



UMT

School of Business and Economics (SBE)



MBA Graduates Directory 2012

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Foreword

Dear Employers,

I take great pleasure to introduce the MBA class of 2012, a group of bright individuals who are all set and prepared to make their mark in the business world.

Business Administration programs at the UMT School of Business and Economics (SBE) 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 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) recognizes all degree programs offered by UMT. Spread over 200 kanals of purpose-built campus, UMT distinguishes itself with 250 full-time faculty members including more than 30 PhDs, 10,000 alumni-ae and 5000 students currently enrolled from 69 districts of Pakistan and 11 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, University of Management and Technology (UMT) between Jan – Jun 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
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University of Management and Technology (UMT), Lahore

Introduction & 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 & Management, Engineering and IT are the most popular programs. UMT distinguishes itself with 250 full-time faculty members including more than 30 PhDs, 10,000 alumni and 5000 students currently enrolled from 69 districts of Pakistan and 11 countries across the globe. Spread over 200 kanal 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 1400 nodes, well-stocked library with over 60,000 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, to conduct research projects, to undertake corporate consulting, to 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 the 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 moral laws. The preference of morality over the bottom line 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 has 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 is 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 course work 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 BBAs and MBAs. Each students require internship of 6 weeks according to his/her major in a good company. This activity is the best way to introduce students with corporate culture before sending them in the market. This is also a best way to learn and observe professional culture where they will serve for rest of their life.

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 & 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 & 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
- Management
- Information Technology

Workshops

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

School of Business & 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 School of Business and Economics of UMT owes 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 challenge.

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 the 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 the 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 19 years

- Atlas Honda Ltd.
- Abacus Global
- Tapal Tea Pvt Limited
- Coca Cola
- Descon Engineering & Chemicals (Pvt) Ltd.
- Jang Media Group
- Kohinoor Mills
- Ericsson
- Allied Bank of Pakistan
- Bank Al-Falah
- Citi Bank
- Faysal Bank
- Soneri Bank
- Standard Chartered Bank
- United Bank Limited
- Bank Dubai Islami
- Habib Bank Limited
- Meezan Bank
- MCB Bank
- National Bank of Pakistan
- The Bank of Punjab
- UNDP
- UNFPA
- UNICEF
- Adamjee Insurance Co., Ltd.
- BASF
- Berger Paints
- Orient Group
- Century Paper Mills
- Waves
- State Cement Corporation
- State Life Insurance
- Stock Exchange, Lahore
- Style Textile Pvt Ltd.
- Big Beehive
- TCS Couriers
- The City School
- Cyber Net
- Shabbir Tiles and Ceramics Co
- Diamond Paints
- Reckitt and Benckiser
- Rupali Polyester
- Huawei Pakistan
- Pepsi Cola International
- Raffhan Maize Products
- Siemens Pakistan
- Sidat Hyder Murshid Associates Pvt.Ltd.
- Tetra Pak
- Unilever
- Fatima Fertilizers
- Wi-Tribe
- USAID
- Nestle
- Nishat Group
- Sayyed Engineers (Pvt) Ltd.
- Shaukat Khanum Memorial Cancer Hospital
- Chugtai Labs
- Nissan Motors
- Packages Group
- Pak Elektron Ltd. (PEL)
- Azgard 9
- Pakistan Telecommunication Co., Ltd. (PTCL)
- Highnoon Laboratories
- Hino Pak Motors Limited
- Haier Pakistan Pvt. Ltd.
- KASB Group
- International Labour Organization (ILO)
- Ittehad Chemicals
- Medipak Pharmaceuticals
- Millat Tractors (Pvt) Ltd.
- Mitchell's Fruit Farms Ltd.
- Diamond Group of Companies
- Ufone
- Mobilink
- Maple Leaf Cement
- Haleeb Foods
- Kashf Microfinance Bank
- Nespak
- Varioline Pakistan
- Pan Asian Group of Companies
- Gul AhmedTextile Mills Ltd.
- Pakistan Industrial Leasing Corporation
- Diamond Paints
- Pakistan International Airlines (PIA)
- Pakistan State Oil (PSO)
- Pearl Continental Hotels

- Schazoo Laboratories
- WWF
- Shahkam Industries
- Glaxo Smith Kline
- Hotel One
- DHL
- Engro
- Sparco Paints
- Tameer Microfinance Bank
- Warid Telecom
- World Call Group
- American Express
- American National School
- Masood Textiles
- Oxford Publications (Pvt) Ltd.
- WAPDA
- Netsol
- Ackzonobel
- Zong China Mobile
- Avari Hotel
- Dawn Bread
- Big Mac Food Ltd.
- KFC
- Orix Leasing
- CMB Worldwide Cargo System
- Interloop
- Country Juices
- Dadex
- DYL Motorcycles
- Dunya TV
- Fast Cables
- Telenor
- Firhaj Footwear (Pvt) Ltd.,
- Mc Donald's Pakistan
- Ericcson
- Paramount Pharmaceutical
- Ali Akbar Spinning Mills Ltd.
- Master Paint Industries
- CCL Pharmaceutical (Pvt) Ltd.
- Wyeth Pakistan Ltd.

- Pioneer Cement Ltd.
- Chenab Group
- Hewlet Packard (HP)
- Highnoon Textiles
- Hudabiya Paper Mills Ltd.
- Gourmet Foods
- Ibrahim Textiles
- Irza Pharma
- Jaffer Brothers
- Samsung Electronics
- CureMD
- Crescent Bahuman Ltd.
- Sapphire Textiles
- Master Textile Mills Ltd.
- Mayfair Foods
- Lakson Tobacco Company
- Metro Group of Industries
- Royal Tag
- NFML
- Metro Cash & Carry
- PRONTO Promo
- MDS Foods (Hardees)
- Sitara Group of Industries
- GEO TV
- Remington Pharmaceuticals
- Fauji Fertilizers
- GFC Fans
- Sufi Group of Companies
- Total Parco Pakistan
- Philip Morris Pakistan
- Brain Telecom
- Eden Housing
- Cupola Pakistan
- Bestway Cement Ltd.
- Levis Pakistan
- Kohat Cement Company Ltd.
- Shezan International Ltd.
- Himont Pharmaceutical (Pvt) Ltd.
- Servier Research & Pharmaceutical (Pak) Pvt Ltd.
- Nagina Cotton Mills Ltd.

Alphabetical listing of MBA Graduates

1.	Aamir Munir	27	Hafiz Muhammad Tahseen Hassan
2.	Abdul Karim	28	Hafiz Muhammad Waqas Sharif
3.	Abrar Ahmed	29	Hashim Ali Akram
4.	Abuzar Ansari	30	Hassan Javed
5.	Adil Chand	31	Hira Javaid
6.	Adnan Mukhtar	32	Ikram Ullah
7.	Afshan Tariq	33	Imtiaz Ahmad Tarar
8.	Ahmad Ahsan Akbar	34	Jamal Subhani
9.	Ali Arslan	35	Madiha Khan
10.	Ali Hussain Chohan	36	Madiha Mohsin
11.	Ali Khalid	37	Mahmood Masood Adeel
12.	Ali Shaheen	38	Masood Asghar
13.	Amanullah Bhatti	39	Mian Muhammad Farhan Majeed
14.	Amir Ali	40	Mohsin Latif
15.	Ammar Khalid	41	Mudassir Iftikhar
16.	Anam Javaid	42	Muhammad Adil Maqbool
17.	Aneeqa Atique	43	Muhammad Adnan Arshad
18.	Aqleem Ullah Paracha	44	Muhammad Ahmad
19.	Arshia Ishaq	45	Muhammad Akmal
20.	Asma Saeed	46	Muhammad Asim
21.	Atia Aftab	47	Muhammad Asim Sattar
22.	Atif Iqbal	48	Muhammad Auzair Abid
23.	Ayesha Zaheer	49	Muhammad Bilal Shafique
24.	Bilal Naveed	50	Muhammad Faizan Shaukat
25.	Faisal Khurshid	51	Muhammad Haris
26.	Fakhar Iqbal	52	Hafiz Muhammad Tahseen Hassan

53	Muhammad Imran	79	Umair Aslam
54	Muhammad Kazim Abbas	80	Umair Mustafa
55	Muhammad Naeem Sharif	81	Umer Salah ud din
56	Muhammad Nasir Khan	82	Umer Zaheer Khan
57	Muhammad Nazim Aslam	83	Usman Rafique
58	Muhammad Raheel Khawaja	84	Usman Younas
59	Muhammad Rizwan Akhtar	85	Waleed Khalid
60	Muhammad Salman Talib	86	Waqas Afzal
61	Muhammad Tariq	87	Yasir Khalid
62	Muhammad Tayyab	88	Zainab Mushtaq
63	Muhammad Umar Maqbool	89	Zeeshan Shafique
64	Muhammad Usman Ather	90	Zuhaib Rashid
65	Muhammad Waqar Hassan		
66	Noman Ali		
67	Omer Waheed		
68	Ramiz Sajid		
69	Regon Sabir		
70	Saad Humayoon		
71	Sadaqat Hussain		
72	Sadiqa Kausar		
73	Sana Saleem		
74	Shanif Zaka Ullah		
75	Sheikh Muhammad Zaheer Khalid		
76	Syed Ahsan Askari		
77	Syed Mohammad Abbas Zaidi		
78	Tuba Chawla		

PROFILES

MBA 2012

Born 1989	Aamir Munir Address: H-792, St-7, A Block, Mehar Fayaz Colony, Fateh Garh, Lahore Cell: 0334-4422105 E-mail: aamirmunir.umat@gmail.com
Personal Profile	<ul style="list-style-type: none"> ▪ Determined and decisive; use initiative to meet and resolve challenges ▪ High integrity, diligent and conscientious – reliable and dependable ▪ Emotionally mature and confident – a calming influence ▪ Good starter, enthusiastic in finding openings and opportunities ▪ Creative and entrepreneurial networker – effective project coordinator ▪ Energetic and physically very fit; quick to respond to opportunities and problems ▪ Seek new responsibilities and use initiative; self sufficient ▪ Have studied Financial Statement Analysis, Investment Analysis and Portfolio Management and Islamic Banking and Finance as elective courses ▪ Functional Areas Finance, Accounts
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 Superior Group of Colleges, Lahore B.COM 2008 Government Degree College, Vehari FSc 2006 Government High School, Vehari Matriculation 2004
Professional Experience	SNGPL Mar – Apr 2012 Intern <ul style="list-style-type: none"> ▪ Coordinated in buying and selling of sui gas from different fields as per demand ▪ Assisted in maintaining record of payments to different suppliers ▪ Assisted in reconciliation of bills from suppliers
Projects	<ul style="list-style-type: none"> ▪ Developed a research report on the financial statement analysis of PPL and PSO. Conducted ratio analysis on the financial data of the companies for the last five years. Both companies were found in good position from investment point of view ▪ Made mock investment of 50 million in KSE. Developed portfolio of companies in different sectors such as oil & gas, 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 those sectors ▪ Examined the distributions network of Red Bull. The product was imported from Dubai to Karachi. The entire inventory was stored in the inventory house of Karachi and then distributed all over Pakistan. In Lahore there were 12 distributors in different areas ▪ Launched “Self-Sufficient Green Fields” as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc.
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Participated in FAST University in Business Idea Competition ▪ Participated in IBA Karachi In Business Idea Challenge ▪ Participated in a work shop on positive thinking and attitude ▪ Participated in 10-meter sprint competition at college level
Interests	<ul style="list-style-type: none"> ▪ Cricket, Karate, Traveling, Gardening, Surfing the net for business research



