary reports for HR manager on weekly basis – Assisted in maintaining and updating HR files 	
	Technisoft Consulting, Lahore Intern Jun – Jul 2012 <ul style="list-style-type: none"> – Assisted in organizing database of existing client and searching potential customers – Assisted in responding to clients query and solving problems – Assisted in shortlisting of CV's against different vacancies and conducting interviews 	
Projects	<ul style="list-style-type: none"> – Developed a research report on the recruitment and selection process of teaching staff in a school. The school was experiencing high employee turnover because they were using a single method of recruitment for hiring teachers. Recommended different advertisements approach to bring some positive change – Developed a research report on the compensation and benefits process at FAT Burgers. Identified the benefit awarded to employees on the basis of their performance. Pointed out the flaws in compensation and benefits process of industry and gave recommendations for improvement – Conducted a training session on interviewing skills. Utilized different activities and interesting videos to engage the audience. Outsourced a trainer to learn how this training would be helpful in the real world – Conducted job analysis of a veterinary doctor. Analyzed the role and importance of each task to overall performance 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email, Prezi 	
Achievements	<ul style="list-style-type: none"> – Received certificate of participation in Entrepreneurial Festival 2013 at UMT, Lahore – Got 1st position in Supply Chain Game Competition at UMT (2013), Lahore – Badminton player at school level 	
Interests	<ul style="list-style-type: none"> – Badminton, reading books, internet surfing, using Microsoft Office 	

Salman Sajid

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Permanent Address: Old Zaferwal Road, Near Masjid Madni, Chawinda, Sialkot.

Cell: 0334-8135331

Email: m.salmansajidd@yahoo.com

Born 1990



Personal Profile	<ul style="list-style-type: none"> Financially astute - conversant with accounting systems and principles Identifies and develops opportunities; innovates and makes things happen Good communication and interpersonal skills, leadership, high integrity Strong planning, organizing and monitoring abilities, an efficient time-manager Good starter - enthusiastic in finding openings and opportunities Studied Investment and Portfolio Management, Taxation, Financial Modeling, Financial Statement Analysis, Financial Derivative, Retail and Consumer Banking Operation as elective courses Functional Areas: Finance, Applied Banking
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2014</p> <p>Government College of Commerce, Sialkot</p> <p>BCom 2010</p> <p>Punjab College for Boys, Sialkot</p> <p>FSc (Pre-Engineering) 2008</p> <p>Sialkot Public Secondary School, Sialkot</p> <p>Matriculation 2006</p>
Professional Experience	<p>National Bank of Pakistan, Sialkot Sep – Oct 2013</p> <p>Intern</p> <ul style="list-style-type: none"> Assisted in account opening department by doing preliminary paper work Assisted in clearance department by verifying cheques
Projects	<ul style="list-style-type: none"> Developed a research report on the growth of cement industry in Pakistan. Reported about the imports and exports of cement. The effect of cement industry on economy and taxation policies was mentioned. Selected "Fauji Cement Company" from cement industry and analyzed it on the basis of common size analysis, horizontal balance sheet and income statement analysis. Index number trend analysis for sales was conducted. The report ended by comparing individual company with growing cement sector in Pakistan Prepared a research report on the investment in Lahore Stock Exchange (LSE) by buying shares. Learned when to buy, when to hold and when to sell out particular shares. Trading duration was about two months. The report ended with graphical presentation of profit and loss of the entire trading Conducted a complete financial analysis of Fauji Cement by analyzing its annual report for the year 2011 and 2012. Used income statement, balance sheet, cash flow statement, statement of change in equity and different ratio analysis to reflect the financial health of the company. The analysis revealed that company was in good financial position
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) SPSS, ERP Internet, e-mail, Website Administration
Achievements	<ul style="list-style-type: none"> Got 1st prize in supply chain video competition in 2013, at UMT, Lahore Participated in Open SAP course, an Introduction to SAP HANA by Dr Vishal Sikka Participated in workshops on leadership skills, teamwork, conflicts resolution, personality grooming and confidence building
Interests	<ul style="list-style-type: none"> Finance, mathematics, computer technology, internet surfing for business research

Saman Iqbal

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Born 1987

Personal Profile	<ul style="list-style-type: none"> – Determined and decisive, uses initiative to meet and resolve challenges – Good interpersonal and communication skills, high integrity – Self-driven and self-reliant, sets aims and targets, leads by example – Emotionally mature and confident, a calming influence – Well-organized, good planner; efficient time-manager – Studied International Finance, Financial Risk Management, Financial Statement Analysis, Financial Modeling, Islamic Banking and Finance, Recruitment and Selection, Training and Development and Performance Management as elective courses – Functional Area: Finance, Human Resource Management 	
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2014</p> <p>Punjab University, Lahore</p> <p>BA 2009</p> <p>Govt. Degree College, Attock</p> <p>FSc (Pre-Medical) 2007</p> <p>GBC International School, Attock</p> <p>Matriculation 2005</p>	
Professional Experience	<p>Silk Bank, Lahore Apr – May 2014</p> <p>Intern</p> <ul style="list-style-type: none"> – Assisted in banking operations like account opening, depositing cash and generating bank statements through soft wares, and checking balance of account holders PTCL (Finance Wing), Faisal Town, Lahore Feb – Mar 2014 – Assisted in issuance of bills and corrections of defaulters bills – Coordinated the defaulters bills owner by contacting them through phone calls – Assisted in working on BNCC software by making correct entries 	
Projects	<ul style="list-style-type: none"> – Analyzed the financial statements of Dawood Hercules using different tools such as ratio analysis, horizontal analysis, and vertical analysis. The report revealed that the financial ratios of the company were good in 2011, as compared to the financial year 2010 which showed that company profitability increased – Developed a module in the form of an Excel sheet to represent the financial report of Dawood Hercules for upcoming year. Used different formulae and connected different sheets representing company income statement, balance sheet, and cash flow statement – Developed a performance appraisal system of Prime Stationary. Appraisal system consisted of attributes, behaviors and activities of employees. Designed a linkage between employee objectives and organizational objective. Developed reward system depending on meeting the individual objective and department objectives 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, Email – SPSS 	
Achievements	<ul style="list-style-type: none"> – Appeared in Rector's and Dean's Honor lists during MBA – Volunteer in 2nd and 3rd ICoBM in 2012 and 2013 at UMT, Lahore – Achieved PSTC (Presentation Skills and Training Course) Certificate at PAC 	
Interests	<ul style="list-style-type: none"> – Debates, sports, home decoration, surfing the net for business research 	

Samran Javed

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Born 1990

Personal Profile	<ul style="list-style-type: none"> – Entrepreneurial and proactive, strong drive and keen business mind – Good interpersonal skills, works well with others, motivates and encourages – Seeks new responsibilities and uses initiative, self sufficient – Tactical, strategic and proactive – anticipates and takes initiative – Adaptable and flexible; well organized planner and scheduler – Studied Strategic Brand Management, Services Marketing, Web Marketing and Retail Management as elective courses – Functional Area: Marketing
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2012</p> <p>Forman Christian College, Lahore Intermediate 2008</p> <p>Divisional Public School, Lahore Matriculation 2006</p>
Professional Experience	<p>Dainippon Inks & Chemicals, Lahore Aug 2013 – Present Commercial Executive</p> <ul style="list-style-type: none"> – Conduct vendor evaluation to measure their performance – Maintain liaison with the DIC-Karachi factory for getting the quotations, purchase orders, posting of bills, invoices, bills payment, and approvals – Upload commercial invoices, packing lists, e-forms, bank credit advices, bill of lading and goods declarations against each export consignments on WEBOC <p>Packages Limited, Lahore Mar – May 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in the supply management department in making saving reports – Learned the working on import authorization sheet, daily activity report, sales tax invoice, letter of credit, sample testing report, bill of lading etc. <p>Ibrahim Fibres Limited, Faisalabad Jun – Aug 2011 Intern</p> <ul style="list-style-type: none"> – Assisted in finance department in maintaining cash flows and preparing cheques – Assisted in import/export department in reconciliation
Projects	<ul style="list-style-type: none"> – Prepared a research report to apply web marketing and analytic tools on the website named < www.kftech.biz >. Launched an email campaign and advertised this website on social media like twitter, facebook and google plus to increase viewership. Analyzed the results to show web page traffic, open rate and click through rate – Developed a research report on marketing communication of Red Bull (Energy Drink) through 3 non-verbal TV advertisement of 1 minute duration each. The objective of this advertising campaign was to illustrate the logo, theme and tagline of the brand to the target audience – Developed a research report on the brand audit of Nivea products. Analyzed the brand performance through 4Ps. Described the perception of customer about the product range of Nivea brands. Identified threats to Nivea brands in the local market
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS, SAP, PC – TAS, PH Stat – 2
Achievements	<ul style="list-style-type: none"> – Got first prize in anti-smoking campaign held at UMT, in 2010 – Participated in 'National Education Fund Raising Week,' in 2012 held at UMT, Lahore – Participated in entrepreneurial festival by competing in idea pitching and sales activity
Interests	<ul style="list-style-type: none"> – Football, political/current affairs, reading blogs, social networking

Sher Baz Khan

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Born 1992



Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities, an efficient time-manager Self-driven and self-reliant, sets aims and targets, leads by example Good interpersonal skills - works well with others, motivates and encourages High integrity, diligent and conscientious - reliable and dependable Self-aware - always seeking to learn and grow Studied Project Management, Supply Chain Modeling, Logistics Management, Vendor Selection and Development and Managing Supply Chains as elective courses Functional Areas: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA(H) 2012 Leadership College, Sialkot FSc 2009 Cathedral School, Sialkot Matriculation 2005	
Professional Experience	SME Bank, Sialkot July – Aug 2011 Intern <ul style="list-style-type: none"> Assisted in customer services and account opening as per customer requirements Assisted in administrative department by keeping record of inward/outward mail 	
Projects	<ul style="list-style-type: none"> Analyzed the supply chain of Pakistan State Oil (PSO) starting from suppliers of suppliers to final customers. Described the upstream and downstream flow of supplies (fuel and lubricants) in supply chain Developed a complete project for establishing a new housing society in Balochistan with the name of "Resettling the Indus". Used all project management techniques to fulfill the company objectives Prepared a research report on the distribution operation of Novartis. Described how they were running their warehouses effectively and efficiently. Described various routing heuristics that were deployed by the company to increase productivity of warehouse Developed a research report on Ali Murtaza Associates about how do they filter out suppliers. Described the criteria on which they select and develop the most appropriate suppliers to make themselves competitive Conducted a project on Al-Moiz and Thal industries and applied a transportation model of linear programming to get to know the best possible route for the company while selecting plants either from Karachi or Gujranwala 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS 	
Achievements	<ul style="list-style-type: none"> Secured 3rd position in Entrepreneur Festival in 2011 at UMT, Lahore Secured 2nd position in annual time management competition in 2010 at UMT, Lahore SAP Course Certification – An Introduction to SAP HANA by Dr Vishal Sikka 	
Interests	<ul style="list-style-type: none"> Environment and wildlife conservation, hunting, outdoor adventure, mountain trekking 	