Born 1987

Abdul Karim

Present Address: 180 Block B, Revenue Society, College Road, Lahore

Permanent Address: Block No. 22, House No. 17, S-2 Sargodha

Cell: 0300-6058300

Email: abdul-karim87@hotmail.com

Personal Profile	<ul style="list-style-type: none">Extremely reliable and dependable - analytical and questioning, strives for qualityGood interpersonal skills - good communicator, leadership, high integritySeeks new responsibilities irrespective of reward and recognitionStrong planning, organizing and monitoring abilities - an efficient time-managerGood interpersonal skills - works well with others, motivates and encouragesTeam-player - loyal and determinedEnergetic and positive outlook, which often inspires othersHigh integrity and honesty; ethical and socially awareGreat team-worker - adaptable and flexibleFunctional Areas: Marketing																				
Education & Qualification	<table><tr><td>University of Management and Technology (UMT), Lahore</td><td></td></tr><tr><td>MBA</td><td>2012</td></tr><tr><td>University of Management and Technology (UMT), Lahore</td><td></td></tr><tr><td>BSBA</td><td>2011</td></tr><tr><td>Punjab College of Commerce, Sargodha</td><td></td></tr><tr><td>B.COM</td><td>2008</td></tr><tr><td>BISE, Sargodha</td><td></td></tr><tr><td>FA</td><td>2006</td></tr><tr><td>BISE, Sargodha</td><td></td></tr><tr><td>Matriculation</td><td>2003</td></tr></table>	University of Management and Technology (UMT), Lahore		MBA	2012	University of Management and Technology (UMT), Lahore		BSBA	2011	Punjab College of Commerce, Sargodha		B.COM	2008	BISE, Sargodha		FA	2006	BISE, Sargodha		Matriculation	2003
University of Management and Technology (UMT), Lahore																					
MBA	2012																				
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BSBA	2011																				
Punjab College of Commerce, Sargodha																					
B.COM	2008																				
BISE, Sargodha																					
FA	2006																				
BISE, Sargodha																					
Matriculation	2003																				
Professional Experience	<p>Star Laboratories PVT LTD. Lahore Jun 2011 – Present</p> <p>Management Representatives</p> <ul style="list-style-type: none">Report directly to Chairman, CEO and Managing DirectorVisit production area for quality control and quality assurance. Visit ware house, finished good stores to check all the activities taking place in the factory																				
Projects	<ul style="list-style-type: none">Developed a research report to launch the business of car decoration with washable paints. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etcDeveloped a comprehensive study on Pakistan Cement Industry. Highlighted the market players, capacity to produce cement, sharing in GDP of cement industry, export countries and volumes. Boom and slump of industry. Compared Pakistan cement industry with other countriesPrepared a research report on supply chain process Of Mc Donald burger in Pakistan. Reported on end to end supply chain, imported and local suppliers, up stream and down stream activities, material flow, cash flow etc.Developed a research report on eating behaviors of diabetic patients in Lahore. Conducted literature review, focus group. Developed Questionnaires, and got them filled by diabetic patient. Out come of questionnaires was put in SPSS and analyzed the SPSS result in cross tabs																				
Computer Skills	<ul style="list-style-type: none">Ms Office (Word, Excel, Power Point)Internet, e-mailSPSS																				
Achievements	<ul style="list-style-type: none">Got 3rd position in PELP(Pakistan Entrepreneurial and Leadership Program) 2011Volunteer, Worked for Flood Victims at Nowshera, KPK Pakistan 2010Performed in different plays held by dramatic club in school																				
Interests	<ul style="list-style-type: none">Sports, Driving, Theater, Travel, Music, Politics, Television, Education																				



Abrar Ahmed

Address: 585 Nurgis Block, Allama Iqbal Town, Lahore

Cell: 0322-6635378

E-mail: abrar0077@yahoo.com

Born 1987

Personal Profile

- Seek and find solutions to challenges - exceptionally positive attitude
- Good interpersonal skills - good communicator, high integrity
- Good researcher - creative and methodical, probing and resourceful
- Systematic and logical - develop and use effective processes
- Energetic and physically very fit; quick to respond to opportunities and problems
- Have studied Project Management, Procurement and Logistics Management as elective courses along with Enterprise Resource Planning and Seminar in Management as non-elective courses
- **Functional Areas:** Supply Chain Management, Procurement and Logistics

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Punjab College of Commerce, Lahore	
B.COM	2008
Punjab College of Science, Lahore	
FSc	2005
Government High School, I. A. T., Lahore	
Matriculation	2003

Projects

- Designed a complete plan to build a school in flood effected area by using project management techniques, keeping in view the organization's mission
- Developed a report to improve warehouse layout, inventory management techniques, purchasing process, transportation and delivering strategies of Makro Cash & Carry in the context of logistics management
- Launched "Topaz" as a new product, the idea was a "touch pad order system" on the restaurant table. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc.
- Prepared a research report on the end-to-end supply chain of Gourmet Water. 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. It was recommended that the inspection process must start before capping the bottles so they can avoid the wastage of caps and also reduce the processing time
- Developed a research report to analyze the effect of PEST and Porter five forces model on the products of Highnoon Labs. The analysis showed that the company was in good position from marketing point of view
- Developed a complete business plan to launch mint-flavored biscuits for smokers. The report consisted of detailed financial plan including forecasted income statement, balance sheet and pay back period while the marketing plan consisted of PEST analysis, selection of target market and marketing segmentation, etc.

Computer Skills

- Ms Office (Word, Excel, Power Point)
- Internet, e-mail
- SPSS

Achievements

- Participated and represented UMT in Business Plan Competition
- Won a gaming competition "Counter Strike", under Leadership Platform in 2008
- Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT


Interests


- Cricket, Current affairs, Traveling, Surfing the net for business research

<p>Born 1987</p>	<p>Abuzar Ansari Address: H-102, St-2, Majeed Street, Mahajirabad, Multan Road, Lahore Cell: 0323-4871601 Email: mr.abuzar1433@gmail.com</p>																
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the 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 ▪ Have studied Investment and Portfolio Management, Financial Statement Analysis and Corporate Finance as elective courses along with Islamic Banking as non-elective course ▪ Functional Area: Finance 																
<p>Education and Qualification</p>	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td> <td></td> </tr> <tr> <td>MBA</td> <td>2012</td> </tr> <tr> <td>Govt. Islamia College of Commerce, Lahore</td> <td></td> </tr> <tr> <td>B.COM</td> <td>2008</td> </tr> <tr> <td>Govt. Hashmi College of Commerce, Lahore</td> <td></td> </tr> <tr> <td>I.COM</td> <td>2006</td> </tr> <tr> <td>Govt. Chuburji School, Lahore</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2004</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Govt. Islamia College of Commerce, Lahore		B.COM	2008	Govt. Hashmi College of Commerce, Lahore		I.COM	2006	Govt. Chuburji School, Lahore		Matriculation	2004
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I.COM	2006																
Govt. Chuburji School, Lahore																	
Matriculation	2004																
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Prepared the investment and portfolio report by mock investment in Lahore Stock Exchange, covering the investment area of banking, insurance, oil and gas, cement industry and commodity. Learned the movement of stock market by analyzing the fundamental and technical behavior of market ▪ Prepared the financial statement reports of Pakistan State Oil and Pakistan Petroleum Limited. Compared them by covering 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 ▪ Prepared the report by analyzing the Islamic banking system and compared the Islamic banking system with conventional banking system and tried to identify the gaps in Islamic banking system ▪ Prepared a research report on service standards of Daewoo Express Company ▪ Prepared a research report on ice cream demand and elements of choosing the ice cream flavors ▪ Launched 'Tele Light' (emergency light) as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. ▪ Analyzed the recruitment and selection process of Nishat Mills Pvt. Ltd. 																
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Got second prize in sales at Entrepreneurial Festival, 2012, UMT ▪ Participated in International Conference on Business Management 2011, Lahore ▪ Volunteered in Pakistan Entrepreneurial Leadership Program 2011, UMT 																
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Foot ball, Research, Traveling, Photography, Automobiles, Mathematics, Finance 																

 <p>Born 1987</p>	<h2>Adil Chand</h2> <p>Current Address: UMT Boys Hostel, Room-169, Wahdat Road, Mushtafa Town, Lahore Permanent Address: Shahab Pura, Ugoki Road, Near Old Sui Gas Street, Sialkot Cell : 0333-8637714 E-mail: umt.adil@gmail.com</p>
Personal Profile	<ul style="list-style-type: none"> ▪ Ability to motivate people and prefer team work ▪ Reliable and dependable in meeting the objectives ▪ Hardworking, possess strong planning, organizing and monitoring abilities ▪ Good communication skills ▪ Have studied Logistics Management, Project Management, Total Quality Management and ERP (Enterprises Resource Planning) as elective courses ▪ Functional Areas: Supply Chain, Marketing, Customer Services
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012 Government College of Commerce, Sialkot B.COM 2008 Government Murray College, Sialkot ICS (Math, Eco & Computer) 2006 Modern Sialkot Public School Matriculation 2004</p>
Professional Experience	<p>Forward Group, Pvt. Ltd, Sialkot (Authorized vendor of Int'l brands) Mar - Apr 2012 Intern <ul style="list-style-type: none"> ▪ Assisted in production department in checking the availability of raw materials, monitoring of daily targets of production and quality control ▪ Coordinated in audit of warehouse and chemical store by checking the raw materials and matching it with warehouse computerized report ▪ Coordinated in warehouse to issue different material and record keeping Soneri Bank, Sialkot Aug – Dec 2008 Intern <ul style="list-style-type: none"> ▪ Assisted in account opening department by guiding the customer about account opening, filling out the account opening form, handing IBC and OBC, data entry, etc. ▪ Coordinated in trade department in handling the payments from foreign countries, ▪ Volunteered in credit department in maintaining the customer's credit files </p>
Projects	<ul style="list-style-type: none"> ▪ Analyzed end-to-end supply chain of UPFL product Knorr chicken noodles. 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 project for opening a school in flood affected area of Kashmir using project management techniques such as project screening matrix, project control, project termination, Gantt charts, costing, etc. The project was found feasible ▪ Developed a report to improve warehouse layout, inventory management techniques, purchasing process, transportation and delivering strategies of Makro Cash & Carry in the context of logistics management ▪ Analyzed the manufacturing process of Wall's. One sub-process was selected and redesigned that process for improvement
Achievements	<ul style="list-style-type: none"> ▪ Participant of International Conference on Business Management 2011 at PC, Lahore ▪ Participant of Commerce and Culture, 2010 organized by SBE, UMT ▪ Participant of LUMS Human Resource Conference, 2011
Computer Skills	<ul style="list-style-type: none"> ▪ Microsoft Office (Word, Excel and Power Point) ▪ Internet, E-mail ▪ SPSS
Interests	<ul style="list-style-type: none"> ▪ Cricket, Internet Surfing, Reading newspaper and articles related to economy

<p>Born 1984</p>	<p>Adnan Mukhtar Present Address: Room. No. 169, UMT Boys Hostel, Mustafa Town, Lahore Permanent Address: Gala Green Land Wala Civil Chowk Daska, District Sialkot Cell: 0331-6453608 E-mail: adnanmukhtar1@gmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Adaptable and flexible; well-organized planner and scheduler ▪ High integrity and honesty; ethically and socially aware ▪ Emotionally mature - calming and positive temperament - compassionate and caring ▪ Excellent inter-personal and communication skills ▪ Team Player – loyal and determined ▪ Good interpersonal skills - work well with others, motivate and encourage ▪ Self aware – always seeking to learn and grow ▪ Studied Recruitment & Selection, Human Resource Development, Performance Management and Commercial Banking Operations as elective courses along with Entrepreneurship, Business Strategy & Policy as non-elective courses ▪ Functional Areas: Human Resource Management, Marketing
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 University of Punjab, Lahore MA History 2010 Government College Gujranwala BA 2007 Private Candidate, FA 2005</p>
<p>Professional Experience</p>	<p>JS Bank Limited, Daska Branch Feb 2012 Intern <ul style="list-style-type: none"> ▪ Assisted in account opening, check collections and lockers maintenance ▪ Learned basics of remittance software system ▪ Assisted in general administration works </p>
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Analyzed the recruitment & selection process of Stylo Shoes. They advertise their job openings through Rozee.pk and different leading newspapers. Their preliminary interview is conducted by HR manager and then they have a panel interview following final interview with General Manager ▪ Developed comprehensive business plan on “Honey in sachet” consisting of 4 P’s market segmentation, target market selection, costing, etc. ▪ Developed a business research report on Lifebuoy soap with respect to re-positioning ▪ Analyzed the supply chain process of Knorr Noodles i.e. how do they get their raw material through different channels. Their manufacturing process, distribution and retailer network and consumption of product by the end user ▪ Developed a case study on training & development process of Packages Limited. The departmental head nominated a person having deficiency in certain area. The head of training and development execute the training and examine the nomination form and evaluation form ▪ Prepared a research report on working of personal loan department in Bank Alfalah. It was a five-day process from application to grant of loan. The loan was given at the rate of 12% loan. The person had to submit national saving certificate or property papers as a security
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ MS Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Cricket, Current affairs, Traveling, Surfing the net for business research

 Born 1987	<h2 style="text-align: center;">Afshan Tariq</h2> <p>Address: 253-14 B1, Town Ship, Lahore Cell: 0331-4916577 Email: afs_tariq@yahoo.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Always seeking to learn and grow ▪ Entrepreneurial and keen business mind ▪ Strong planning, organizing and monitoring abilities - an efficient time-manager ▪ High and honesty; ethical and socially aware ▪ Have studied Capital Budgeting, Investment and Portfolio Management, Financial Investment Analysis and Financial Derivatives, Human Resource Information System, Human Resource Development and Recruitment and Selection as elective courses and Strategic Distribution Networks and Retail and Consumer Banking as non-elective courses ▪ Functional Areas: Finance, Human Resource Management 																
Education and Qualification	<table border="0" style="width: 100%;"> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td style="text-align: right;">2012</td></tr> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>BBA (H)</td><td style="text-align: right;">2011</td></tr> <tr> <td>Punjab College, Lahore</td><td></td></tr> <tr> <td>FSc</td><td style="text-align: right;">2007</td></tr> <tr> <td>Pakistan Public School</td><td></td></tr> <tr> <td>Matriculation</td><td style="text-align: right;">2004</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	University of Management and Technology (UMT), Lahore		BBA (H)	2011	Punjab College, Lahore		FSc	2007	Pakistan Public School		Matriculation	2004
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Projects	<ul style="list-style-type: none"> ▪ Developed a research report on the financial statement analysis of Nishat Textile and Crescent Textile. Conducted ratio analysis on the past two year data. Nishat Textile was found financially more stable than Crescent Textile ▪ Made mock investment of 50 million in KSE. Developed portfolio of companies in different sectors such as oil & gas, banking, insurance, cement, textile, mutual funds and commodity market. Determined P/E ratio, market trend analysis, risk and return calculation, cash dividend per share to decide whether to invest or not in those sectors ▪ Developed a feasibility report of printing press machine. Calculated capital requirement for project, NPV, internal rate of return payback and discounted payback period 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, E-mail ▪ SPSS, Coral Draw, Endnote 																
Achievements	<ul style="list-style-type: none"> ▪ Participated in Idea Exchange International Conference in 2010 and 2012 ▪ Participated in workshops on leadership skills, negotiations skills, confidence building and personal grooming 																
Interests	<ul style="list-style-type: none"> ▪ Cooking, Traveling, Computer games, Photography, Home decorating, Drawing 																

 <p>Born 1988</p>	<h2>Ahmad Ahsan Akbar</h2> <p>Address: H-13, St-3, Prem Nagar, Raj Garh Road, Lahore Cell: 0321-4524695 E-mail: ahmadahsan1@hotmail.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Hard working and motivated to do challenging tasks ▪ Possess strong planning, organizing and monitoring abilities ▪ Reliable and dependable in meeting the objectives ▪ Adaptable and problem solving attitude, proficient in time management ▪ Enthusiastic and determined to move forward in life ▪ Good communication and interpersonal skills ▪ Have studied Financial Derivatives, Capital Budgeting and Long-term Investment Decisions, Financial Statement Analysis as elective along with Retail & Consumer Banking and Credit Management as non-elective courses ▪ Functional Areas: Banking and Finance 																
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Projects	<ul style="list-style-type: none"> ▪ Developed a feasibility report for opening a Higher Secondary School. Analyzed the forecasted cash flows and calculated NPV, IRR, and Payback period. Sensitivity analysis was also conducted ▪ Analyzed the financial statements of D.G Khan Cement and Fauji Cement. Analyzed financing, investing and operating activities along with ratio analysis, cash flow analysis and profitability analysis ▪ Used derivatives for hedging risk and measured hedging efficiency. Measured risk in currencies due to fluctuation in foreign exchange rates ▪ Prepared Credit Line Proposal (CLP) for analysis and approval of credit ▪ Launched bike tracking device as a new product. Developed business plan consisting of financial plan, marketing plan, Human resource and supply chain plan ▪ Measured consumer involvement regarding Nokia mobile phones and determined the factors which consumers consider while purchasing ▪ Conducted brand audit of PepsiCo from retailer as well as consumer perspective and measured its brand equity ▪ Performed job analysis for the post of Marketing Manager for American Flex. Prepared a job advertisement and conducted recruitment and selection process. Developed performance management system for performance evaluation 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point, Access) ▪ Internet, E-mail, SPSS, Visual Basic 6.0, Flash, Dreamweaver, Freehand ▪ Web Designing & Development 																
Achievements	<ul style="list-style-type: none"> ▪ Appeared in Dean's Honors lists twice during MBA ▪ Won 1st Prize in idea pitching activity in Entrepreneurial Festival, UMT ▪ Won 3rd Prize in sales activity in Entrepreneurial Festival, UMT 																
Interests	<ul style="list-style-type: none"> ▪ Research, Travelling, Reading motivational books, Working for the welfare of society 																



Born 1987

Ali Arslan

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Email: aliarslan291@gmail.com

Personal Profile	<ul style="list-style-type: none">▪ Hard working, possess strong planning, organizing and monitoring abilities▪ Motivated and enthusiastic▪ Work hard to achieve objectives▪ Good communication and interpersonal skills▪ Functional Areas: Marketing and Logistic Management												
Education and Qualification	<table><tr><td>University of Management and Technology (UMT), Lahore MBA</td><td>2012</td></tr><tr><td>University of Management and Technology (UMT), Lahore BBA (H)</td><td>2010</td></tr><tr><td>Sadiq Public School, Bahawalpur FSc</td><td>2005</td></tr><tr><td>Army Public School, Multan Cantt. Matriculation</td><td>2003</td></tr></table>	University of Management and Technology (UMT), Lahore MBA	2012	University of Management and Technology (UMT), Lahore BBA (H)	2010	Sadiq Public School, Bahawalpur FSc	2005	Army Public School, Multan Cantt. Matriculation	2003				
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Professional Experience	<table><tr><td>Pakistan State Oil Company Ltd. Area In charge</td><td>Jun 2011 – Present</td></tr><tr><td><ul style="list-style-type: none">▪ Coordinate with company operated pumps in Lahore▪ Coordinate in arranging functions on launching different products▪ Check, update and maintain records▪ Assist in preparing cross functional teams activities▪ Explore new sites for installing pumps</td><td></td></tr><tr><td>LESCO, WAPDA, Lahore Intern</td><td>Jun – Aug 2010</td></tr><tr><td><ul style="list-style-type: none">▪ Assisted in collection and maintenance of customer files▪ Assisted in generating reports</td><td></td></tr><tr><td>LESCO, WAPDA, Lahore Intern</td><td>Sep – Dec 2009</td></tr><tr><td><ul style="list-style-type: none">▪ Assisted the web administrator in developing, maintaining and operating company website. Uploaded tenders of company and updated different section of website▪ Assisted the team to make the bank online for the first time. Installed software and ensured the provision of all hardware equipment</td><td></td></tr></table>	Pakistan State Oil Company Ltd. Area In charge	Jun 2011 – Present	<ul style="list-style-type: none">▪ Coordinate with company operated pumps in Lahore▪ Coordinate in arranging functions on launching different products▪ Check, update and maintain records▪ Assist in preparing cross functional teams activities▪ Explore new sites for installing pumps		LESCO, WAPDA, Lahore Intern	Jun – Aug 2010	<ul style="list-style-type: none">▪ Assisted in collection and maintenance of customer files▪ Assisted in generating reports		LESCO, WAPDA, Lahore Intern	Sep – Dec 2009	<ul style="list-style-type: none">▪ Assisted the web administrator in developing, maintaining and operating company website. Uploaded tenders of company and updated different section of website▪ Assisted the team to make the bank online for the first time. Installed software and ensured the provision of all hardware equipment	
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Projects	<ul style="list-style-type: none">▪ Developed a business plan to re-launch 7-up Free▪ Analyzed financial ratios of ICI (Pvt.) Ltd.▪ Developed a complete business plan for introducing a company, 'Ornate' for Interior and exterior designing▪ Prepared a research report on introducing a company, 'Sweet Tooth' in UK. The company provided South-East Asian sweets on special occasions▪ Prepared a research report on supply chain management process in PEL												
Computer Skills	<ul style="list-style-type: none">▪ Ms Office (Word, Excel, Power Point)▪ Internet, e-mail▪ SPSS, SAP												
Achievements	<ul style="list-style-type: none">▪ Appeared in Dean's and Rector's Honors lists twice during MBA▪ Team member of university cricket team▪ Volunteer, Pakistan Entrepreneurial Leadership Program, 2011 at UMT												
Interests	<ul style="list-style-type: none">▪ Traveling, Reading books, Reading articles on different topics												



Ali Hussain Chohan

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Email: alihussain87@hotmail.com