Sohail Mazhar

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Strives for quality and applies process and discipline towards optimizing performance – Strong planning, organizing and monitoring abilities - an efficient time-manager – Good interpersonal skills - works well with others, motivates and encourages – High integrity, diligent and conscientious - reliable and dependable – Self-aware - always seeking to learn and grow – Studied Project Management, Quality Assurance, Operation Management, Logistic Management and ERP (Enterprise Resource Planning) as elective courses – Functional Area: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 Govt. Degree College Haroonabad, Bhawalnager ICS 2008 Govt. High School, Faisalabad Matriculation 2005	
Professional Experience	Faysal Bank Ltd., Haroonabad Jul – Aug 2013 Intern <ul style="list-style-type: none"> – Assisted in account opening, clearance, remittance and customer services – Assisted in book keeping and dashboard clearance to keep the record updated Shahkam Industries (Pvt.) Ltd., Lahore Mar – May 2012 Intern <ul style="list-style-type: none"> – Assisted in merchandising, planning and quality assurance as per order requirement 	
Projects	<ul style="list-style-type: none"> – Developed a research report on quality assurance techniques of Prazalsus (distributors of Novartis Pharmaceutical). Described the movement of inbound logistics from supplier to warehouse and their placements in the warehouse. Reported the quality assurance techniques such as Six Sigma and total quality management to check SOP's of pharma inventory – Prepared a research report (hypothetical) for the rehabilitation of earthquake victims in Baluchistan using project management techniques. Highlighted the steps such as Project Screening and Selection, Work Breakdown Structure (WBS), Time Estimation of Activities, Budget and resource analysis, risk management, project control and project termination – Developed a research report on supply chain of PSO from supplier to customer by designing information flow, material flow, cash flow, supply chain flow, pipe line mapping, process activates mapping, primary secondary value chain and order fulfillment mapping 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint, Outlook) – Internet, email – SPSS, ERP (Microsoft Dynamic Axapta) Financial, Supply Chain Module 	
Achievements	<ul style="list-style-type: none"> – Participated in 1st and 2nd ICoBM in 2011 and 2012 respectively at UMT, Lahore – Received Certificate of Participation and Record of Achievement in SAP HANA, in 2014 – 2nd Idea Winner in Entrepreneurial Festival 2011 at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> – Badminton, gardening, construction, traveling 	

Sufyan Ali

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Reliable and dependable – high personal standards and attention to detail – Energetic and physically very fit, quick to respond to opportunities and problems – Critical thinker – strong analytical skills, accurate and probing – Emotionally mature and confident – a calming influence – Adaptable and flexible, well organized planner and scheduler – Studied Sales Force Management, Strategic Brand Management, Services Marketing and Web Marketing and Analytics as elective courses – Functional Areas: Marketing
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>Mohammad Ali Jinnah University, Karachi BBA (H) 2011</p> <p>S. M. Govt. Science College, Karachi FSc 2007</p> <p>Gulistan S.A.L. Boys Secondary School, Karachi Matriculation 2005</p>
Professional Experience	<p>Catalytic Consulting (Pvt.) Ltd., Lahore Feb - Mar 2014 Intern</p> <ul style="list-style-type: none"> – Assisted in developing a database of 300 new clients resulting in creating sale leads – Assisted in developing blueprint of ambience and sponsorship proposal for an event – Coordinated in holding a stall in IT Punjab Youth Festival in 2014 explaining benefits of certifications and quality standards to different clients
Projects	<ul style="list-style-type: none"> – Prepared a research report on the marketing strategy for Lasania Restaurant, Faisalabad. Applied the flower-of-services model onto it and concluded ideas to improvise the marketing techniques of the restaurant – Developed a research report to launch men's shirts and T-shirts brand. The brand was named "Chromium". The shirts and T-shirts were sold in an organized event in the university by placing stalls and promotion material to generate sales. Personal selling was also done by visiting the offices of faculty – Designed strategies to brand a road in Karachi located near the airport and named it as 'Nokia Road.' A complete model of the location was designed to show how the billboards and other ads will be placed beside the road – Developed an advertising campaign for an energy drink, 'Sting'. Applied integrated marketing communication essentials for effective advertising of the brand. Developed a TVC, radio spot, print ad and billboard for the campaign
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email – SPSS
Achievements	<ul style="list-style-type: none"> – General Secretary of Students Club Elections at MAJU, Karachi – Achieved 3rd position in supply chain video making competition in 2013
Interests	<ul style="list-style-type: none"> – Sports, reading, innovations, internet browsing for business research

Sundas Nazir Soleri

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Born 1987

Personal Profile	<ul style="list-style-type: none"> Reliable and dependable - high personal standards and attention to detail Strong planning, organizing and monitoring abilities, an efficient time manager Creative and entrepreneurial networker, effective project coordinator Seeks new responsibilities and uses initiative, self-sufficient Great team-worker, adaptable and flexible Studied Services Marketing, Integrated Marketing Communication, Sales Force Management, Rural Marketing and Consumer Behavior as elective courses Functional Area: Marketing, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 FAST-NU, Lahore BBA (H) 2011 Lahore College for Women University, Lahore FSc (Pre-Engineering) 2006 The Punjab School, Lahore Matriculation 2004	
Professional Experience	University of Management and Technology (UMT), Lahore Mar 2011 – Present Research Associate (Center for Entrepreneurship and Innovation) <ul style="list-style-type: none"> Organized and hosted Pakistan's first Entrepreneurial Leadership Program (PELP) 2011 in collaboration with Ministry of Finance, Pakistan, to sell entrepreneurial ideas conceived by students in corporate sector Served as a mentor of IBA INVENT 2011, INVENT 2012, DISCOVER 2011 and DISCOVER 2012 organized by IBA Karachi and NUST for business graduates to execute different business ideas Project head of the team of 5 students who implemented an idea of controlling home appliance and security locks through GSM and won 2nd prize PEL (Pak Elektron Limited), Lahore Aug – Oct 2010 Management Trainee Officer (Appliances) <ul style="list-style-type: none"> Conducted quality assurance audit of every department of the company to identify the discrepancies and gave recommendations for improvements 	
Projects	<ul style="list-style-type: none"> Developed a research report on consumer consumption pattern and competition with other brands of Gul Ahmed Ideas Home Accessories. Described the launch of ideas and its effects. Provided an in-depth analysis of some key performance indicators. Main components of the project included the primary marketing research Prepared a research report on Brand Audit of Haleeb Foods. Identified the core downfall areas. Conducted survey and meetings with the management team. Presented recommendations for better distribution and pricing strategy Prepared a research report on sales and positioning of Bake Parlor Spaghetti. Gave recommendations and innovative ideas for retaining the brand equity 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail, Prezi 	
Achievements	<ul style="list-style-type: none"> Appeared in Dean's Merit list twice during MBA Remained at the top position in English debating competitions at school and college Won prizes in qirat competitions at provincial and inter school levels Represented my school at various local and provincial platforms 	
Interests	<ul style="list-style-type: none"> Traveling, writing, cooking, counseling, interior decoration 	

Syed Muhammad Baqer Zaidi

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Reliable and dependable, high personal standards and attention to detail Good interpersonal skills, works well with others, motivates and encourages Self-aware, always seeking to learn and grow Emotionally mature and confident, a calming influence High integrity and honesty, ethically and socially aware Studied Corporate Tax, Financial Modeling, Financial Statement Analysis and Islamic Banking and Finance as elective courses Functional Areas: Accounts, Finance
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2014</p> <p>Punjab College of Commerce, Lahore</p> <p>BCom 2009</p> <p>Punjab College of Commerce, Lahore</p> <p>ICom 2007</p> <p>Sharif Model School, Lahore</p> <p>Matriculation 2005</p>
Professional Experience	<p>Shuja Associates, Lahore Jan 2011 – Present</p> <p>Internal/External Auditor</p> <ul style="list-style-type: none"> Reconcile vouchers with bank cheque book for verification Reconcile receipt slips with bank deposit slips for verification Inspect general ledger and casting to tally the trial balance Develop trial balance, income statement and balance sheet to maintain accounts Filing of sale/income tax returns through SECP website to fulfill legal requirement Register companies in SECP through form A & 29 as a legal requirement <p>Rebate Advisors, Lahore Feb 2014 – Present</p> <p>Accountant</p>
Projects	<ul style="list-style-type: none"> Complete maintenance of accounts from vouchers to final accounts Developed a research report on financial modeling of Zafar Securities (stock exchange broker) in LSE. Conducted ratio analysis by comparing current year financial data with last year financial data and presented it in figures as well as a graphic presentation through bar chart to show company performance Conducted ratio analysis of DG Cement and FFCL, two public listed companies in KSE by conducting liquidity ratio, debt ratio, activity ratio, profitability ratio and market value ratio. The results showed that DH was in good financial position as compared to FFCL Prepared a research report regarding the competitors and position of a brand named Kur Kure in Lahore market by conducting PEST analysis, PORTER ANALYSIS, SWOT ANALYSIS and Competitors Analysis
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint), internet, email. SPSS Photoshop, Window movie maker, Video Editor Hardware and software installation and trouble shooting
Achievements	<ul style="list-style-type: none"> Team member of university cricket team Received certificate of fluent English course from Kipling Education System, Lahore Participated in workshops on leadership skills, personal grooming, time and stress management, building confidence, influencing and negotiation skills at UMT, Lahore
Interests	<ul style="list-style-type: none"> Photography, finance, teaching, traveling

Syed Sajjad Ali Zaidi

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Born 1988



Personal Profile	<ul style="list-style-type: none"> – Hard working, possesses strong planning, organizing, analytical and creative abilities – Highly motivated, focused and determined to make successful career – Good communication, presentation and interpersonal skills – Calm, reliable, great team worker, flexible and adaptable – Capable of running effective campaigns – Studied Strategic Brand Management and Strategic Distribution Networks as elective courses – Functional Areas: Supply Chain Management, Marketing
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>National University of Computer and Emerging Sciences (FAST), Lahore BBA (H) 2011</p> <p>Punjab College of Science, Lahore FSc 2007</p> <p>S.T Anthony's High School, Lahore Matriculation 2005</p>
Professional Experience	<p>Din News, Lahore Feb 2014 – Present Clients Services Executive</p> <ul style="list-style-type: none"> – Plan a project which is to be launched nationwide – Resolve issues and increase efficiency of team members <p>Rafi Group, Lahore Jan – Oct 2013 Business Development Executive</p> <ul style="list-style-type: none"> – Develop good relations with the current and new clients to maximize business – Documentation of all meetings with clients and reporting to finance manager – Recording customer feedback and reporting on daily basis – Maintaining and updating monthly sales records <p>E Experts, Lahore Apr – Dec 2012 Managing Director</p> <ul style="list-style-type: none"> – Used different e-commerce mediums to make marketing more effective – Carried out production, design and quality assurance of a particular order – Execution and completion of an order including shipment <p>Ask Services, Lahore May 2011 – Apr 2012 Marketing Executive</p> <ul style="list-style-type: none"> – Dealt with corporate clients (Fatima Group, Metro, Makro, Hyperstar, Mobilink, Telenor, Service, Pepsi, ICI, LUMS, LACAS, Agro Textile, Dawood Group) – Formulated marketing strategies and launched a successful marketing campaign
Projects	<ul style="list-style-type: none"> – Examined the supply chain of Nishat Spinning Mills including its procurement, production of materials and distribution process – Examined and compared the marketing campaign of Olpers Milk, Warid and Nestle juices. Prepared a report on which company is leading in marketing campaigns – Launched a business plan regarding home maintenance services and developed market and financial feasibility analysis
Computer Skills	<ul style="list-style-type: none"> – E-Marketing – MS Office (Word, Excel, PowerPoint) – Internet, email, SPSS
Interests	<ul style="list-style-type: none"> – National and international political affairs, business research, television, traveling

Tahreem Rahman

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Extremely reliable and dependable - analytical and questioning, strives for quality Self-driven and self-reliant - sets aims and targets, and leads by example High integrity, diligent and conscientious - reliable and dependable Decisive and results-driven; creative problem-solver Reliable and dependable in meeting objectives – hard working Studied Recruitment and Selection, Training and Development, Performance Management and Human Resource Development as elective courses Functional Areas: Human Resource Management 								
Education and Qualification	<table> <tr> <td>University of Management and Technology, Lahore MBA</td><td>2014</td></tr> <tr> <td>University of Management and Technology, Lahore BBA (H)</td><td>2012</td></tr> <tr> <td>Govt. College for Women, Rahim Yar Khan FSc (Pre-Medical)</td><td>2008</td></tr> <tr> <td>Central Public School, Rahim Yar Khan Matriculation</td><td>2006</td></tr> </table>	University of Management and Technology, Lahore MBA	2014	University of Management and Technology, Lahore BBA (H)	2012	Govt. College for Women, Rahim Yar Khan FSc (Pre-Medical)	2008	Central Public School, Rahim Yar Khan Matriculation	2006
University of Management and Technology, Lahore MBA	2014								
University of Management and Technology, Lahore BBA (H)	2012								
Govt. College for Women, Rahim Yar Khan FSc (Pre-Medical)	2008								
Central Public School, Rahim Yar Khan Matriculation	2006								
Professional Experience	<table> <tr> <td>United Bank Limited, Rahim Yar Khan Intern</td><td>Jul – Aug 2013</td></tr> <tr> <td> <ul style="list-style-type: none"> Corrected erroneous transactions by identifying inconsistencies in cheques received and their records to enhance work quality Managed office files and documents to improve workflow </td><td></td></tr> <tr> <td>Power Link Engineering Company, Lahore Intern</td><td>Jul – Aug 2012</td></tr> <tr> <td> <ul style="list-style-type: none"> Gained insight into the management of suppliers performance to improve supply chain process Ensured the delivery and quality of supplies for quality improvement </td><td></td></tr> </table>	United Bank Limited, Rahim Yar Khan Intern	Jul – Aug 2013	<ul style="list-style-type: none"> Corrected erroneous transactions by identifying inconsistencies in cheques received and their records to enhance work quality Managed office files and documents to improve workflow 		Power Link Engineering Company, Lahore Intern	Jul – Aug 2012	<ul style="list-style-type: none"> Gained insight into the management of suppliers performance to improve supply chain process Ensured the delivery and quality of supplies for quality improvement 	
United Bank Limited, Rahim Yar Khan Intern	Jul – Aug 2013								
<ul style="list-style-type: none"> Corrected erroneous transactions by identifying inconsistencies in cheques received and their records to enhance work quality Managed office files and documents to improve workflow 									
Power Link Engineering Company, Lahore Intern	Jul – Aug 2012								
<ul style="list-style-type: none"> Gained insight into the management of suppliers performance to improve supply chain process Ensured the delivery and quality of supplies for quality improvement 									
Projects	<ul style="list-style-type: none"> Conducted training and development workshop on conflict management at a workplace. Discussed the five conflict management styles with activities and games to enhance the understanding of participants. The main focus was on creating a win-win situation to expand apple pie Scrutinized and improved the recruitment and selection process of a school system. Devised the job analysis, job ads, selection process, selection timings, request forms, information forms and other requirements to get the best results Developed a research report to analyze the performance management system of "KFC Lahore". The system was linked with the individual goals. Developed SMART goals for each department 								
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SPSS 								
Achievements	<ul style="list-style-type: none"> Worked as an organizer in Job Fair 2013 at UMT, Lahore Participated in Entrepreneurial Festival 2011 at UMT, Lahore Member of Social Welfare Society, UMT, Lahore Worked on a Social Action Project at Dar-ul-Aman, Lahore 								
Interests	<ul style="list-style-type: none"> Volunteer work, badminton, painting, surfing the net for business research 								

Taimoor Gohar

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Energetic and physically very fit; quick to respond to opportunities and problems – Resilient and thorough - detached and unemotional – Completer-finisher; checks and follows up - immaculate record-keeper – Team-player - loyal and determined – Results oriented - focused on productive and high-yield activities – Studied Recruitment and Selection, Performance Management, Compensation and Benefits, Human Resource Development, and Training and Development as elective courses – Functional Areas: Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 Garrison Degree College for Boys, Lahore ICom 2008 Garrison Boys High School, Lahore Matriculation 2005	
Professional Experience	Hospitality Inn Hotel, Lahore Training Officer May 2014 – Present <ul style="list-style-type: none"> – Conduct trainings as per human resource needs – Maintain and update training records for future plans Hotel Crown Plaza, Lahore Intern Jun – Jul 2011 <ul style="list-style-type: none"> – Assisted in developing job description; maintaining and updating monthly payroll 	
Projects	<ul style="list-style-type: none"> – Developed a research report on the framework of performance management system of PEL (Pak Elektron Ltd.). Suggested online performance system and interlinked the annual appraisals to training and development, and employees' master data. If the employee was not performing well then the system suggested related training. If the employee was performing good then it modified the employee's master data and suggested increments – Prepared a research report on Ministry of Human Resource Development, Pakistan. The Ministry of HRD was performing very well for the well being of labor class by giving them financial aid to overcome their expenses like medical and marriage loans. Identified areas of improvements such as starting training of labor class to get better positions and earnings – Developed hiring process for a job position in Siza International. Selected newspaper media to advertise the job. Made a selection criterion recommended tests and types of interview to be conducted. Conducted job analysis and developed job description, skills and competencies needed to do the job. Developed an appraisal form comprising of three recommended appraisal systems, namely comparison system, behavior system and management by objectives 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email, SAP HCM, SPSS, Peachtree, Prezi 	
Achievements	<ul style="list-style-type: none"> – Member of university cricket team – Won tug-of-war (University Champion 2010) 	
Interests	<ul style="list-style-type: none"> – Music, photography, shopping, driving, movies 	

Tauqeer Abbas

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Born 1987

Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities - an efficient time-manager Self-driven and self-reliant - sets aims and targets, and leads by example Self-aware - always seeking to learn and grow Detailed and precise; fastidious and thorough Decisive and results-driven; creative problem-solver Studied Training and Development, Sales Force Management, Strategic Brand Management, Services Marketing and Web Marketing and Analytics as elective courses Functional Areas: Human Resource Management, Administration, Marketing
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>The University Of Faisalabad, Faisalabad BBA 2010</p> <p>Bahria College NORE-1, Karachi FSc 2006</p> <p>Army Public School, Karachi Matriculation 2004</p>
Professional Experience	<p>Chen One Stores Ltd., Faisalabad Jan – Mar 2010 Intern</p> <ul style="list-style-type: none"> Assisted in communicating human resource policies to employees to make them familiar about the human resource practices prevailing in the organization Assisted in recruitment by gathering a pool of candidates for different positions
Projects	<ul style="list-style-type: none"> Developed marketing strategy to promote the degree program in university. Various internal and external analyses such as PESTEL and Competitor Analysis were conducted in order to gauge the requirements for the degree program. Perceived need and value were also identified, which helped in positioning to the target segment Prepared a research report on the marketing strategy for Lasania Restaurant, Faisalabad. Applied the flower-of-services model on it and introduced ideas to improve the marketing techniques for the restaurant Examined the compensation and benefit system of Pizza Hut Pakistan. Analyzed the performance appraisal system on which the employees were compensated. Reviewed company policies regarding leaves, pay, attendance, workplace violence, safety and code of conducts Conducted training session on, critical thinking skills for 50 participants. Training session consisted of PowerPoint presentations, posters, questionnaires and video session
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint), SPSS Internet, e-mail Computer Hardware (Troubleshooting, Assembling, Configuring) Installation of operating system (Windows 7, Windows XP, Windows 9x)
Achievements	<ul style="list-style-type: none"> Volunteered in organizing different events at UMT, Lahore Volunteered in Uni-Crew program at the University of Faisalabad Contributed in school yearly published magazine
Interests	<ul style="list-style-type: none"> Book reading, traveling, badminton, movies

Tauseef Ahmad

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Born 1989



Personal Profile	<ul style="list-style-type: none"> Seeks and finds solutions to challenges – exceptionally positive attitude Well organized, good planner; efficient time-manager Seeks new responsibilities and uses initiative, self sufficient Solid approach to achieving tasks and objectives, determined and decisive Good communication and interpersonal skills, high integrity Studied International Finance, Financial Risk Management, Islamic Banking and Finance, Recruitment and Selection, Performance Management, and Training and Development as elective courses Functional Areas: Finance, Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 Punjab University, Lahore BCom 2009 GC University, Faisalabad ICS 2007 Laboratory High School, Faisalabad Matriculation 2005	
Professional Experience	PTCL Faisal Town Exchange, Lahore Feb – Apr 2014 Intern <ul style="list-style-type: none"> Assisted in solving customer complaints regarding bills correction Assisted in using B&CC software for bill adjustment, bill installment, client handling, sales tax, withholding tax adjustments and reconciliation Sigma Refrigeration, Lahore Jul – Sep 2013 Intern <ul style="list-style-type: none"> Assisted in entering transactions in oracle, handling cash deposit and withdrawal, cheques transfer, LC payments and calculation of employee salaries Coordinated in managing record of transactions for internal and external audit 	
Projects	<ul style="list-style-type: none"> Conducted financial statement analysis of Fauji Fertilizers and Dawood Hercules. Used different tools such as ratio analysis, horizontal analysis, and vertical analysis to calculate the financial worth of these companies. Fauji Fertilizer was found to be in good financial position from investment point of view Developed a module in the form of an Excel sheet to represent the financial report of Fauji Fertilizer for the coming year. Used different formulae and connected different sheets representing company income statement, balance sheet, and cash flow statement Developed a performance appraisal system of Prime Stationary. Appraisal system consisted of attributes, behaviors and activities of employees. Designed a linkage between employee objectives and organizational objective. Developed reward system depending on meeting the individual objective and department objectives 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS, Oracle, B&CC, NPDMS 	
Achievements	<ul style="list-style-type: none"> Appeared in Dean's Honor lists during MBA Volunteered in 3rd ICoBM at UMT, Lahore Received diploma in merchandising marketing Import and export documentation in 2009 from Al-Hamd Institute, Faisalabad 	
Interests	<ul style="list-style-type: none"> Gym, debates, traveling, surfing the net for business research 	

Tayyba Munir

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Email: gtayyaba@gmail.com

Born 1989



Personal Profile	<ul style="list-style-type: none"> – Strives for quality and applies process and discipline towards optimizing performance – Extremely reliable and dependable, analytical and questioning – Solid approach to achieving tasks and objectives, determined and decisive – High integrity and honest, ethical and socially aware – Good listener, caring and compassionate – Studied Supply Chain Strategies, Supply Chain Modeling and Project Management as elective courses – Functional Area: Supply Chain Management 																										
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Projects	<ul style="list-style-type: none"> – Developed a report to improve warehouse layout, inventory management techniques, purchasing process, transportation and delivering strategies of Packages (Pvt.) Ltd., in the context of logistics management – Developed Business score card on supplier performance based upon two key performance indicators including filling rate and on time order delivery for specific period for Berger Paints 																										
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail – SPSS 																										
Achievements	<ul style="list-style-type: none"> – Appeared in Dean's and Rector's Honors lists twice during MBA – Worked as event organizer for different events within University – Organized teams for national anthem ceremony and flag making ceremony 																										
Interests	<ul style="list-style-type: none"> – Social welfare, traveling, counseling, net surfing for supply chain articles 																										