Born 1987

Personal Profile	<ul style="list-style-type: none"> ▪ Entrepreneurial and proactive – strong drive and keen business mind ▪ Strive for quality and apply process and discipline towards optimizing performance ▪ Calm, reliable and dependable in meeting objectives - logical and numerate ▪ High integrity and honesty; ethical and socially aware ▪ Results oriented - focused on productive and high-yield activities ▪ Functional Areas: Finance, Accounts
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>University of Management and Technology (UMT), Lahore BBA(H) 2011</p> <p>Chenab College, Jhang FSc 2006</p> <p>Chenab College, Jhang Matriculation 2004</p>
Professional Experience	<p>Excel Financial Services Jan – Feb 2012 Intern</p> <ul style="list-style-type: none"> ▪ Coordinated with prospective clients by calling them to increase customer base ▪ Assisted in conducting analysis of different indexes, commodities for trading <p>Telenor (Project Title: Corporate Social Responsibility) Jul – Sep 2010 Management Trainee Officer (MTO)</p> <ul style="list-style-type: none"> ▪ Visited different PWD (Person with Disabilities) NGOs ▪ Interviewed 5 high achievers PWDs, and made a documentary on one of them ▪ Selected One PWD for job in Telenor to fulfill its corporate social responsibility <p>Telenor (Project Title: Branding) Apr – Jun 2012 Management Trainee Officer (MTO)</p> <ul style="list-style-type: none"> ▪ Developed a new product under Djuiice brand ▪ Established all 4Ps of marketing the new brand ▪ Critically analyzed the existing products of Djuiice brand
Projects	<ul style="list-style-type: none"> ▪ Invested 50 million (mock investment) in KSE. Analyzed different companies on the basis of ratio, technical and fundamental analysis. Bought stocks and mutual funds. Held them for a period of 30 days, sold the securities. Finally analyzed the return and loss on individual as well as on overall investment ▪ Developed a feasibility report of a printing press machine (ROUTA) worth Rs. 0.3 million. Found the expected returns on monthly as well as on yearly basis. Conducted sensitivity analysis to more precisely evaluate the feasibility of project ▪ Prepared a marketing plan of Ty-pen (Innovative Product). The pen had the ability to save as someone writes, with distinctive and innovative features and with high demand in target market. Conducted GAP analysis and market analysis
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point, Access) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Secured 2nd Position in the OCMT program at national level of Telenor Pakistan ▪ Got Merit Scholarship in MBA ▪ Got Merit Scholarship in BBA
Interests	<ul style="list-style-type: none"> ▪ Long drive, Badminton, Table tennis, Chess, Surfing the net for business research



Born 1985

Ali Khalid

Address: House No.52-2-C1, Township, Lahore

Cell: 0321-4175107

E-mail: alikhalidbhatti@hotmail.com

Personal Profile

- Decisive and results-driven, creative, problem solving approach
- Extremely reliable and dependable, have good interpersonal skills
- Great team worker, quick learner and possess strong critical thinking capabilities along with excellent analytical skills
- Passionate for knowledge in marketing, attended seminars and trainings
- Studied Strategic Brand Management, Consumer Behavior and Service Marketing as elective along with Change Management and Project Management as non-electives
- **Functional Areas:** Marketing Operations, Marketing Research, Brand Management

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Punjab University, Lahore	
BA	2008
Lahore Board	
FSc	2004
Pakistan Public School	
Matriculation	2001

Professional Experience

Wahab Communication, Lahore	Jan - Mar 2008
Sales Representative	
<ul style="list-style-type: none">▪ Conducted a sales campaign of Rogers wireless phones in USA and Canada and achieved the assigned sales targets▪ Awarded with bonuses a couple of times	

Projects

- Conducted consumer and retail research for brand audit of Olper's. Checked perceptions of consumers and shelf-occupancy of the brand in retail stores
- Prepared marketing plan for The Coca Cola Company which includes external, internal and competitor analysis. Gave recommendations for improvements
- Prepared complete market plan for the launch of reflex sole shoe. Allocated budgets, helped to find out the breakeven point and developed marketing strategy
- Compared the service excellence standards of Pizza Hut with that of Domino's. Pizza Hut service standards were found better as compared to Domino's
- Prepared supply chain for Super Asia Company and recommended solutions for their cash recovery and dealership network
- Developed a research report on Fresher juice using SPSS for statistical analysis

Achievements

- Awarded for effectively managing Entrepreneur Festival, 2000 at UMT
- Nominated as class representative in many courses throughout MBA
- Declared best striker of foot ball in school for in-house matches

Interests

- Jogging, Football, Newspaper reading, etc.



Born 1986

Ali Shaheen

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Permanent address: H - No. 3/253-B, Near Farooq Mosque, Mohala Islam Pura, Daska

Cell: 0322-7446456

Email: alikhokhar86@hotmail.com

Personal Profile

- Self-aware - always seeking to learn and grow
- Hard working, possess good interpersonal skills - work well with others
- Calm, reliable and dependable in meeting objectives
- Well-organized; good planner; good time-manager
- Have studied Financial Statement Analysis, Islamic Banking & Finance, Capital Budgeting and Risk Management as elective courses along with Business Strategy, and Strategic Marketing Management as non-elective courses
- **Functional Areas:** Accounting, Finance

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
University of Management and Technology (UMT), Lahore	
BBA(H)	2009
National Science College, Gujranwala	
Intermediate	2005
Pakistan International Public School, Gujranwala	
Matriculation	2003

Professional Experience

Stylo Shoes, Lahore	Jun 2006 – Mar 2007
Assistant Accounts Officer	
<ul style="list-style-type: none"> ▪ Performed cost evaluation of products at vendors location ▪ Recorded daily expense sheets from outlets to make monthly report for each shop ▪ Audited inventory report on monthly basis for all outlets and warehouse 	
National Bank of Pakistan (NBP), Lahore	Jul – Sep 2009
Intern	
<ul style="list-style-type: none"> ▪ Assisted in account opening, deposit section, govt. recipient and payment department and credit administration department 	

Projects

- Conducted financial statement analysis of Fauji Cement from annual report of the year 2009 using different tools such as ratio analysis, optimal capital structure and depreciation for the next three years; the company was in good financial position
- Conducted capital budgeting from annual report 2009 of Glaxosmithkline. Calculated capital requirement for project, capital budgeting, sensitivity analysis, leverages, ratio analysis, breakeven analysis, etc. The company was found in good position from investment point of view
- Developed the business strategy for Stylo Soes Pvt.Ltd. studied the aspects such as external assessment, financial strategies, market analysis, management strategies, core competencies, etc.
- Developed a research paper on consumer attitude towards mobile phone advertising at UMT; used SPSS software and concluded that consumer attitude towards mobile phone advertising was negative

Computer Skills


- Ms Office (Word, Excel, Power Point)
- Internet, e-mail
- SPSS


Achievements


- Team member of university cricket team
- Worked for earth quake victims at Mazafrabad in 2005
- Volunteer, Entrepreneurial Festival 2008, UMT

Interests

- Sports, Traveling, Reading, Movies, Music, Cooking, Photography, Internet

 Born 1989	<h2>Amanullah Bhatti</h2> <p>Present Address: 509 E Block, Gulshan Ravi, Lahore Permanent Address: House No.19/404, Gali Dr. Abdul Karim, Old Maina Pura, Sialkot Cell: 0334-8164344 E-mail: amanullahbhatti1989@yahoo.com</p>																				
Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Determined and decisive; use initiative to develop effective solutions to problems Reliable and dependable – high personal standards and attention to detail Entrepreneurial and pro-active – strong drive and keen business mind Have studied Performance Management, Industrial Relations and Labor Laws and Recruitment and Selection as elective courses along with Management Consultancy and Multinational Enterprises and the Law as non-elective courses Functional Areas: Human Resource Management 																				
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td> <td></td> </tr> <tr> <td>MBA</td> <td>2012</td> </tr> <tr> <td>University Of the Punjab, Lahore</td> <td></td> </tr> <tr> <td>LLB</td> <td>2012</td> </tr> <tr> <td>Leadership College of Commerce, Sialkot</td> <td></td> </tr> <tr> <td>B.COM</td> <td>2008</td> </tr> <tr> <td>Govt. Murray College, Sialkot</td> <td></td> </tr> <tr> <td>I.COM</td> <td>2006</td> </tr> <tr> <td>City Public High School, Sialkot</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2004</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	University Of the Punjab, Lahore		LLB	2012	Leadership College of Commerce, Sialkot		B.COM	2008	Govt. Murray College, Sialkot		I.COM	2006	City Public High School, Sialkot		Matriculation	2004
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Sales Executive																					
<ul style="list-style-type: none"> Launched and organized the sales promotion activities Recorded transaction posting of orders hence ensuring timely update of record 																					
Projects	<ul style="list-style-type: none"> Scrutinized the recruitment and selection process of Stylo Shoes. They used both internal and external methods of recruitment. The steps consisted of giving job advertisement, gathering a pool of candidates, short listing, taking written tests, presentation, interview with functional heads and final selection Examined the performance appraisal system of AFAQ (NPO). They have defined their criteria of performance on which they gave incentive and promotions to their employees. Identified some problems in the performance appraisal and gave recommendations Prepared a research report on strategic distribution network of dairy industry of Pakistan. Studied the aspects such as sales force automation, team meetings, whole seller relationship, product and inventory management 																				
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS 																				
Achievements	<ul style="list-style-type: none"> Team leader, CENTIN, UMT Public Relation Manager in Marketing Club, UMT Captain of college cricket team 																				
Interests	<ul style="list-style-type: none"> Cricket, Current affairs, Traveling, Social work, Human rights, Book reading 																				

 Born 1986	<h2 style="text-align: center;">Amir Ali</h2> <p>Address: H-18 Shalimar Town, Wapda Road, Baghbanpua, Lahore Cell: 0322-4280251 E-mail: amirali038@gmail.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Professionally competent ▪ Good communication and interpersonal skills; an efficient time manager ▪ Self-aware always seeking to learn and grow ▪ Have studied Financial Statement Analysis, Capital Budgeting, Investment analysis and Portfolio Management, as elective courses along with Enterprise Resource Planning, Consumer Banking as non-elective courses ▪ Functional Areas: Accounts, Finance 																
Education and Qualification	<table border="0" style="width: 100%;"> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td style="text-align: right;">2012</td></tr> <tr> <td>Punjab College of Commerce, Lahore</td><td></td></tr> <tr> <td>B.COM</td><td style="text-align: right;">2008</td></tr> <tr> <td>F.C College, Lahore</td><td></td></tr> <tr> <td>ICS</td><td style="text-align: right;">2005</td></tr> <tr> <td>Honours Kindergarten & Secondary School, Lahore</td><td></td></tr> <tr> <td>Matriculation</td><td style="text-align: right;">2003</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Punjab College of Commerce, Lahore		B.COM	2008	F.C College, Lahore		ICS	2005	Honours Kindergarten & Secondary School, Lahore		Matriculation	2003
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Projects	<ul style="list-style-type: none"> ▪ Analyzed the financial statements of Shell Pakistan and applied financial statement analysis techniques to analyze financial ratio, leverage, common size analysis, credit analysis, financial strengths, recurring income ▪ Prepared feasibility report of dairy farming as per capital budgeting perspective. Calculated capital expenditures, payback period, and sensitivity analysis. Also Prepared projected financial statements and amortization table ▪ Prepared financial reports of Nishat Chunian Ltd., analyzed ratio, and calculated required rate of returns, Growth, WACC, Dividend growth models ▪ Applied financial management techniques on financial reports of Attock Petroleum 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Member of Finance Club, UMT, Lahore ▪ Member of Centre for Entrepreneurship and Innovation, UMT, Lahore ▪ Participated in International Conference on Business Management, Lahore ▪ Received certificate of attending HR Conference , LUMS, Lahore 																
Interests	<ul style="list-style-type: none"> ▪ Current affairs, Traveling, Surfing the net for business research, Economical affairs 																