Umer Faheem

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Determined and decisive; uses initiative to develop effective solutions to problems – Identifies and develops opportunities; innovates and makes things happen – Self-driven and self-reliant - sets aims and targets, and leads by example – Good interpersonal skills - works well with others, motivates and encourages – Creative and entrepreneurial networker - effective project coordinator – Studied Strategic Brand Management, Web Marketing and Analytics, Category and Space Management in Retail and Consumer Behavior as elective courses – Functional Areas: Marketing, Sales, Customer Services, Administration 	
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2012</p> <p>Govt. Islamia College Civil Lines, Lahore FSc (Pre-Medical) 2008</p> <p>Garrison Academy for Boys, Lahore Cantonment Matriculation 2006</p>	
Professional Experience	<p>Allied Bank Limited, Lahore Sep – Nov 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in customer relationship department by improving customer services – Worked on ABL social media marketing, designed email newsletters of products and services and analyzed ABL customers' responses with their profiles <p>Metro Bus Rapid Transit System, Lahore Feb – May 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in supervising a staff of 26 interns to facilitate about 100,000 travelers in using the ticketing system – Coordinated in conflict resolution of travelers and monitoring of the station activities 	
Projects	<ul style="list-style-type: none"> – Developed an e-commerce website <www.apnajanwar.com> to buy animals like goats, cows and camels for qurbani purpose on Eid-ul-Azha. Used Open Cart software to develop the front end and back end of the website. Used SEO, SEM strategies and Social Media Marketing (viral marketing) to increase the traffic rate – Developed a research report on the brand audit of Nivea products. Analyzed the brand performance through 4Ps. Described the perception of the customer about the product range of Nivea brand. Identified threats to Nivea brand in the local market – Developed a research report on the end-to-end supply chain models of refrigerator assembly line of Pak Elektron Ltd. We reported all the processes involved from manufacturing to distribution end like flow charts, information diagrams and generalized supply chain models 	
Computer Skills	<ul style="list-style-type: none"> – Prezi (good working ability), E-Commerce Web Designer – Email Marketing through Mail Chimp Software, Social Media and Viral Marketing – MS Office (Word, Excel, PowerPoint) 	
Achievements	<ul style="list-style-type: none"> – Appeared in Dean Honor List (2013) at UMT, Lahore – Received an appreciation letter on making an outstanding project report on supply chain models of PEL, Lahore – Won a cash prize of Rs 5000 on attaining 1st position in one-day sales activity held at Entrepreneurial Festival 2011 at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> – Social media, marketing research, presentations making, viral marketing 	

Usman Bashir Hafiz

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities, an efficient time-manager Emotionally mature, calming and positive temperament, tolerant and understanding Great team-worker, adaptable and flexible Task-oriented, commercially experienced and aware Sensitive and patient, good interpersonal and communication skills Studied Training and Development, Recruitment and Selection, Human Resource Development, Performance Management as elective courses Functional Areas: Human Resource Management, Marketing 												
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore MBA</td><td>2014</td></tr> <tr> <td>University of Management and Technology (UMT), Lahore BBA(H)</td><td>2012</td></tr> <tr> <td>Govt. Science College, Lahore ICS</td><td>2008</td></tr> <tr> <td>Quaid Grammer High School, Lahore Matriculation</td><td>2006</td></tr> </table>	University of Management and Technology (UMT), Lahore MBA	2014	University of Management and Technology (UMT), Lahore BBA(H)	2012	Govt. Science College, Lahore ICS	2008	Quaid Grammer High School, Lahore Matriculation	2006				
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Projects	<ul style="list-style-type: none"> Organized a training session on interviewing skills by giving a presentation on good and bad interview. Highlighted the importance of key points such as preparation, proper dressing, punctuality, ethics and etiquettes for a good interview. Also described the points which become the cause of bad interview such as incorrect communication, over confidence, lack of eye contact and listening to cell phone during interview Developed monitoring and evaluation plan to bring UMT on international level. Described the points such as teacher's training and visit of teachers to foreign countries for higher studies. From students, point of view, there were opportunities of study in foreign countries and internship opportunities in the multinational organization Developed a research report on the recruitment and selection process of a school. Recommended the selection criterion such as education, experience and teaching skills of a teacher. Also recommended a short test of the teacher to test the teaching skills, abilities and temperament 												
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email 												
Achievements	<ul style="list-style-type: none"> Received certificate in M&E Fundamentals by USAID Vice-President of Economic Club, UMT, Lahore Raised fund approximately Rs 80,000/- for earthquake victims of Rawala Kot in 2005 												
Interests	<ul style="list-style-type: none"> Traveling, automobiles, tennis, labor employee relations 												

Usman Hanif Khan

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Born 1989



Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities, an efficient time-manager Results oriented-focused on productive and high-yield activities Team Player, loyal and determined Methodical and rigorous approach to achieving tasks and objectives Entrepreneurial and proactive, strong drive and keen business mind Studied Supply Chain Modeling, Project Management, Logistic Management, Enterprise Resource Planning and Vendor Selection and Development as elective courses Functional Areas: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2013 Garrison Degree College for Boys, Lahore FSc (Pre-Engineering) 2008 Garrison Boys High School, Lahore Matriculation 2006	
Professional Experience	Excel Freight System, Lahore Business Development Executive Nov 2013 – Present <ul style="list-style-type: none"> Managed imports and exports of clients and learned related terminologies Understood flow of import/export documents for authenticity and managing shipments Nestle Pakistan Limited, Lahore Aug – Sep 2012 Intern <ul style="list-style-type: none"> Assisted in identifying problems with sales team by observing their day to day activities Assisted in identifying the root cause of decreased sales in a particular area as there was poorly managed display of pamphlets and products in appropriate racks 	
Projects	<ul style="list-style-type: none"> Designed an efficient and effective warehouse layout design of Fauji Fertilizer Company. Designed their logistic function for reducing overall cost Designed efficient and effective transportation route design for Thal Group of Industries. Also designed supplier selection and assessment tools and techniques Successfully applied our project management skills in Resettling the Indus (NGO) upcoming projects in Baluchistan region. This technique included problem identification, cost analysis, work breakdown structure, PERT analysis, Sensitivity Analysis and Time and Quality of Work Analysis, etc. These steps were necessary for a project to be done and for its successful execution Identified problems faced by Ali Murtaza Associates by designing their end-to-end supply chain, flow of material, cash and information etc. Recommended them an efficient and effective solution to make their operations work smoothly 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint), Internet, Email, Adobe Dreamweaver, Adobe Photoshop SPSS, MS Project, PC-TAS, PH Stats, Corel Draw, Windows 7 	
Achievements	<ul style="list-style-type: none"> Winner of ENSPIRE 2014 organized by LUMS and rated by Harvard Business School Appeared in Rector's Honors list during MBA Team member of college badminton team Worked for flood victims at Resettling the Indus, Lahore 	
Interests	<ul style="list-style-type: none"> Business research, tennis, traveling, movies 	

Wahaj Umar

Present Address: H. No. 227, Block No. 13, Sector B-1, Township, Lahore.

Permanent Address: H. No. 42, Mushtaq Colony, Raiwind Road, Kasur.

Cell: 0321-6581634

Email: wahajumer@hotmail.com

Born 1991



Personal Profile	<ul style="list-style-type: none"> – Good strategic appreciation and vision; able to build and implement sophisticated plans – Good interpersonal skills - works well with others, motivates and encourages – Emotionally mature and confident - a calming influence – Critical thinker - strong analytical skills; accurate and probing – Results oriented - focused on productive and high-yield activities – Studied Strategic Brand Management, Web Marketing and Analytics, Sales Force Management, Logistic Management, Project Management, Vendor Selection Process, and ERP as elective courses – Functional Areas: Marketing, Sales, Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 Government Collage of Commerce, Kasur D.Com 2007 Allama Iqbal Cadet High School, Kasur Matriculation 2005	
Professional Experience	BETA PIPES, Lahore Sep 2013 – Present Sales Executive <ul style="list-style-type: none"> – Maintain good relationship with existing customers and identify new customers to maximize sales volume – Made recoveries of mature sales to complete the sales activity with concerned party Master Group of Industries, Lahore Oct 2011 – Sep 2013 Sales Executive <ul style="list-style-type: none"> – Negotiated contracts with corporate customers to ensure sales – Identified new business areas to increase sales 	
Projects	<ul style="list-style-type: none"> – Developed a research report on style textile regarding logistics in warehouse management. Described warehouse controlling procedures and practices. Various warehouse performance measures were mentioned. GAP/Issues in warehouse management (related to information and material flow) were discussed categorically. Material and information flow within the warehouse was reported – Developed a research report on vendor selection and development in Procon Engineering. Identified the supplier's network, items sourced and their vendors. Identified the tiers of supplier and customers by end-to-end supply chain model – Prepared a research report on end-to-end supply chain network of any company. Developed a generalized supply chain model, all flows that take place in company, including cash, information and material flows. Described the processes through pipeline mapping and highlighted the value added and non-value added activities 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint), Microsoft Visio – Internet, e-mail – SPSS. PC-TAS 	
Achievements	<ul style="list-style-type: none"> – Got 3rd prize in LCCI's Business Plan Competition, April 2012 – Got first prize in idea pitching in Entrepreneurial Festival 2011 at UMT, Lahore – Participated as an usher in the 1st ICoBM 2011 at UMT, Lahore – Team member of University Dramatic Club as a writer and director 	
Interests	<ul style="list-style-type: none"> – Writing, soccer, political and current affairs, traveling, investments 	

Zahra Mahmood Rajput

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Strives for quality and applies process and discipline towards optimizing performance Extremely reliable and dependable - analytical and questioning, strives for quality Methodical approach to planning and organizing - good time-manager Excellent communication and interpersonal skills, leadership, high integrity Strong planning, organizing and monitoring abilities - an efficient time-manager Studied Recruitment and Selection, Training and Development, Human Resource Development and Performance Management as elective courses Functional Area: Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA (P) 2014 University of Management and Technology (UMT), Lahore BBA (H) 2012 KIPS College, Lahore FSc (Pre-Medical) 2008 Siqarah Girls High School, Lahore Matriculation 2006	
Professional Experience	Institute of Islamic Banking, UMT, Lahore Sep 2013 – Jan 2014 Teacher Assistant <ul style="list-style-type: none"> Gained valuable knowledge regarding the fundamental differences between conventional and Islamic banking MCB Bank Limited, Lahore Jul – Aug 2013 Intern <ul style="list-style-type: none"> Assisted in analyzing performance management system of bank by conducting a survey to judge the perception of employees towards their performance appraisal 	
Projects	<ul style="list-style-type: none"> Analyzed the recruitment and selection process of an educational institution that appeared to be inappropriate because they were getting smaller pool of applicants with little potential. Recommended that in addition to recruiting through newspaper, they must use other methods like campus recruiting, open houses, professional associations, social media ads etc. Additionally evaluated current job ad and recommended changes through improved design and format, incorporating all tactics to grab attention of required qualified applicants Conducted training session at UMT about "Effective Goal Setting", with the help of aids including: brochure, presentation slides, ice breakers, activities/exercises, role play, videos and reaction measuring survey. As goal setting plays a significant role in motivating people to learn, and achieve certain results; therefore, the training was highly focused on how clearly goals should be designed Analyzed the performance appraisal system of Net Revelation. They had three key result areas (business plan achievement, self development and competencies developed). Reviewed semi annually and annually. Huge focus was being put on employees' self assessment and improvement planning 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) SPSS, Internet, E-mail Windows Movie Maker 	
Achievements	<ul style="list-style-type: none"> Appeared in Rector Honor's list six times during MBA and BBA (H) at UMT, Lahore Appeared in Dean's Honor's list three times during BBA(H) at UMT, Lahore Got 90% merit scholarship in MBA and 75% merit scholarship in BBA (H) Received appreciation letter for dedicated effort in studies at UMT, Lahore 	
Interests	<ul style="list-style-type: none"> Glass and poster painting, cooking, TV dramas, music 	

Zain Abid

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Permanent Address: 41-X-101, Madina Town, Faisalabad.

Cell: 0313-8550009

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Born 1989



Personal Profile	<ul style="list-style-type: none"> – Entrepreneurial and proactive – strong drive and keen business mind – Good interpersonal skills – works well with others, motivates and encourages – Self-aware, always seeking to learn and grow – Decisive and results-driven, creative problem-solver – Good listener – caring and compassionate – Studied Sales Force Management, Strategic Brand Management, Services Marketing, Consumer Behavior and Web Marketing and Analytics as elective courses – Functional Area: Marketing 	
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2014</p> <p>Mohi-ud-Din Islamic University, AJ&K</p> <p>BBA 2011</p> <p>Punjab College of Science, Faisalabad</p> <p>FSc 2007</p> <p>Divisional Public School (DPS), Faisalabad</p> <p>Matriculation 2005</p>	
Professional Experience	<p>A.B. Exports (Pvt.) Ltd., Faisalabad Jul – Sep 2013</p> <p>Intern</p> <ul style="list-style-type: none"> – Assisted in web marketing (online order taking) which resulted in increased sales – Assisted in launching online advertising campaign to increase customer base <p>NFRDF, (Pvt.) Ltd., Faisalabad Mar – Sep 2012</p> <p>Marketing Executive</p> <ul style="list-style-type: none"> – Launched marketing campaign to educate the farmer to use the company products as it was a better product as compared to other products available in market – Increased the sales volume by 10 percent which resulted in increased profit 	
Projects	<ul style="list-style-type: none"> – Conducted brand audit of Nestle juice. Developed questionnaire regarding best features of products, availability and brand preference. The customer was preferring Nestle as compared to Shezan as it was an international brand. Conducted portfolio analysis of Nestle Juice by analyzing company profile, product line, pricing and quality assurance standards – Developed a research report to create a web marketing plan of Fire Force Fire Fighting Solutions (Pvt.) Ltd., Conducted email campaign, designed a webpage advertisement and conducted Search Engine Optimization (SEO) as well as social media networking to create awareness of company in the target audience – Prepared a research report on the marketing strategy of Lasania Restaurant, Faisalabad. Analyzed process flow, flower of services and fish bone diagram. Measured the service encounter of the restaurant with recommendations 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, email, webpage designing – SPSS 	
Achievements	<ul style="list-style-type: none"> – Achieved 3rd position in supply chain video making competition – Two times snooker champion in Punjab College Sports Festival – Organized Entrepreneurship Festival in MIU – Achieved IELTS 6.0 Band 	
Interests	<ul style="list-style-type: none"> – Sports, traveling, music, politics 	

Zain Naseer Minhas

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Well-organized, good planner and efficient time manager Good listener – caring and compassionate High integrity and honesty, ethically and socially aware Reliable and dependable in meeting objectives, hardworking Solid approach to achieving tasks and objectives, determined and decisive Studied Production Planning and Inventory Control, Logistics Management, Supply Chain Modeling and Project Management as elective courses Functional Area: Supply Chain Management 																
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<ul style="list-style-type: none"> Maintained daily cash book of all expenses to keep the record updated Verified quality of stock and packing of stock according to the prescribed parameters 																	
Projects	<ul style="list-style-type: none"> Prepared a report of production planning and inventory control in Cotton Web Ltd. Analyzed the current process and then recommended the scheduling technique to minimize the time period of the production and planning operations Analyzed end-to-end supply chain of Kamal Spinning Mills. Information about the suppliers and raw materials was gathered and various processes in pipeline mapping including the time and value associated with each process were examined Prepared report on generalized supply chain model of Berger Paints. This model helped us to understand how the organization was integrated with its departments internally and with its suppliers end and distributors externally Developed report of project management on rehabilitation of Balochistan earthquake in 2013. Developed screening matrix to prioritize project. Applied techniques, i.e., planning, controlling, resourcing, execution and termination of the project that helped us to identify the timeline of the project 																
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, email SPSS 																
Achievements	<ul style="list-style-type: none"> Won supply chain video competition during MBA in 2012 at UMT, Lahore Team member of university cricket team 																
Interests	<ul style="list-style-type: none"> Traveling, sports, video games, surfing the net for business research 																

MBA Executive



Aqeel Sattar

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Born 1977



Personal Profile	<ul style="list-style-type: none"> – Good strategic appreciation and vision; able to build and implement sophisticated plans – Determined and decisive; uses initiative to meet and resolve challenges – Extremely reliable and dependable - analytical and questioning, strives for quality – Good starter - enthusiastic in finding openings and opportunities – Creative and entrepreneurial networker - effective project coordinator – Studied Production Planning and Inventory Control , Operations Management, Managing Supply Chain and Project Management and as elective courses – Functional Areas: Marketing, Supply Chain Management
Professional Experience	<p>EPCT Pvt. Ltd., Sheikhpura Nov 2007 – Present Export Sales/Marketing Manager</p> <ul style="list-style-type: none"> – Deliver final products to customer as per customer requirements and by innovating new ideas by visiting foreign markets – Develop sales report and sales projects to analyze sales projections and market trends – Coordinate with design department to analyze our expertise to fulfill order requirements <p>Firhaj Footwear (Hush Puppies), Lahore Nov 2007 – Nov 2013 Export Sales/Marketing Manager</p> <ul style="list-style-type: none"> – Provided support to customer of international market like South Africa, Europe, Australia and Middle East from idea generation to finished product <p>EPCT Pvt. Ltd., Sheikhpura Jun 2002 – Oct 2007 Assistant Manager Sales/Marketing</p> <ul style="list-style-type: none"> – Coordinated in developing marketing plans, preparing marketing reports for the review of senior management – Assisted in preparing and searching the potential customers – Engaged in correspondence with international customers through email, fax and phone to work according to the requirements and specifications of customer
Projects	<ul style="list-style-type: none"> – Conducted the Strategic Management Analysis of Hush Puppies Pvt. Ltd., Lahore to find out about their strong and weak points as compared to other shoe brands like Epcot and Urban Sole – Conducted a market survey for the Hush Puppies Nubuck Shoes buying trend to find out how strong Nubuck Leather shoes are and what was the customer feedback about Hush Puppies
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2014</p> <p>Allama Iqbal Open University, Sialkot BCS 2002</p> <p>Govt. Jinnah Islamia College, Sialkot Bsc 1996</p>
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail – Mac book
Achievements	<ul style="list-style-type: none"> – Appeared in Dean's Honors lists during MBA-Executive – Participated in workshops on leadership skills and marketing management – Visited foreign fairs as well as markets many times to explore new ideas
Interests	<ul style="list-style-type: none"> – Cricket, history, traveling abroad, reading books

Rana Muhammad Shakeel

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Born 1981

Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Good communication and interpersonal skills, leadership, high integrity Emotionally mature; calming and positive temperament; tolerant and understanding Great team-worker - adaptable and flexible Financially astute - conversant with accounting systems and principles Studied Advance Financial Accounting, Managerial Accounting and Decision Making, Cost Accounting, Corporate Finance, Financial Reporting, Risk Management Audit, Information Systems and IT Audit as elective courses Functional Areas: Financial Management, Project Accounting, Government Grants
Professional Experience	<p>SPS (Pvt.) Ltd., Lahore Jul 2012 – Present Manager Finance and Accounts</p> <ul style="list-style-type: none"> Implementation of customized accounting software that supports civil and telecom construction projects in Lahore and Islamabad Prepare company final accounts for reporting to directors Preparation of site cost sheet, ensure proper allocation of costs to cost centres and project profit calculation <p>Livestock and Dairy Development Board, Lahore Mar 2008 – Jun 2012 Admin and Accounts Officer/Finance Officer</p> <ul style="list-style-type: none"> Prepared monthly, quarterly and half yearly budgets according to project PC – 1 Ensured proper utilization of budget and proper booking in assigned heads Ensured proper recording of transaction for reporting to higher management Pre - audit and payments of vouchers for grants to farmers <p>ALP-Business Service Management, Lahore Feb 2007 – Mar 2008 Assistant Manager Finance and Accounts</p> <ul style="list-style-type: none"> Prepared trial balance and final accounts with chartered accountants for CEO Guided software developers of company in developing accounting modules <p>HOME Solutions Pvt. Ltd, Lahore May 2005 – Feb 2007 Finance Executive</p> <ul style="list-style-type: none"> Maintained cash flow and reported finance manager about the reserves of company Compiled daily sales data to update in accounting software for reporting to directors Engaged in product costing to calculate sales price
Education and Qualification	<p>University of Management and Technology (UMT), Lahore 2014 MBA</p> <p>ICMAP, Lahore 2008 CMA - Inter</p> <p>University of Management and Technology (UMT), Lahore 2004 BSCS (H)</p>
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint, Access, Outlook, Project) Computerized Accounting Software (SAP B1, Quick Books, Peach Tree, Tally, Xero) Software Development and Documentation, Database Management System Internet, e-mail
Achievements	<ul style="list-style-type: none"> Participated in training of SAP B1 in 2010 for textile, oil and gas and paper industry Participated in training on financial management in 2009 organized by PWTI Volunteered as ISO coordinator in surveillance audit organized by Moody Int'l
Interests	<ul style="list-style-type: none"> Novels, poetry, movies, traveling, surfing the net for business research

PROFILES

M.Com 2014



Aaqib Laique

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Born 1988

Personal Profile	<ul style="list-style-type: none"> – Good interpersonal and communication skills – Creative and entrepreneurial networker - effective project coordinator – Good listener - caring and compassionate, sensitive and patient – Emotionally mature and confident - a calming influence – Good researcher - creative and methodical - probing and resourceful – Studied Advance Financial Accounting, Financial Management, Advance Performance Management and Advance Corporate Reporting as elective courses – Functional Areas: Accounts, Finance 	
Education and Qualification	University of Management and Technology (UMT), Lahore MCom 2014 Superior College, Lahore BCom 2009 Superior College, Lahore ICom 2006 Customs Public School, Lahore Matriculation 2004	
Professional Experience	Chawla Group of Industries, Lahore Jul – Sep 2012 Intern <ul style="list-style-type: none"> – Assisted in bank reconciliation to verify that company accounts match with bank a/c – Assisted in updating and maintaining LC files and import records which identified the time of payment to the concerned party – Assisted in recruitment and selection of candidates for different vacancies 	
Projects	<ul style="list-style-type: none"> – Evaluated the financial planning techniques used in Pakistani industries and their implementations. By this analysis, found that financial planning is an integral part of any company/organization. Most of the financial planning was carried out by the top management. It could be good for the company if the top and middle management work side by side – Invested 1 million (mock investment) in stock market and evaluated the market situation by using different scenarios (ratio analysis, weekly reports and daily business news) – Executed environmental scanning (key external factors which effects to any business). In small companies, there were no proper accounts record keeping, single entry system of accounting was in practice, over employment affected the company negatively – Instigated Porter's Five Competitive Forces Model (threat of new entrants, threat of substitute products or services, bargaining power of customer, bargaining power of suppliers and intensity of competitive rivalry) to Engro Foods Ltd. and analyzed Engro Foods has large market share against its' rival companies; Haleeb and Nestle 	
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail 	
Achievements	<ul style="list-style-type: none"> – Worked voluntarily for raising fund for victims of Tharparkar, in 2014 – Won best personality award in Superior College, Lahore – Participated in more than 20 business workshops 	
Interests	<ul style="list-style-type: none"> – Creative writing, traveling, business research, event planning 	

Abdul Wahid

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Great team-worker - adaptable and flexible – Reliable and dependable in meeting objectives – hard working – Seeks and finds solutions to challenges - exceptionally positive attitude – Solid approach to achieving tasks and objectives; determined and decisive – Strong planning, organizing and monitoring abilities - an efficient time-manager – Studied Financial Statement Analysis, Investment Analysis and Portfolio Management, Capital Budgeting and Long term Investment, Retail and Consumer Banking as elective courses – Functional Areas: Accounts, Finance
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MCom 2014</p> <p>Govt. College of Commerce, Allama Iqbal Town, Lahore BCom 2010</p> <p>Govt. Degree College, Depal Pur FA 2008</p> <p>Govt. High School Mandi Ahmed Abad, Okara Matriculation 2006</p>
Professional Experience	<p>University of Management and Technology (UMT), Lahore Oct 2013 – Feb 2014 Teacher Assistant</p> <ul style="list-style-type: none"> – Assisted the resource person in developing quizzes and checking assignment – Assisted the resource person in checking final exam and compiling results <p>Pioneer Jute Mills (Pvt.) Ltd., Lahore Jul – Aug 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in book keeping, preparing ledgers and trial balance
Projects	<ul style="list-style-type: none"> – Made a mock investment plan of Rs. 50 million in KSE. Some amount of capital was invested in different sectors like food, chemical, motor, oil and gas, auto parts and fertilizer. Remaining capital was invested in bonds, shares, currencies and mutual funds. Analyzed the trend analysis in market on the basis of price earnings ratio. Determined which sector pay more dividend, and return against the investment to decide whether to invest or not – Prepared a feasibility report of Rs 2.3 million for a photocopy shop. Conducted analysis such as IRR, NPV, discount payback period, scenario analysis, and sensitivity analysis. Calculated the breakeven point and came up with a result whether the project was feasible for the investment or not – Conducted financial statement analysis of various companies. Analyzed profitability ratio, activity ratio, liquidity ratio. After analysis assigned the rating according to PACRA from investment perspective
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail
Achievements	<ul style="list-style-type: none"> – Participated in workshop on negotiation skills and leadership skills – Participated in 3rd ICoBM at UMT, Lahore
Interests	<ul style="list-style-type: none"> – Newspaper, cricket, book reading, religion