 Born 1986	<h2 style="margin: 0;">Ammar Khalid</h2> <p>Address: 18-C, Mansoorah Multan Road, Lahore Cell: 0331-4144139 E-mail: ammarkhalidch@yahoo.com</p>																								
Personal Profile	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the 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 ▪ Have studied Enterprise Resource Planning, Business Process Modeling and Web Marketing & Analytics as elective courses along with Consumer Behavior and Strategic Human Resource Management as non-elective courses ▪ Functional Areas: Information Systems, Marketing, Human Resource Management 																								
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Projects	<ul style="list-style-type: none"> ▪ Launched solar car ventilator as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc ▪ Developed a web site www.mobilemassplace.com and performed search engine optimization by key word analysis tool and search engine optimization through social media like facebook, twitter, linkedin ▪ Scrutinized the recruitment and selection process of UBL. At UBL, they used both internal and external methods of recruitment 																								
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, E-mail, SEO, SEM ▪ SPSS, PC-TAS, ERP, CISCO Networking 																								
Achievements	<ul style="list-style-type: none"> ▪ Volunteer, Pakistan Entrepreneurial Leadership Program, 2011, UMT ▪ Volunteer, Entrepreneurial Leadership Safari, 2012, UMT 																								
Interests	<ul style="list-style-type: none"> ▪ Badminton, Current Affairs, Traveling, Surfing the net for business research 																								

	<h1>Anam Javaid</h1> <p>Address: 85, Ayyaz Town, Allama Iqbal Street, Near Taj Pura Scheme, Lahore Cell: 0333-8244756 Email: annu1987_pcc@yahoo.com</p>																
Personal Profile	<ul style="list-style-type: none"> Self-aware always seeking to learn and grow Reliable and dependable – analytical and questioning, strive for quality Methodical approach to planning and organizing – good time-manager Self driven and self reliant – set aims and targets and lead by example Good interpersonal skills – work well with others, motivate and encourage Emotionally mature and confident – a calming influence Good team-worker – adaptable and flexible Have studied Investment and Portfolio Management, Risk Management & Financial Derivative as elective course Functional Areas: Finance, Human Resource Management 																
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Professional Experience	<table> <tr> <td>Faysal Bank, Lahore</td> <td>Jul – Aug 2010</td> </tr> <tr> <td>Intern</td> <td></td> </tr> </table> <ul style="list-style-type: none"> Assisted in import and export department in maintaining guarantee register Assisted in scrutinizing the import and export documents Coordinated in verification of L/C and in maintenance of import and export records 	Faysal Bank, Lahore	Jul – Aug 2010	Intern													
Faysal Bank, Lahore	Jul – Aug 2010																
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Projects	<ul style="list-style-type: none"> Developed a report on the financial analysis on Adam Sugar Mills Ltd. Conducted critically ratio analysis for last two years, growth rate, retention rate, capital structure of the company. This company was found in good financial position Conducted detailed fundamental and technical analysis of Lotte PPTA using different tools such as ratio analysis, trends analysis, moving averages, support and resistance. The financial position of company was good from investor point of view Prepared a research report on supply chain of The Coca Cola Company Developed a report on qualitative and quantitative risk management analysis of PIA 																
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS 																
Achievements	<ul style="list-style-type: none"> Participated in Entrepreneurial Festival, 2011 at UMT and got 1st position Participated in 1st UMT Idea Exchange Conference, 2010 Volunteered as organizer in the National Conference on Islam and Modernity 																
Interest	<ul style="list-style-type: none"> Mathematics, Human rights, Badminton, Cooking, Home decorating 																

<p>Born 1987</p>	<p>Aneeqa Atique Address: 27 Zia Colony, Rahat Park, Samnabad, Lahore Cell: 0322-5455558,0321-7449144 E-mail: aneeqa.atique@gmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the objectives ▪ Decisive and result driven ▪ Great team worker, emotionally mature and confident ▪ Acquire change acceptance and conflict management ▪ Possess strong planning, organizing and monitoring abilities ▪ Motivated, keen and determined to move forward in life ▪ Self aware, critical thinker and an efficient time manager ▪ Have studied Brand Management, Consumer Behavior as elective courses along with Succession Planning and Services Marketing as non elective courses ▪ Functional Areas: Marketing, Customer Services, Human Resource Management
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Govt. College for Women, Wazirabad BSc 2006 Govt. College for Women, Wazirabad FSc 2004 MCS High School, Wazirabad Matriculation 2002</p>
<p>Professional Experience</p>	<p>KM Printers, Lahore Jun – Nov 2011 Marketing Executive</p> <ul style="list-style-type: none"> ▪ Improved direct marketing hence increased customer base ▪ Maintained, built and updated mailing database ▪ Liaise and developed relationships with customers ▪ Maintained an up-to-date file on procedures, requirements and standards for each authorization
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Analyzed mothers' behavior and influence of mothers' beliefs, cultural constraints, family values and norms and knowledge regarding use of infant milk by applying the "Theory of Reasoned Action (TRA)" ▪ Found the deficiencies and services gaps in Opera Textile Mills and gave recommendations to improve the process ▪ Launched almond and peanuts flavors for Nestle Instant coffee as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc ▪ Prepared a research report on brand tracking of tea brands. Applied all tools to know the brand preference, recognition and perception of the brand, Tapal Danedar Tea in mind of tea consumers
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Grip on Microsoft Office applications; MS word, Ms excel, Ms Power point ▪ Hands on using tools; SPSS, ERP, Internet surfing and blogging ▪ Sufficient knowledge of Acrobat reader and In-page software
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Appeared in Dean's merit lists during MBA ▪ Worked as member of UMT Entrepreneurship Club 2011 ▪ Volunteer contribution in UMT social Welfare Society and Blood Donor Society ▪ Presented my services as an organizer by being the part of UMT ▪ Certified participant of First ICoBM 2011 Organized by UMT
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Hanging out, Cricket, Politics, Traveling, Music, Movies



Born 1986

Aqleem Ullah Paracha

Present Address: 208 3C1 Township, Lahore

Permanent Address: House No.10/2 Faisal Valley, West Canal Road, Faisalabad

Cell: 0321-3222233

E-mail: aqleemparacha@gmail.com

Personal Profile

- Reliable and dependable in meeting the 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
- **Functional Areas:** Marketing, Customer Services

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Middlesex University, London, UK	
BABA	2008
Government College University, Faisalabad	
FSc	2004
Faisal Public High School, Faisalabad	
Matriculation	2002

Professional Experience

- Al-Munir Traders, Faisalabad** Aug 2010 – Present
Business Development Manager
- Planned meetings with clients to maintain closer business ties for more sales
 - Systemized the process of order fulfillment from customers
 - Developed business reports on regular intervals for review of management
- Vista Management (Shopping Mall), Faisalabad** Jul 2009 – Aug 2010
Manager Marketing and Sales
- Built strong relationship with customer by visiting them regularly
 - Demonstrated the customers about company business plan and convinced them to start their business in Vista Management shopping mall. The target market consisted of famous brands like Ammar Belal, Ideas, The Body Shop, Threads & Motifs, etc.
- Toyota Faisalabad Motors, Faisalabad** Jul 2008 – Jul 2009
Assistant Manager Parts
- Conducted daily audits of spare parts to check their exact location
 - Developed and maintained liaison with customers for sales
 - Prepared international orders for spare parts of Land Cruiser and Cygnus from Japan and Dubai depending on customer requirements
 - Developed a marketing plan for launching Toyota oil in the market

Projects

- Conducted industry analysis of the brand Marks & Spencer in the garments industry of London. It was found that this brand was famous in old age buyers as compared to the youngsters because of their financial status
- Analyzed the supply chain of Pakistan Steel Mill such as budgeting, outsourcing, etc.
- Prepared a research report on consumer buying behavior of Suzuki Mehran and Toyota Corolla users. It was found that consumers buy Suzuki Mehran because of its low price, less fuel consumption and low price of its spare parts

Computer Skills

- Ms Office (Word, Excel, Power Point)
- Internet, e-mail
- SPSS

Achievements

- Managed events for Management Society at the Middlesex University
- Active member of Islamic Society at Middlesex University
- Attended workshops on leadership skills, time management, team building, etc.

Interests

- Cricket, Current affairs, Traveling, Surfing internet, etc.



Born 1987

Arshia Ishaq

Current Address: UMT Girls Hostel, Mustafa Town, Lahore

Permanent Address: Kotli Bhutta P.O.Box Uggoki Teh & Distt, Sialkot

Cell: 0323-4593735

E-mail: arshia_ishaq@hotmail.com

Personal Profile	<ul style="list-style-type: none">▪ Co-operative, good observer, honest and confident▪ Possess good management abilities, good planning and organizing abilities, hardworking, achievement oriented▪ Good communication and interpersonal abilities▪ Self aware – always seeking to learn and grow, team player, loyal and determined▪ Have studied Human Resource Information System, Training and Development, Strategic Human Resource Management, Enterprise Resource Planning and Compensation & Benefits as elective course▪ Functional Areas: Human Resource Management																		
Education and Qualification	<table><tr><td>University of Management & Technology (UMT), Lahore</td><td></td></tr><tr><td>MBA</td><td>2012</td></tr><tr><td>University of Management & Technology (UMT), Lahore</td><td></td></tr><tr><td>BBIT</td><td>2010</td></tr><tr><td>Govt. Post Graduate College, Sialkot</td><td></td></tr><tr><td>Intermediate</td><td>2005</td></tr><tr><td>Higher Secondary School, Sialkot Cantt.</td><td></td></tr><tr><td>Matriculation</td><td>2003</td></tr></table>	University of Management & Technology (UMT), Lahore		MBA	2012	University of Management & Technology (UMT), Lahore		BBIT	2010	Govt. Post Graduate College, Sialkot		Intermediate	2005	Higher Secondary School, Sialkot Cantt.		Matriculation	2003		
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Professional Experience	<table><tr><td>MCB Sialkot</td><td>Aug - Oct 2011</td></tr><tr><td>Intern</td><td></td></tr><tr><td><ul style="list-style-type: none">▪ Assisted in preparing and checking daily vouchers▪ Coordinated in clearing process▪ Assisted in filling the account opening forms</td><td></td></tr><tr><td>Cupola Pakistan, New Garden Town, Lahore</td><td>Mar – Apr 2010</td></tr><tr><td>Intern</td><td></td></tr><tr><td><ul style="list-style-type: none">▪ Assisted in maintaining and updating personal files of the employees▪ Assisted the manager in preparing training material</td><td></td></tr><tr><td>UBL, Sialkot Branch</td><td>Aug– Sep 2009</td></tr><tr><td>Intern</td><td></td></tr><tr><td><ul style="list-style-type: none">▪ Coordinated in preparing the remittance forms for customers to transfer their amount▪ Assisted in preparing deposit slips▪ Assisted in making entries for dispatch receipts</td><td></td></tr></table>	MCB Sialkot	Aug - Oct 2011	Intern		<ul style="list-style-type: none">▪ Assisted in preparing and checking daily vouchers▪ Coordinated in clearing process▪ Assisted in filling the account opening forms		Cupola Pakistan, New Garden Town, Lahore	Mar – Apr 2010	Intern		<ul style="list-style-type: none">▪ Assisted in maintaining and updating personal files of the employees▪ Assisted the manager in preparing training material		UBL, Sialkot Branch	Aug– Sep 2009	Intern		<ul style="list-style-type: none">▪ Coordinated in preparing the remittance forms for customers to transfer their amount▪ Assisted in preparing deposit slips▪ Assisted in making entries for dispatch receipts	
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Intern																			
<ul style="list-style-type: none">▪ Assisted in preparing and checking daily vouchers▪ Coordinated in clearing process▪ Assisted in filling the account opening forms																			
Cupola Pakistan, New Garden Town, Lahore	Mar – Apr 2010																		
Intern																			
<ul style="list-style-type: none">▪ Assisted in maintaining and updating personal files of the employees▪ Assisted the manager in preparing training material																			
UBL, Sialkot Branch	Aug– Sep 2009																		
Intern																			
<ul style="list-style-type: none">▪ Coordinated in preparing the remittance forms for customers to transfer their amount▪ Assisted in preparing deposit slips▪ Assisted in making entries for dispatch receipts																			
Projects	<ul style="list-style-type: none">▪ Developed a report on training and development process at Diamond Paints to asses need analysis process, training design and training evaluation▪ Prepared a research report on the type of culture prevailing at Cupola Pakistan▪ Prepared a project report on automating payroll systems of organizations▪ Analyzed working of KFC's HR department																		
Computer Skills	<ul style="list-style-type: none">▪ Microsoft Office (word, excel, front page, power point , access)▪ Internet, E-mail▪ SPSS																		
Achievements	<ul style="list-style-type: none">▪ Appeared 6 times name in Dean's honors list at university level▪ Participated in Workshop on, "Recruitment & Selection" by Cupola Pakistan▪ Organizer of Knowledge Contest under SAF at university level																		
Interests	<ul style="list-style-type: none">▪ Reading novels, Traveling, Home decore, Writing goals to develop my personality																		



Born in 1985

Asma Saeed

Address: 33 Tipu Block, New Garden Town, Lahore

Cell: 0321-6895326

E-mail: asmasaeed7@gmail.com

Personal Profile

- Reliable and dependable in meeting the 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
- Have studied Training & Development, Recruitment and Selection, Compensation and Benefits as elective courses along with Knowledge Management and Human Resource Information System as non-elective courses
- **Functional Area:** Human Resource Management

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
University of Management and Technology (UMT), Lahore	
B.COM	2006
Jinnah Foundation College, Lahore	
FSc	2004
Z.M High School and College, Lahore	
Matriculation	2002

Projects

- Developed a research report on training and development process at KFC. Examined the training need analysis, transfer of training and its evaluation. Pointed out the flaws in training and management. Suggested the action plans for improvement.
- Prepared a research report on recruitment and selection process at Beacon House School System. Pointed out the gaps and gave recommendations.
- Analyzed the compensation and benefits system at Engro Foods. Highlighted the drawbacks and gave recommendations.
- Launched GSM patient care system as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc.

Computer Skills

- Ms Office (Word, Excel, Power Point)
- Internet, e-mail
- SPSS

Achievements

- Organizer in UMT Entrepreneurial Festival, 2009
- Got first prize for organizing UMT Entrepreneurial Festival, 2011
- Participated in several seminars at UMT

Interests

- Reading books and novels, Badminton, Surfing the net for business research



Born 1988

Atia Aftab

Address: UMT Girl's Hostel, Education block Mustafa Town, Lahore

Cell:0333-8419956

Email: atiaaftabahmad@gmail.com

Personal Profile	<ul style="list-style-type: none">Results-driven, logical and methodical approach to achieving tasks and objectivesSelf-driven and self-reliant - set aims and target and lead by exampleHard working, possess strong planning, organizing and monitoring abilitiesAdaptable and flexible; well-organized planner and schedulerSelf-aware - always seeking to learn and growGood communication and interpersonal skills, an efficient time managerHave studied Investment and Portfolio Management, Financial Statement Analysis, International Finance, Supply Chains Strategies, Project Management, Logistics Management as elective courses and Supply Chains Management, Business Strategies & Planning, Operations Management and Corporate Finance as non-elective coursesFunctional Areas: Finance, Operations, 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>2012</td></tr><tr><td>Govt. College of Commerce, Gujrat</td><td></td></tr><tr><td>B.COM</td><td>2008</td></tr><tr><td>Gujrat College of Commerce, Gujrat</td><td></td></tr><tr><td>I.COM</td><td>2006</td></tr><tr><td>Govt. Girls High School, Gujrat</td><td></td></tr><tr><td>Matriculation</td><td>2004</td></tr></table>	University of Management and Technology (UMT), Lahore		MBA	2012	Govt. College of Commerce, Gujrat		B.COM	2008	Gujrat College of Commerce, Gujrat		I.COM	2006	Govt. Girls High School, Gujrat		Matriculation	2004
University of Management and Technology (UMT), Lahore																	
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I.COM	2006																
Govt. Girls High School, Gujrat																	
Matriculation	2004																
Professional Experience	<table><tr><td>University of Gujrat</td><td>Nov 2008 - Jan 2009</td></tr><tr><td>Intern</td><td></td></tr><tr><td colspan="2"><ul style="list-style-type: none">Coordinated and assisted treasury department in auditing and budgeting for smooth relationship with banks</td></tr></table>	University of Gujrat	Nov 2008 - Jan 2009	Intern		<ul style="list-style-type: none">Coordinated and assisted treasury department in auditing and budgeting for smooth relationship with banks											
University of Gujrat	Nov 2008 - Jan 2009																
Intern																	
<ul style="list-style-type: none">Coordinated and assisted treasury department in auditing and budgeting for smooth relationship with banks																	
Projects	<ul style="list-style-type: none">Constructed a portfolio of investment for 22 million PKR. Hypothetically transacted at Stock exchange under lining the volume of that day and sold after one month with the profit of 0.8 millionExamined the financial statements of High Noon and Abbot. Conducted Ratio analysis, analysis of financing, investing and operating activities and identified areas of earning managementAnalyzed end-to-end supply chains of Century Paper & Board Mills Limited. Examined there financial, material and information flows and identified gap. Recommended them to implement CPFR model and developed complete plan for strategy & planning, demand & supply managementConducted research for Bata for market penetration. Developed a marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. Prepared a research report on warehousing activities such as inventory management, material handling activities and layout of Bata																
Computer Skills	<ul style="list-style-type: none">Ms Office (Word, Excel, Power Point)Internet, e-mailERP, SPSS																
Achievements	<ul style="list-style-type: none">Appeared in Dean's lists twice during MBAVolunteer, Pakistan Entrepreneurial Leadership Program, 2011Received certificate of participation in LUMS HR Confluence 2011																
Interests	<ul style="list-style-type: none">Reading, Badminton, Drawing & Designing, Traveling, Relations																

<p>Born 1985</p>	<p>Atif Iqbal Present Address: H. No. E 188/5, St. No. 4, Peer Colony, Walton Road, Lahore Permanent Address: Ahmad Oil and Ghee Mill Industry, Rahim Yar Khan Cell: 0301-8779444 E-mail: sayyedqadri@gmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Determined and decisive: use 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 ▪ Identify and develop opportunities; innovate and make things happen ▪ Good interpersonal skills – work well with others, motivate and encourage ▪ Self aware – always seeking to learn and grow ▪ Good communication and interpersonal skills; an efficient time manager ▪ Have studied Sales Force Management, Strategic Distribution Networks, Services Marketing and Consumer Behavior as elective courses ▪ Functional Areas: Marketing, Sales, Customer Services
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Islamia University, Bahawalpur BBA (H) 2010 NICAAS College, Rahim Yar Khan ICS 2004 Sir Sayyed Model High School, RYK Matriculation 2002</p>
<p>Professional Experience</p>	<p>Askari Bank Ltd., Rahim Yar Khan Aug – Sep 2010 Intern <ul style="list-style-type: none"> ▪ Assisted in customer relationship department, account opening & credit department, online transfer funds control. Dealt with NIFT </p>
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Developed a research report on the services of Iqra Medical Complex. The focus was on services to Gynae patients. The hospital capacity was not being utilized to 100%. It was recommended to organize their marketing campaign keeping in view Gynae services and target corporate clients ▪ Prepared a research report to develop effective sales force for Shezan. The top management was relying on rain makers to achieve sales targets. Utilizing rain makers as trainers for Sales Executive and designing territory of each Area Sales Manager in term of time, distance and population was suggested ▪ Prepared a research report on consumer buying behavior of pesticide items at PSO filling station. The idea tested was that how farmers would behave regarding purchasing of pesticide items if Auriga opened their pesticide retail shops at PSO filling stations in rural areas
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Participated in workshops on Confidence Building, Personal Grooming, Leadership Skills, Influencing and Negotiation Skills ▪ Worked for people suffering from earth quake disaster in Rahim Yar Khan in 2005 ▪ Donated blood to patients in hospital
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Cricket, Current affairs, Traveling, Religion, literature, Watching TV, Automobiles



Born 1986

Ayesha Zaheer

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Cell: 0322-6660783

E-mail:ashi.zaheer@gmail.com

Personal Profile

- Reliable and dependable in meeting the objectives
- Hard working, possess strong planning, organizing and monitoring abilities
- Motivated, enthusiastic and determined to move forward in life
- Creative and having innovating ideas, flexible can easily work in diverse environment
- Good communication and interpersonal skills, operative; an efficient time manager
- Have studied Strategic Human resource management, Training and development, Compensation and benefit as elective courses along with Business Strategy and Distribution Network as non-elective courses
- **Functional Areas:** Marketing, Customer services, Human Resource Management

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Government College University, Faisalabad	
BBA	2009
Muhammad Ali Tariq Girls College, Jranwala	
ICS	2005
Al Raza Model High School, Jranwala	
Matriculation	2003

Professional Experience

PTCL, Faisalabad	Aug – Oct 2009
Intern	
<ul style="list-style-type: none"> ▪ Coordinated in developing marketing plan, preparing marketing campaign for the review of senior management ▪ Assisted in sales promotion activities of V-phone wireless products ▪ Volunteered in launching and organizing sales campaign to create pull ▪ Assisted in preparing media plans, searching potential customers ▪ Coordinated in a survey to analyze the services of PTCL as compared to its competitor such as Wateen and Wi-Tribe in the area of land line, Wi-Fi, etc. 	