Aisha Zafar

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Born 1991

Personal Profile	<ul style="list-style-type: none"> – Good interpersonal skills - works well with others, motivates and encourages – Well-organized; good planner; good time-manager – Good listener - caring and compassionate – Results oriented - focused on productive and high-yield activities – Studied Advance Financial Accounting, Financial Management, Advance Performance Management and Advance Corporate Reporting as elective courses – Functional Areas: Accounts, Finance
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MCom 2014</p> <p>Al Fouz International College, Jauharabad</p> <p>BCom 2009</p> <p>Government Degree College, Jauharabad</p> <p>FSc (Pre-Engineering) 2006</p> <p>Government High School, Khushab</p> <p>Matriculation 2004</p>
Professional Experience	<p>Muslim Commercial Bank, Jauharabad Jul – Aug 2014</p> <p>Intern</p> <ul style="list-style-type: none"> – Assisted in remittance, clearing process, opening and closing of accounts and preparing purchase orders
Projects	<ul style="list-style-type: none"> – Developed financial statement of a registered company in KSE named as PEL. Took financial data of the company from 2008-2013. Conducted ratio analysis calculated profit margin/mark up and compared the results for this period. Calculated NPV value to find out the financial worth of the company – Collected all information about University of Central Punjab and applied the performance management accounting concept. The scorecard of UCP was generated which showed the profit/loss, weaknesses and strengths of the university – Developed an analytical research report on the comparison of financial statements of two companies Nestle and Pak Millat. Also carried out their comparison and ratio analysis on the past five year financial data. From investment point of view, both companies were found to be in good position – Analyzed financial statement of different companies PEL, Gariwala, KMLC, etc. All four financial statements including balance sheet, income statement, etc. were analyzed. The companies were found to be in good financial positions – Applied the concepts of Porter's Five Competitive Forces Model (threat of new entrants, threat of substitute products or services, bargaining power of customer, bargaining power of suppliers and intensity of competitive rivalry) to Engro Foods Ltd. and carried out market research, SWOT & PEST analysis. Apart from this, a feasibility report was also formed that concluded results
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail
Achievements	<ul style="list-style-type: none"> – Participated in more than 20 workshops including career and IT related at UMT, Lahore – Achieved various academic certificates in college
Interests	<ul style="list-style-type: none"> – Creative writing, event planning, music, reading Islamic books and novels

Ali Miraj

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Born 1992

Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Determined and decisive; uses initiative to develop effective solutions to problems Reliable and dependable - high personal standards and attention to detail Methodical and rigorous approach to achieving tasks and objectives Entrepreneurial and pro-active - strong drive and keen business mind Studied Cost Accounting for Specific sector, Credit Management, Retail and Consumer Banking, Investment and Portfolio Management as elective courses Functional Areas: Accounts , Finance, Banking 	
Education and Qualification	University of Management and Technology (UMT), Lahore MCom 2014 Punjab University, Lahore BCom 2012 Unique College of Science, Lahore ICom 2009 City District Govt, School Rehmanpura, Lahore Matriculation 2007	
Professional Experience	Bank Alfallah, Lahore Nov 2011– Jan 2012 Intern <ul style="list-style-type: none"> Assisted in Data Management System (DMS) to facilitate customer management Assisted in clearance department to facilitate customers by visiting them personally Assisted in operations department and enhance performance by hiring new staff 	
Projects	<ul style="list-style-type: none"> Developed a research report on the financial statement analysis of Al Ghazi Tractors Limited. Conducted ratio analysis (debt-equity ratio, current ration, liquid ration etc) on the past five year's financial data. The company was in good financial position and there were chances of business growth for the company in the market Developed a research report on the non-financial indicators of Four Brothers Ltd., by focusing on four perspective of balance score card namely, customer, financial, innovation and internal perspective. The results showed that financial indicators were the value added signs for the goodwill of the company Developed a feasibility report of Packages Ltd., for the period (2014-2016). Calculated capital requirement for project, NPV, internal rate of return payback and discounted payback period. The results showed that company would acquire breakeven point 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SEO, Photoshop 	
Achievements	<ul style="list-style-type: none"> Search Engine Optimization certificate holder in 2013, from Edge College, Lahore Volunteered at Punjab Youth Festival, 2013 	
Interests	<ul style="list-style-type: none"> Traveling, photography, research, computer games, bird breeding 	

Arshiya Shaheen

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Born 1990



Personal Profile	<ul style="list-style-type: none"> – Reliable and dependable – high personal standards and attention to detail – Seeks new responsibilities irrespective of reward and recognition – Seeks and finds solutions to challenges – exceptionally positive attitude – Task-oriented – commercially experienced and aware – Good researcher – creative and methodical – probing and resourceful – Studied Capital Budgeting, Advance Performance Management, Financial Statements Analysis and Financial Management as elective courses – Functional Areas: Finance, Accounts 								
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore MCom</td><td>2014</td></tr> <tr> <td>Punjab University, Gujranwala Campus BSc</td><td>2010</td></tr> <tr> <td>Federal Govt. College, Gujranwala Cantonment ICS</td><td>2007</td></tr> <tr> <td>Federal Public School, Gujranwala Cantonment Matriculation</td><td>2004</td></tr> </table>	University of Management and Technology (UMT), Lahore MCom	2014	Punjab University, Gujranwala Campus BSc	2010	Federal Govt. College, Gujranwala Cantonment ICS	2007	Federal Public School, Gujranwala Cantonment Matriculation	2004
University of Management and Technology (UMT), Lahore MCom	2014								
Punjab University, Gujranwala Campus BSc	2010								
Federal Govt. College, Gujranwala Cantonment ICS	2007								
Federal Public School, Gujranwala Cantonment Matriculation	2004								
Professional Experience	<table> <tr> <td>KK-Agro, Gujranwala Intern</td><td>Feb – Mar 2014</td></tr> </table> <ul style="list-style-type: none"> – Coordinated with supplier from abroad to settle the purchase deal of machinery – Assisted in adopting tax procedures to work according to law – Assisted in book keeping of account to keep the record updated 	KK-Agro, Gujranwala Intern	Feb – Mar 2014						
KK-Agro, Gujranwala Intern	Feb – Mar 2014								
Projects	<ul style="list-style-type: none"> – Developed a research report on strategic investment in Lahore Stock Exchange (LSE). The objective was to identify <ul style="list-style-type: none"> • Why return and risk are the critical components of all investment decisions • The importance and mechanism of money market and capital market • How securities are traded in accordance with modern portfolio theory – Prepared a research report on consumer financing with respect to credit card issuance. The report described the eligibility criteria which the client had to fulfill for the issuance of card. After fulfilling the criteria, the client had to fulfill the documentation requirements. Verification/sanction part of the process was carried out by the bank. After fulfilling all the above requirements, we communicate the mode of repayment and financial activity/mark-up charging to the client – Developed a research report on the balance score card report of "Askari" security guard providing company with respect to performance management. Analyzed the company from qualitative and quantitative point of view. Described how the company hire employees and how finance and accounts are managed 								
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Peach Tree, Account-Pro – Internet, e-mail 								
Achievements	<ul style="list-style-type: none"> – Appeared in Dean's and Rector's Honors lists twice during MCom – Prefect at college level and performed the task of maintaining discipline among students – Head girl at school level and assigned duties to prefects as per direction of teachers 								
Interests	<ul style="list-style-type: none"> – Cooking, book reading, coin collection, drawing 								

Atta Ullah

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Born 1992



Personal Profile	<ul style="list-style-type: none"> Active and dynamic approach to work and getting things done Financially astute - conversant with accounting systems and principles Tactical, strategic and proactive - anticipates and takes initiative Systematic and logical - develops and uses effective processes Good listener - caring and compassionate Studied Advance Financial Management, Capital Budgeting, Investment Analysis and Portfolio Management, Financial Modeling and Financial Statement Analysis as elective courses. Functional Areas: Accounts, Finance
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MCom 2014</p> <p>Central College of Commerce, Lahore BCom 2012</p> <p>Government Commerce College, D.I. Khan ICom 2010</p> <p>Government High School Kotkai, S.W.A Matriculation 2008</p>
Projects	<ul style="list-style-type: none"> Prepared a comprehensive report on Unilever Pakistan Ltd. The company enjoys a leading position in markets. Also conducted analysis of financial statements along with sensitivity analyses of different statements Conducted interviews with brokers in Lahore Stock Exchange. Collected opinions of experts who were doing business in stock exchange. Also learned by observation the movement and fluctuation in shares prices of different companies listed there Examined the non-financial perspectives of Top Business Services Pvt., (Ltd.) and evaluated the various business activities performed by the Company Prepared a detailed research report on the accounting system of Shaukat Khanum Memorial Hospital. Visited different departments for taking the relevant information. Suggested ways to staff on keeping accurate and comprehensive patients record Prepared a report on the Head and Shoulder brand. Developed complete marketing plan consisting of market STP, SWOT, ANSOFF and BCG matrix were also applied on the brand
Computer Skills	<ul style="list-style-type: none"> Diploma in Information Technology (DIT) MS Office (Word, Excel, PowerPoint) Internet, e-mail
Achievements	<ul style="list-style-type: none"> Participated in 3rd ICoBM in 2013 held at UMT, Lahore Team member of university cricket team Active member of university blood donor society Participated in a program on business ethics in 2013 at UMT, Lahore
Interests	<ul style="list-style-type: none"> Cricket, counseling, innovations, adventure, human rights

Bakhtawar Ali

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Permanent Address: Street No.1, Jamil Town, Lahore Road, Sheikhupura.