Projects

- Developed a research report on international marketing strategy of the Coca Cola Company. Studied the aspects such as marketing plan consisting of target market selection, 4 Ps, market segmentation, etc.
- Prepared a research report on strategic distribution network of Nestle Milkpak. Studied the whole process from raw milk collection to finished products in the shops and strategies adopted
- Analyzed the performance appraisal system of NetSol. They had an online appraisal system in which every employee could review his/her performance appraisal and give feedback
- Analyzed the training and development process at Diamond Paints. They had hired trainers for developing technical and managerial skills in employees. They also outsourced and arranged foreign tours of their employees for training
- Developed a research report on human resource function of PIA. In PIA, there was lot of political interference and bias for senior positions. Hiring employees with relevant experience to run PIA in profit was suggested

Computer Skills

- MS Office (Word, Excel, Power Point)
- Internet, e-mail
- SPSS

Achievements

- Participated in workshops on Negotiation Skills, Personal Grooming, Team Building, Build Your Confidence and Leadership Skills at UMT

Interests

- Current affairs, Traveling, Social networking, Organizing events



Born 1986


Bilal Naveed

Address: H-199, Sector-1, Block-B II, Town Ship, Lahore

Cell: 0322-4450624

Email: bilal_naveed2002@hotmail.com

Personal Profile	<ul style="list-style-type: none"> ▪ High integrity, diligent and conscientious ▪ Reliable and dependable in meeting objectives ▪ Good interpersonal and communication skills ▪ Good listener, motivated, enthusiastic and determined to move forward in life ▪ Have studied Strategic Brand Management, Strategic Distribution Networks and Consumer Behavior as elective courses along with Human Resource Information System and Sales Force Management as non-elective courses ▪ Functional Areas: Marketing, Human Resource Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>University of Wales, Cardiff, UK BBA (Hons) 2008</p> <p>Emirates College for Mgt. & Info. Tech. (ECMIT), DxB, UAE Associates of Science 2007</p> <p>Government College for Boys, Lahore FSc (Pre Engineering) 2005</p> <p>The Punjab School, Lahore Matriculation 2003</p>
Professional Experience	<p>A.K. Land General Transport, DxB, UAE Nov 2005-Feb 2009 GM</p> <ul style="list-style-type: none"> ▪ Developed and executed new business plans depending on market situation <p>Family Businesses June 2009-Current</p> <ul style="list-style-type: none"> ▪ Developed the new property management system in Ms Excel ▪ Resolved various issues related to wheat, rice, flour trading business
Projects	<ul style="list-style-type: none"> ▪ Prepared a research report on the "Glass Ceiling" factor in the UAE market. In UAE, the women are not given chance to come to the top level position in the organizations. This culture was prevailing very much over there. In most of the companies the males were promoted to higher positions ▪ Examined the supply chain of Dawood Hercules Chemicals Limited and developed an approved plan for them. Automatized the finished goods transportation, down stream process through gates ▪ Prepared a research report on strategic distribution network of Red Bull in Lahore, studied the aspects such as sales force automation, team meetings, wholesaler relationship, product and inventory management. ▪ Examined the distribution network of Muller & Phipps Pakistan (Pvt.) Limited. Their entire system was based on latest technology such as hand-held devices with order takers, and the process of synchronization resulting in the auto scheduling of delivery vehicles. The chances of problem due to human error or the bias were very low ▪ Launched an online selling boutique along with the successful subscription of required no. of customers worldwide. The orders were taken online and the payments were also carried out online. The product was delivered to the prospective customer through TCS or DHL
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, E-mail
Achievements	<ul style="list-style-type: none"> ▪ Led the student council as V.P. at ECMIT, DxB. ▪ Volunteer, Public Speaking Competition 2006 by Emirates Environmental Group, UAE ▪ Participated in DxB Financial Market Stock Game Competition
Interests	<ul style="list-style-type: none"> ▪ Bowling, Travelling, Relations, Badminton, Interior decoration

 <p>Born 1977</p>	<h2>Faisal Khurshid</h2> <p>Address: H-73, Model Town C Block, Lahore Cell: 0321-4089884 E-mail: faysalawan65@yahoo.com</p>								
Personal Profile	<ul style="list-style-type: none"> Ability to inspire, motivate, and lead a team Decision making ability and sense of responsibility Self driven, imaginative, punctual, and hardworking to carry on and excel in life A strong commitment to customer service and to work under pressure Have studied Strategic Brand Management, Sales Force Management, Strategic Human Resource Management as elective courses along with Multinational Enterprises & Law and Transnational Commercial Law as non-elective courses Functional Areas: Marketing, Customer Services, HRM 								
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore MBA</td> <td>2012</td> </tr> <tr> <td>University of The Punjab, Lahore BA</td> <td>2008</td> </tr> <tr> <td>Govt. Degree College for Boys, Jauharabad FSc</td> <td>1997</td> </tr> <tr> <td>Govt. Technical Model High School, Jauharabad Matriculation</td> <td>1993</td> </tr> </table>	University of Management and Technology (UMT), Lahore MBA	2012	University of The Punjab, Lahore BA	2008	Govt. Degree College for Boys, Jauharabad FSc	1997	Govt. Technical Model High School, Jauharabad Matriculation	1993
University of Management and Technology (UMT), Lahore MBA	2012								
University of The Punjab, Lahore BA	2008								
Govt. Degree College for Boys, Jauharabad FSc	1997								
Govt. Technical Model High School, Jauharabad Matriculation	1993								
Professional Experience	<p>Citibank, Lahore May – Sep 2008 Sr. Sales Officer</p> <ul style="list-style-type: none"> Maintained and updated daily records of qualifying customers applications Replied to customers' queries regarding credit card types, interest rates, etc. Enhanced direct marketing skills through prospecting credit card customers <p>Hummer Brother Silica Sand Co, Khushab Jan 2003 - Feb 2007 Partnership</p> <ul style="list-style-type: none"> Successfully extracted silica sand from Wadi-e-Soon Sakesar mountains Negotiated with glass, paint and iron factories and supplied silica sand <p>American Airlines, Dallas Fort worth Texas, USA Jul 2000 – Feb 2002 Passenger Service Agent</p> <ul style="list-style-type: none"> Sold tickets and performed reservations Assisted in announcements, boarding and any delays or overbooking of flights <p>Globe Aviation Inc., Dallas Fort worth Texas, USA Aug 1997 - Jul 2000 Security Supervisor (Pre-Board Screener)</p> <ul style="list-style-type: none"> Resolved conflict situations, performed security checks of passengers Monitored security television, responded to alarms, bomb threats, etc. <p>Pizza Hutt, Dallas Fort worth Texas, USA May - Aug 1997 Line Server</p> <ul style="list-style-type: none"> Handled and served food orders efficiently Coped well with pressure because of fast pace working environment 								
Projects	<ul style="list-style-type: none"> Analyzed the Sales Force Management strategies of Coca Cola, Pakistan Conducted research on consumer behavior regarding the selection of bath soap, derived the impact of variables e.g. ingredients, fragrance, color, size, etc. Innovated and assembled finger print biometric dual security lock system Examined the recruitment and selection process of Sammi Daewoo, Pakistan Conducted critical analysis on compensation & benefit management of Engro 								
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point), SPSS Internet, e-mail 								
Achievements	<ul style="list-style-type: none"> Appeared in top performers list throughout MBA Social worker of Gulli Memorial Welfare Society, Khushab Worked voluntarily for flood victims at Mangwal Village, Khushab 								
Interests	<ul style="list-style-type: none"> Cricket, Badminton, Traveling, Agriculture, Mining, Reading Novels 								

 Born 1986	<h2>Fakhar Iqbal</h2> <p>Present Address: 89 C-1, High Court Society, Faisal Garden, Johar Town, Lahore Permanent Address: C/O Mirza Muhammad Iqbal, Khan Mahal Cinema Road, Chohan Street, Sialkot Cell: 0347-7144417, 0321-6199919 E-mail: fakhariqbal001@gmail.com</p>																				
Personal Profile	<ul style="list-style-type: none"> ▪ High personal integrity, and able to relate and to create trust in all ▪ Highly articulate, confident and persuasive team-builder, able to motivate and communicate to achieve exceptional business performance ▪ Dependable and reliable in supporting and enabling team effort to produce genuine long-term sustainable development ▪ Persistent and flexible approach to the mutually beneficial achievement of personal goals, suppliers and customers ▪ Functional Areas: Marketing, Logistics & Supply Chain Management 																				
Education and Qualification	<table border="0"> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td>2012</td></tr> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>BBS</td><td>2011</td></tr> <tr> <td>Leadership College, Sialkot</td><td></td></tr> <tr> <td>B.COM</td><td>2008</td></tr> <tr> <td>Govt. Islamia College, Sialkot</td><td></td></tr> <tr> <td>FSc</td><td>2006</td></tr> <tr> <td>City Public High School, Sialkot</td><td></td></tr> <tr> <td>Matriculation</td><td>2004</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	University of Management and Technology (UMT), Lahore		BBS	2011	Leadership College, Sialkot		B.COM	2008	Govt. Islamia College, Sialkot		FSc	2006	City Public High School, Sialkot		Matriculation	2004
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Professional Experience	<table border="0"> <tr> <td>Shafi Bonzer Industries, Pvt. Ltd. Sialkot</td><td>Jul 2008 - Jan 2009</td></tr> <tr> <td colspan="2">Assistant Manager Quality Assurance</td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> ▪ Maintained and upgraded the company's quality and safety management systems ▪ Investigated the root cause of the customer complaints to minimize them ▪ Developed and maintained raw/packaging material and process control norms </td></tr> <tr> <td>Shafi Associates Sialkot</td><td>Dec 2007 - May 2008</td></tr> <tr> <td colspan="2">Quality Supervisor (Surgical Division)</td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> ▪ Assured the good quality of raw material and finished goods ▪ Investigated complaints on existing products and responded to vendor or customer ▪ Established work procedures to meet testing and schedules </td></tr> </table>	Shafi Bonzer Industries, Pvt. Ltd. Sialkot	Jul 2008 - Jan 2009	Assistant Manager Quality Assurance		<ul style="list-style-type: none"> ▪ Maintained and upgraded the company's quality and safety management systems ▪ Investigated the root cause of the customer complaints to minimize them ▪ Developed and maintained raw/packaging material and process control norms 		Shafi Associates Sialkot	Dec 2007 - May 2008	Quality Supervisor (Surgical Division)		<ul style="list-style-type: none"> ▪ Assured the good quality of raw material and finished goods ▪ Investigated complaints on existing products and responded to vendor or customer ▪ Established work procedures to meet testing and schedules 									
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Quality Supervisor (Surgical Division)																					
<ul style="list-style-type: none"> ▪ Assured the good quality of raw material and finished goods ▪ Investigated complaints on existing products and responded to vendor or customer ▪ Established work procedures to meet testing and schedules 																					
Projects	<ul style="list-style-type: none"> ▪ Developed a report to improve warehouse layout, inventory management techniques, purchasing process, transportation and delivering strategies of Makro Cash & Carry in the context of logistics management ▪ Analyzed the end-to-end supply chain structure of Al Quraish Paper Mills and identified the gaps present in their supply chain, gave suggestions about the flaws and demand collaboration problems ▪ Developed a project for opening a school in flood affected area using project management techniques such as project screening matrix, project control, project termination, Gantt charts, costing and Ms. Project management, etc. The project was found feasible ▪ Prepared a feasibility report in the form of market research and consumers perception about Gourmet juices if they launched it, and applied product mix and different tools to give a path for next five years ▪ Analyzed the impact of advertisement on rural areas of Pakistan with respect to their awareness and buying decisions about the Nestle juices 																				
Achievements	<ul style="list-style-type: none"> ▪ Organized Entrepreneurial Festival as media organizer in UMT ▪ Member of the Marketing Club of UMT ▪ Member of the Supply Chain Club of UMT 																				
Interests	<ul style="list-style-type: none"> ▪ Reading books, Travelling, Badminton, Cricket, Driving 																				



Born 1986

Farrukh Ijaz

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Email: farrukh-ijaz@hotmail.com