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Email: bakhtawar002@yahoo.com

Born 1991



Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Strong planning, organizing and monitoring abilities - an efficient time-manager Self-driven and self-reliant - sets aims and targets, and leads by example High integrity, diligent and conscientious - reliable and dependable Good starter - enthusiastic in finding openings and opportunities Studied Accounting Information System and Advanced Corporate Reporting as elective courses Functional Areas: Accounts, Finance 	
Education and Qualification	University of Management and Technology (UMT), Lahore MCom 2014 Sheikhupura College of Commerce, Sheikhupura BCom 2011 Govt. College for Women, Sheikhupura Intermediate 2009 MC Model Girls High School, Sheikhupura Matriculation 2007	
Professional Experience	Muslim Commercial Bank (MCB), Sheikhupura Feb – Apr 2014 Intern <ul style="list-style-type: none"> Assisted in account opening and customer services as per customer requirement Assisted in general banking operation such as CDR, pay order, traveler cheque etc Assisted in record keeping and issuing of cheque books and ATM cards 	
Projects	<ul style="list-style-type: none"> Examined the Performance Pyramid of Shabbir Tiles and Ceramics (Pvt.) Ltd., by analyzing the vision and mission of the company. Described the product quality, customer satisfaction, delivery time and after sales services of the company Prepared a Balance Scorecard of Shabbir Tiles and Ceramics (Pvt.) Ltd., by examining the financial and non financial indicators. The financial indicators such as ratio analysis and the non financial indicators as technology, use of SAP, customer services indicated that company was in a good financial position Developed a feasibility report of a gaming zone complex named as, Shadow Complex Gaming Zone. Calculated the present value, net present value, future value and net profit of the project Prepared a flow chart of acquisition and disposal of an asset of a Micro Finance Institute 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail Peachtree Accounting Software 	
Achievements	<ul style="list-style-type: none"> Appeared in Dean's merit lists twice during Mcom Team member of college badminton team 	
Interests	<ul style="list-style-type: none"> Accounting, computer technology, drawing, badminton, traveling, cooking 	

Maryam Perveen

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Born 1989



Personal Profile	<ul style="list-style-type: none"> Financially astute - conversant with accounting systems and principles Tactical, strategic and proactive - anticipates and takes initiative Systematic and logical - develops and uses effective processes Critical thinker - strong analytical skills; accurate and probing Good researcher - creative and methodical - probing and resourceful Studied Strategic Brand Management, Strategic Distribution Networks and Retail and Consumer Banking as elective courses Functional Areas: Marketing, Customer Services, Accounts, Banking
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MCom 2014</p> <p>Axis College of Commerce, Faisalabad BCom 2011</p> <p>Faran Model College, Jhang FSc 2008</p> <p>Govt. Girls High School, Jhang Matriculation 2006</p>
Professional Experience	<p>Banking Jul - Aug 2014 Intern</p> <ul style="list-style-type: none"> Assisted in maintaining records and issuing cheque books Assisted in customer services <p>G.M College, Jhang Jan - Jun 2012 Accounts Officer</p> <ul style="list-style-type: none"> Maintained and updated accounts records
Projects	<ul style="list-style-type: none"> Conducted the brand audit of Cadbury chocolate with respect to its competitors. Checked the brand image, brand recognition, brand recall, and type of association of the brand Conducted ratio analysis of Sheezan and Nishat Group of Textiles Developed balance score card of Chawla Textile Company, Lahore
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail One year diploma in IT
Interests	<ul style="list-style-type: none"> Reading books and novels, surfing the net for search, computer

Muhammad Ahtesham

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Permanent Address: H. No. B-II-S1-19, Muhalah Darulislam Farooqabad, Sheikhupura.

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Email: muhammadahtesham34@gmail.com

Born 1991



Personal Profile	<ul style="list-style-type: none"> – Good starter - enthusiastic in finding openings and opportunities – Good communication and interpersonal skills, high integrity – Self-aware - always seeking to learn and grow – High integrity, diligent and conscientious - reliable and dependable – Seeks new responsibilities irrespective of reward and recognition – Studied Investment Analysis and Portfolio Management, Credit Management, Retail and Consumer Banking and Cost Accounting as elective course – Functional Areas: Accounts, Banking and Finance 																						
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Professional Experience	<table> <tr> <td>MBL Regional Head Office, Lahore</td><td>Jun – Aug 2014</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td>– Assisted in preparing PO for secure payment by the clients</td><td></td></tr> <tr> <td>– Reported SBP by preparing I Form and E form to show the international trading</td><td></td></tr> <tr> <td>– Assisted in maintaining the database of AOF for safe custody of documents</td><td></td></tr> <tr> <td>MCB, Bank Sheikhupura</td><td>Jun – Aug 2013</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td>– Voluntarily achieved the account opening and cash deposit targets</td><td></td></tr> <tr> <td>– Assisted in using BT software which provided account history of any client</td><td></td></tr> <tr> <td>– Assisted in providing information of A/C opening, credit and car lease financing</td><td></td></tr> <tr> <td>– Assisted in foreign remittance by verifying client data</td><td></td></tr> </table>	MBL Regional Head Office, Lahore	Jun – Aug 2014	Intern		– Assisted in preparing PO for secure payment by the clients		– Reported SBP by preparing I Form and E form to show the international trading		– Assisted in maintaining the database of AOF for safe custody of documents		MCB, Bank Sheikhupura	Jun – Aug 2013	Intern		– Voluntarily achieved the account opening and cash deposit targets		– Assisted in using BT software which provided account history of any client		– Assisted in providing information of A/C opening, credit and car lease financing		– Assisted in foreign remittance by verifying client data	
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– Assisted in foreign remittance by verifying client data																							
Projects	<ul style="list-style-type: none"> – Developed a research report on the financial statement analysis of Al Ghazi Tractors Limited. Conducted ratio analysis (debt-equity ratio, current ratio, liquidity ratio etc) on the past five years financial data. The company was in good financial position and there were chances of business growth for the company in the market – Developed a research report on the non-financial indicators of MCB by focusing on four perspective of balance score card namely, customer, financial, innovation and internal perspective. The results showed that financial indicators were the value added signs for the goodwill of the bank – Developed a feasibility report of Packages Ltd., for the period 2014-2016. Calculated capital requirement for project, NPV, internal rate of return payback and discounted payback period. The results showed that company would acquire break even point 																						
Computer Skills	<ul style="list-style-type: none"> – MS Office (Word, Excel, PowerPoint) – Internet, e-mail – Branch teller 																						
Achievements	<ul style="list-style-type: none"> – Appeared in 3rd ICoBM in 2013 at UMT, Lahore – Team player of inter school cricket team 																						
Interests	<ul style="list-style-type: none"> – Traveling, pets, family relations, cooking 																						

Muhammad Haseeb Amjad

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Born 1992



Personal Profile	<ul style="list-style-type: none"> – Creative and entrepreneurial networker - effective project coordinator – Seeks new responsibilities irrespective of reward and recognition – Systematic and logical - develops and uses effective processes – Sound planning and organizational capabilities – Calm, reliable and dependable in meeting objectives – Studied Advanced Financial Management, Investment and Portfolio Management, and Financial Statement Analysis as elective courses – Functional Areas: Accounts, Finance
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MCom 2014</p> <p>Punjab University, Lahore Bcom 2012</p> <p>B.I.S.E., Gujranwala FSc (Pre-Engineering) 2009</p> <p>B.I.S.E., Gujranwala Matriculation 2007</p>
Professional Experience	<p>Haji Faqeer Ghee Industries, Burewala Jul - Aug 2013 Intern</p> <ul style="list-style-type: none"> – Assisted in recording daily cash flow statements – Assisted in entering daily journal entries – Assisted in costing of manufacturing and production of ghee and related products
Projects	<ul style="list-style-type: none"> – Conducted financial statement analysis of Ittihad Chemical, Fauji Fertilizer Bin and Biafo Industries. We took their past five year financial data in the form of income statements and balance sheets. Conducted horizontal, vertical and ratio analyses on these companies. National refinery was found to have good a financial position – Investment and portfolio management: The project was investing 50 million in stocks, derivatives, commodities for 40 days and to calculate the profits. We made ten transactions of each company's shares bought and in the end calculated the profit by selling each and every thing purchased from 50 million – Developed a research report on paying income tax and sales to government by different people in Pakistan. Reported the prevailing tax culture in Pakistan, in which everybody had to pay tax under any circumstances. The existing sales tax rate was 17% while the people recommended it to be in the range of 9% to 12%. We described different taxation policies and rates by federal government on different commodities
Computer Skills	<ul style="list-style-type: none"> – Microsoft Office (Word, Excel, PowerPoint) – Internet, e-mail
Achievements	<ul style="list-style-type: none"> – Appeared in Dean's merit List in 2012 – Organized Fun Festival 2012 at UMT, Lahore
Interests	<ul style="list-style-type: none"> – Technology, sports cars, cricket, music

Muhammad Imran Attique

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Strong planning, organizing and monitoring abilities - an efficient time-manager Self-driven and self-reliant - sets aims and targets, and leads by example Good interpersonal skills - works well with others, motivates and encourages High integrity, diligent and conscientious - reliable and dependable Self-aware - always seeking to learn and grow Studied Financial Statement Analysis, Corporate Reporting and Accounting Information System as elective courses Functional Areas: Finance, Accounts, Administration
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MCom 2014</p> <p>Government College of Science BCom 2011</p> <p>Board of Intermediate and Secondary Education, Lahore FSc (Pre-Engineering) 2009</p> <p>Board of Intermediate and Secondary Education, Lahore Matriculation 2006</p>
Professional Experience	<p>Tecserv Pakistan Private Limited Jul – Aug 2013 Intern</p> <ul style="list-style-type: none"> Verified receipts, payments and expense Maintained and updated record manually as well as on computer Rooms reservations in hotels for technical engineers working on site in other cities Calculated withholding tax from utilities <p>KSB Pumps Company Limited Jul – Aug 2012 Intern</p> <ul style="list-style-type: none"> Analyzed expenses and compared it with electronic data Enter Receipts and Payments into Microsoft Excel File vouchers and deposit in banks
Projects	<ul style="list-style-type: none"> Developed a research report on the Financial Statement Analysis by choosing three companies from chemical sector. Compared their financial statements and presented trend analysis in microsoft excel Developed a research report on TPL Trakkar Limited. Analyzed its performance through Performance Pyramid Developed a research report on audit of HR department of an organization. Collected information about hiring, firing and resignation and presented it in the form of Process Flow Diagram
Computer Skills	<ul style="list-style-type: none"> Microsoft Office (Word, Excel, PowerPoint) Internet, e-mail Accounting Software (Peachtree and Pro Book)
Achievements	<ul style="list-style-type: none"> Took part in UMT debating contest and won prize Participated in International Conference of Business Management at UMT, Lahore
Interests	<ul style="list-style-type: none"> Cricket, political and current affairs, traveling, surfing the net for business research

Muhammad Jawad Ahmad

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Born 1990



Personal Profile	<ul style="list-style-type: none"> - Detailed and precise; fastidious and thorough - Decisive and results-driven; creative problem-solver - Good starter - enthusiastic in finding openings and opportunities - Creative and entrepreneurial networker - effective project coordinator - Reliable and dependable in meeting objectives - hard-working - Studied Investment Analysis and Portfolio Management, Financial Statement Analysis, Financial Modeling and Advance Corporate Reporting as elective courses - Functional Areas: Finance, Accounts, Taxation, Management, Customer Services 	
Education and Qualification	University of Management and Technology (UMT), Lahore MCom 2014 Millat College of Commerce & Computer (IUB), Bahawalpur BCom 2012 Millat College of Commerce & Computer, Bahawalpur ICom 2009 Govt. H/S Satellite Town, Bahawalpur Matriculation 2007	
Professional Experience	GOVT Girls High School, Attock May – Jun 2014 Intern <ul style="list-style-type: none"> - Maintained the record of staff and their duties and Inspection - Handled cash and all expenses in school Ahmed Chemicals, Haripur Jun – Jul 2013 Intern <ul style="list-style-type: none"> - Maintained the data on Microsoft Excel - Maintained operational level accounting record Pakistan Agro Chemicals (Pvt.) Ltd, Bahawalpur Mar – May 2012 Intern <ul style="list-style-type: none"> - Maintained provisional receipts and register - Maintained record of petty cash book and invoices 	
Projects	<ul style="list-style-type: none"> - Developed feasibility report and conducted ratio analysis for a new product of Sanofi-Aventis Pakistan Limited - Prepared a research report and documentary on secondary markets - Conducted financial statements analysis on GSK, Feroz-labs and Sanofi-Aventis Pharmaceuticals - Prepared a research report of interviews on the operations and workings of National Savings and Bank Alfalah - Prepared a research report on the mechanism of Lahore Stock Exchange by conducting interviews - Developed a documentary on inflation which consisted of interviews from general public and experts 	
Computer Skills	<ul style="list-style-type: none"> - MS Office (Word, Excel, PowerPoint) - Internet, e-mail - STATA 	
Achievements	<ul style="list-style-type: none"> - Participated in workshop on "Introduction to STATA" in 2014 - Completed the certification of computer software in, 2009 	
Interests	<ul style="list-style-type: none"> - Football, social networking, reading articles, finance 	

Muhammad Umar Mazhar

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Born 1989

Personal Profile	<ul style="list-style-type: none"> Extremely reliable and dependable - analytical and questioning, strives for quality Well-organized; good planner, efficient time-manager Good communication and interpersonal skills, leadership, high integrity Solid approach to achieving tasks and objectives; determined and decisive Critical thinker - strong analytical skills; accurate and probing Studied Consumer and Retail Banking, Corporate Finance, Investment and Portfolio Management, Capital Budgeting and Long Term Decisions, Financial Statement Analysis as elective courses Functional Areas: Accounting, Banking and Finance 	
Education and Qualification	University of Management and Technology (UMT), Lahore MCom 2014 Government MAO College, Lahore BCom 2011 Government MAO College, Lahore ICom 2009 AL-BADAR High School, Lahore Matriculation 2006	
Professional Experience	University of Management and Technology (UMT), Lahore Aug 2013 – Jun 2014 Teacher Assistant <ul style="list-style-type: none"> Assisted the resource person in developing quizzes, assignments and R&D Assisted the resource person in developing mark sheets and grading assignments Arian Academy, Lahore Aug 2011 – May 2013 Lecturer <ul style="list-style-type: none"> Taught cost accounting and money banking finance to students of BCom resulting in passing 90 percent of students Conducted monthly tests regularly to sharpen the accounting skills of students 	
Projects	<ul style="list-style-type: none"> Conducted a ratio analysis on the five years (2008 – 2013) financial data of ICI and Engro. Compared both companies progress in chemical sector. Found that ICI ratio analysis was showing better results as compared to Engro as ICI had more ROA, Profit Margin and EPS Prepared a research report on sale and purchase of shares in KSE by making a mock investment of 5 million in different sectors like oil and gas, automobile, energy sectors. Analyzed why risk and return are important factors for any investment decision Developed a research report on prudential regulations of State Bank of Pakistan on UBL Credit Card. Reported the basic requirements for holding a credit card by a customer and how the regulation vary by varying the credit line 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail SPSS, STATA 	
Achievements	<ul style="list-style-type: none"> Appeared in Dean's Honors lists during Mcom Member of Finance Club at UMT, Lahore team member of school cricket team 	
Interests	<ul style="list-style-type: none"> Poetry, organizing religious events, current affairs, stock market related movies 	

Qasir Ayoub

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Permanent Address: Azam Nagar Village Aid Lalamusa, Gujrat.

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Well-organized; good planner; efficient time manager Seeks new responsibilities and uses initiative; self-sufficient Solid approach to achieving tasks and objectives; determined and decisive Excellent communication and interpersonal skills, high integrity Energetic and physically very fit; quick to respond to opportunities and problems Functional Areas: Accounts, Human Resource Management 																				
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MCom</td><td>2014</td></tr> <tr> <td>Punjab College of Commerce, Gujrat</td><td></td></tr> <tr> <td>BCom</td><td>2012</td></tr> <tr> <td>Punjab Vocational Training Council</td><td></td></tr> <tr> <td>Computer Application and Database Management System</td><td>2010</td></tr> <tr> <td>Govt. Boys Degree College, Kharian</td><td></td></tr> <tr> <td>Icom</td><td>2008</td></tr> <tr> <td>Govt. High School Thekrian, Lalamusa</td><td></td></tr> <tr> <td>Matriculation</td><td>2005</td></tr> </table>	University of Management and Technology (UMT), Lahore		MCom	2014	Punjab College of Commerce, Gujrat		BCom	2012	Punjab Vocational Training Council		Computer Application and Database Management System	2010	Govt. Boys Degree College, Kharian		Icom	2008	Govt. High School Thekrian, Lalamusa		Matriculation	2005
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<ul style="list-style-type: none"> Assisted in official correspondence by typing letters Assisted in maintaining records to identify the time of payments to the concerned party 																					
Projects	<ul style="list-style-type: none"> Conducted business analysis by comparing the financial statements (income statement, balance sheet, changes in equity, cash flow, notes to the account) of the Fauji Fertilizer with DH-Fertilizer for the period 2008-2013. The results showed that Fauji Fertilizer was enjoying profit in that specific period and was in good financial position as compared to DH Fertilizers Developed a feasibility report of Packages Limited in 2013. Calculated capital requirement for project, income statement, cash flow statement, internal rate of return and payback period Make a documentary on child labor in Pakistan by taking interviews from different markets like industrial area Lahore, Mall Road, and Urdu Bazar. Overall comments of people was that "this was happening due to poverty and more number of children in a family and less financial resources Developed a research report on on Engro Fertilizers by taking four years financial statements. Also conducted ratio analysis and make communized balance sheet and income statement in Excel and also developed notes on Excel 																				
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint, Access) Internet, e-mail Peachtree 																				
Achievements	<ul style="list-style-type: none"> Team member of blood donor in Gujrat Team member of university cricket team 																				
Interests	<ul style="list-style-type: none"> Cricket, traveling, movies, surfing the net for business research 																				

Sana Sarwar

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Born 1991



Personal Profile	<ul style="list-style-type: none"> Reliable and dependable - high personal standards and attention to detail Strong planning, organizing and monitoring abilities - an efficient time-manager Seeks new responsibilities irrespective of reward and recognition Good starter - enthusiastic in finding openings and opportunities Great team-worker - adaptable and flexible Studied Advanced Corporate Reporting, Cost Accounting, Accounting Information System and Financial Statement Analysis as elective courses Functional Areas: Accounts, Finance
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MCom 2014</p> <p>Quaid College of Commerce, Lahore BCom 2012</p> <p>Islamia College For Women, Lahore FSc (Pre-Engineering) 2009</p> <p>Islamia Girls High School, Lahore Matriculation 2007</p>
Professional Experience	<p>University of Management and Technology (UMT), Lahore Intern Apr-May 2014</p> <ul style="list-style-type: none"> Assisted in maintaining and updating corporate sector database Assisted in organizing job fair and seminar for university graduates <p>MCB Bank (Baghbanpura Branch), Lahore Intern Aug – Oct 2012</p> <ul style="list-style-type: none"> Assisted in customer services by responding to customer queries Assisted in account opening, clearance and remittance as per customer requirement
Projects	<ul style="list-style-type: none"> Conducted financial statement analysis of Bushrane, National Refinery and Pak Refinery. Took their past five year financial data in the forms of income statement and balance sheet. Conducted horizontal analysis, vertical analysis and ratio analysis on these companies. National refinery was found to have good financial position Developed a research report on paying income tax and sales to government by different people in Pakistan. Reported the prevailing tax culture in Pakistan, in which everybody had to pay tax regardless of any circumstances. The current sales tax rate was 17% while the people recommended it to be in the range of 9% to 12%. Described different taxation policies and rates by federal government on different commodities Prepared a research report on using accounting information system software "Peach Tree" for maintaining accounts in an organization. Through this software, one could make journal entries; develop income statement, balance sheet and cash flow statement. Different charts of accounts could be prepared through this software
Computer Skills	<ul style="list-style-type: none"> Microsoft Office (Word, Excel, PowerPoint) Peach Tree Internet, e-mail
Achievements	<ul style="list-style-type: none"> Organizer in Fun Festival 2012 at UMT, Lahore Girl guide at school level from class 6th to class 10th
Interests	<ul style="list-style-type: none"> Arts and crafts, gardening, basket ball, music

Tayyaba Wasim

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Born 1990



Personal Profile	<ul style="list-style-type: none"> Financially astute - conversant with accounting systems and principles Tactical, strategic and proactive - anticipates and takes initiative Systematic and logical - develops and uses effective processes Critical thinker - strong analytical skills; accurate and probing Good researcher - creative and methodical - probing and resourceful Studied Investment Portfolio Management, Retail and Consumer Banking, Capital Budgeting and Financial Statement Analysis as elective courses Functional Areas: Accounts, Finance 	
Education and Qualification	University of Management and Technology (UMT), Lahore MCom 2014 Al-Syed College, Lahore BCom 2012 Himayat-e-Islam Women College ICom 2010 Wapda Town Girls School Matriculation 2008	
Professional Experience	United Bank Limited (UBL) Jun - Jul 2014 Intern <ul style="list-style-type: none"> Assisted in account opening, issuing cheque books and clearing department Assisted in entering different bills in the computer system Assisted in managing cash books and issuing demand draft and pay order 	
Projects	<ul style="list-style-type: none"> Conducted vertical, horizontal and ratio analysis of Nestle, Rafhan, and National Food Company. Collected data of these companies through their annual reports and gave report as Pacra rate the companies Developed a research report on the balanced scorecard of Qurshi Limited. Gathered all relative information about company by interviewing the relevant personnel's and hence prepared a balance score card for the company Prepared a research report on investing 50 million in stocks, derivatives and commodities for 40 days and calculated its profit. Made 10 transactions of each company's shares and in the end calculated the profit by selling each and every thing purchased from 50 million Developed a feasibility report on gymnasium business. Gathered information about all the investment needed then the methods of arranging finance. Checked whether the project was feasible or not by calculating the NPV of the operating cash flows, Internal rate of return and the payback period 	
Computer Skills	<ul style="list-style-type: none"> MS Office (Word, Excel, PowerPoint) Internet, e-mail 	
Interests	<ul style="list-style-type: none"> Traveling, use internet for business research, cooking 	

Umair Javed

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Born 1992



Personal Profile	<ul style="list-style-type: none"> – Good communication and interpersonal skills, leadership, high integrity. – Strong planning, organizing and monitoring abilities - an efficient time-manager. – Strives for quality and applies process and discipline towards optimizing performance – Methodical and rigorous approach to achieving tasks and objectives – Self-aware - always seeking to learn and grow – Studied Financial Statement Analysis, Financial Modeling, Advanced Corporate Reporting and Investment Analysis and Portfolio Management as elective courses – Functional Areas: Accounts, Finance 																
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ICom	2010																
Govt. Muslim High School 2 Civil Lines, Lahore																	
Matriculation	2008																
Professional Experience	<p>State Life Insurance Corporation of Pakistan Sales Representative</p> <ul style="list-style-type: none"> – Briefed the client about policy with all benefits and future savings – Maintained the accounts of clients regarding the relevant policy <p>Pak Elektron Limited (PEL) Intern</p> <ul style="list-style-type: none"> – Worked on issuance of bank guarantee which identified that the bank took the risk of payment on company behalf 																
Projects	<ul style="list-style-type: none"> – Compared the financial statement of the Al Ghazi Tractors Ltd. for the year 2011 and 2010. Conducted ratio analysis, debit/equity ratio, current ratio, net profit ratio etc to find out the financial performance of Al Ghazi Tractors. The company was in good position from investment point of the in that specified period. The investor could earn profit by investing in Al Ghazi Tractors – Conducted PEST Analysis and Porter's Five Forces Analysis on Pakistan Textile Industry. Described how industry was affected politically, economically, socially and technologically. Conducted complete research on Porter's Five Forces about textile industry. PEST analysis of Pakistan textile industry showed that the current situation of Textile Industry was not good due to economic instability – Evaluated the financial planning techniques used in Pakistani industries and implementation of these techniques. By this analysis, found that financial planning is an integral part of any company/organization – Worked on the balance scorecard on ORIX leasing company and determined the company performance regarding financial perspective, customer perspective, internal process perspective and learning perspective 																
Computer Skills	<ul style="list-style-type: none"> – Microsoft Office (Excel, PowerPoint and Word) – Internet, Email – Software Installation 																
Achievements	<ul style="list-style-type: none"> – Participated in college cricket tournament twice and played as a team captain – Led the executive management team to organize welcome and farewell parties – Got certificate of Introduction to STATA 																
Interests	<ul style="list-style-type: none"> – Cricket, traveling, business research 																

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University of Management and Technology (UMT),
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