Personal Profile	<ul style="list-style-type: none"> ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Motivated, enthusiastic and determined to move forward in life ▪ Devoted to work with good time management skills ▪ Have studied Strategic Management, Capital Budgeting, Long Term Investments, Risk Management, Islamic Banking and Financial Statement Analysis as elective courses along with SME and Knowledge Management as non-elective courses ▪ Functional Areas: Capital Budgeting, Islamic Banking and Finance
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2010</p> <p>PAF Intermediate College, Lahore Cantt. FSc (Pre-Engineering) 2005</p> <p>Garrison Boys High School, Lahore Cantt. Matriculation 2003</p>
Professional Experience	<p>Bio-Vet Private Limited, Lahore Mar 2012 – Present Management Trainee Officer (MTO)</p> <ul style="list-style-type: none"> ▪ Conducted marketing research on further food products of K&N's, Menu and Mon Salwa. Developed product & pricing strategies w.r.t. stores location/area. Conducted area wise monthly sales analysis. Developed Layout Designs and SOPs <p>KFC, Gujranwala Jul 2011 – Oct 2011 Researcher</p> <ul style="list-style-type: none"> ▪ Conducted diagnostic study of KFC declining sales. Conducted marketing research segment wise and product wise. Recommended promotional strategies <p>Packages Limited Oct – Nov 2009 Intern</p> <ul style="list-style-type: none"> ▪ Performed data entry in MS Excel and SAP. Assisted in auditing of production of tissue paper. Assisted in market study of tissue paper demand
Projects	<ul style="list-style-type: none"> ▪ Conducted ratio analysis of Searle & Sanofi-Aventis through asset management, profitability and ROI analysis. The analysis revealed that Searle was well managing its assets & operating efficiently ▪ Developed a research report on risk management techniques for site selection process & loan financing by banks. Reported the banks site selection criteria and businesses banks finance loan criteria ▪ Developed a feasibility report for establishing leather garments stitching unit (SME) via loan financing. Conducted business/financial planning to get loan, market forecast and required documentation and procedures for financing ▪ Conducted financial analysis of Attock Refinery Limited (ARL). Determined the Liquidity and Profitability of ARL w.r.t. industry. It was concluded that ARL was managing its assets well
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point and Project) ▪ Internet, e-mail ▪ SPSS ▪ Project Management (Planning, Time Management and Decision Making)
Achievements	<ul style="list-style-type: none"> ▪ Appreciation letter from the University for showing consistently good results ▪ Certificate of participating and organizing Entrepreneurial Festival 2009 at UMT ▪ Member of planning committee at university level
Interests	<ul style="list-style-type: none"> ▪ Cricket, Badminton, Music, Surfing the net for research work



Born 1987

Hafiz Muhammad Tahseen Hassan

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Cell: 0333-4516383

E-mail: tahseenhassan21@gmail.com

Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting the 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 Have studied Strategic Brand Management, Consumer Behavior, Performance Management, Recruitment & Selection as elective courses along with Strategic Distribution Networks and Business Process Management as non-elective courses Functional Areas: Marketing, Sales, Human Resource Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore</p> <p>MBA 2012</p> <p>M.A.O College, Lahore</p> <p>B.COM 2007</p> <p>Scholars College, Lahore</p> <p>FSc 2004</p> <p>Board of Intermediate & Secondary Education, Lahore</p> <p>Matriculation 2002</p>
Professional Experience	<p>Venus Cables, Lahore Apr 2010 - present</p> <p>Sales & Marketing Officer</p> <ul style="list-style-type: none"> Improved direct marketing thus increased customer base Developed marketing plan, prepared reports for the review of senior management Volunteered in launching and organizing sales strategies to create pull <p>Ferry Paint, Lahore Oct 2006 – Sep 2007</p> <p>Sr. Accounts Officer</p> <ul style="list-style-type: none"> Maintained accounts of company hence kept the record updated Recorded transaction posting hence ensuring timely update of record Maintained record of orders from customers
Projects	<ul style="list-style-type: none"> Prepared a research report about the consumer behavior of Sohrab motor bike. The consumers were complaining about the quality of the bike, usage of spare parts of good quality was recommended to keep the customers intact Prepared a research report on sales distribution network of Venus Cables Pak. Studied the aspects such as sales force automation, team meetings, whole seller relationship, and product and inventory management Scrutinized the recruitment and selection process of World Call Telecom. It was found that World Call Telecom is using both internal and external method of recruitment. They not only promote their existing employee to higher positions, but also hire new employees Conducted research to analyze training & development process at Nestle. It was found that they make teams of new employees and train them. For the employees like salesmen, experienced persons train them
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS
Achievements	<ul style="list-style-type: none"> Participated in a conference, "Trade Not Aid" at LCCI in 2010 Participated in seminar, "Marketing and Perception of Pakistan" organized by SAMAA TV Participated in a seminar on Globalization and Pakistan Economy at UMT
Interests	<ul style="list-style-type: none"> Cricket, Current affairs, Traveling, Surfing the net for business research, Newspaper reading

Born1988	Hafiz Muhammad Waqas Sharif Address: House-B 36, Military Accounts Society, Lahore Cell: 0300-7853049 Email: waqas049@Yahoo.com
Personal Profile	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the 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 ▪ Strong planning, organizing and monitoring abilities - an efficient time-manager ▪ Fully committed to change and continuous process improvement ▪ Ability to manage within a diverse and distributed team environment ▪ Strong teamwork and collaboration skills ▪ Dynamic and innovative thinker ▪ Functional Areas: Finance And Accounting
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 University of Management and Technology (UMT), Lahore BBS 2010 KAS College Model Town, Lahore B.COM 2008 Board of Intermediate and Secondary Education, Lahore FA 2005 Board of Intermediate and Secondary Education, Bahawalpur Matriculation 2003
Professional Experience	PAK Face Brick, Limited Jun – Jul 2011 Intern <ul style="list-style-type: none"> ▪ Coordinated with permanent customers by the consent of CEO. Kept record of inventory of the minerals used in brick making ▪ Assisted in deciding the salary packages of the employees ▪ Assisted in maintaining records on daily, weekly, monthly and yearly basis
Projects	<ul style="list-style-type: none"> ▪ Developed a research report on capital budgeting decision of a medical store. Developed a business plan on the financial bases to find out how much cost the company can bear and how much profit will be generated after investment ▪ Conducted financial statement analysis of Maple Leaf and Lucky Cement. Determined the financial ratios of both companies like leverage ratios, liquidity ratios, turnover ratios and evaluated which company is performing better and why ▪ Prepared a report on use of fundamental analysis and technical analysis software by the brokers of Lahore Stock Exchange ▪ Prepared a business plan on marketing strategies of Birds Eye View 'Helium Gas Balloon'. Introduced the balloon for advertising of telecom companies like Mobilink and Ufone and calculated its cost
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT ▪ Participated in UMT Idea Exchange, 2011 ▪ Member of the UMT volleyball team for three years
Interests	<ul style="list-style-type: none"> ▪ Traveling, Internet, Reading books related to arts, literature and religion, Networking



Born 1987

Hashim Ali Akram

Address: House No 50/b, Street-93 Jinnah Colony, Peer Ghazi Road, Ichhra, Lahore

Cell: 0321-4949587, 0333-4745647

Email: www.hashim@hotmail.com

Personal Profile	<ul style="list-style-type: none"> High integrity and honesty; ethically and socially aware Good interpersonal skills- work well with others motivate and encourage Ability to inspire, motivate, and lead a team Entrepreneurial and pro-active; innovative and make things happen Methodical and rigorous approach to achieving tasks and objectives Have studied Investment Portfolio, Financial Statement Analysis, Business Finance and Consumer Behavior as elective courses along with Transnational Management and Business Research as non-elective courses Functional Areas: Banking & Finance, Human Resource Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>University of Management and Technology (UMT), Lahore BBS 2011</p> <p>Punjab College of Commerce, Lahore B.COM 2008</p> <p>Scholars College of Commerce I.COM 2006</p> <p>Sana Foundation High School Matriculation 2004</p>
Professional Experience	<p>Harvest Topworth International, Lahore Business Development Executive Jun 2012 - Present</p> <ul style="list-style-type: none"> Introduce international brokers and prospecting potential investors Provide market information to clients and work to achieve business targets <p>Nokia Care (Global Customer Care), Lahore Jun – Sep 2010 Intern</p> <ul style="list-style-type: none"> Assisted in accounts department by doing entries in software hence updated records Assisted in HR department by developing a data base Assisted in finance budgeting and in admin department <p>Ameen & Co., Lahore Intern Jan – Feb 2009</p> <ul style="list-style-type: none"> Assisted in maintaining and checking tax files and contract files
Projects	<ul style="list-style-type: none"> Conducted financial statement analysis of Attock and National refinery. Analyzed the ratios, cash flow, RNOA and ROCE, and calculated earning coverage ratio Selected 20 listed companies on stock exchange and did investment in them on their share price basis and sold them after one month to calculate profit and loss Conducted analysis on training and development process at PEL and KFC Prepared a research report on business idea project of solar charging pouch Examined the clearing department of National bank of Pakistan. Did SWOT analysis, checked their market share, procedure of clearing, and gave recommendations Prepared a research report on decision of undergraduate students to select university
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS
Achievements	<ul style="list-style-type: none"> Participated in business idea competition in FAST & won 2nd runner up, 2012 Team member of university cricket team Voluntarily associated with Waseela Foundation
Interests	<ul style="list-style-type: none"> Cricket, Badminton, Traveling, Agriculture, Swimming, Driving

Born 1985	Hassan Javed Current Address: H-No.31, Farooq Avenue, G Block, Johar Town, Lahore Permanent Address: Cheema Street Rangpura Road, Sialkot Cell : 0300-6184645 E-mail: hjhassanjaved@gmail.com																
Personal Profile	<ul style="list-style-type: none"> ▪ Adaptable and flexible; well-organized planner and scheduler ▪ High integrity and honesty; ethically and socially aware ▪ Emotionally mature - calming and positive temperament, compassionate and caring ▪ Excellent inter-personal & communication skills ▪ Team Player – loyal and determined ▪ Good interpersonal skills - work well with others, motivate and encourage ▪ Self aware – always seeking to learn and grow ▪ Have studied Strategic Human Resource Management, Human Resource Information System and Training & Development as elective courses along with Entrepreneurship, Business Research, Strategic Marketing Management as non-elective courses ▪ Functional Areas: Marketing, Human resource management 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td>2012</td></tr> <tr> <td>Government College of Commerce, Sialkot</td><td></td></tr> <tr> <td>B.COM</td><td>2007</td></tr> <tr> <td>Gulf Pakistan English School & College, Kuwait</td><td></td></tr> <tr> <td>FSc</td><td>2004</td></tr> <tr> <td>Gulf Pakistan English School & College, Kuwait</td><td></td></tr> <tr> <td>Matriculation</td><td>2002</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Government College of Commerce, Sialkot		B.COM	2007	Gulf Pakistan English School & College, Kuwait		FSc	2004	Gulf Pakistan English School & College, Kuwait		Matriculation	2002
University of Management and Technology (UMT), Lahore																	
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B.COM	2007																
Gulf Pakistan English School & College, Kuwait																	
FSc	2004																
Gulf Pakistan English School & College, Kuwait																	
Matriculation	2002																
Professional Experience	<table> <tr> <td>Prime Cargo International, Sialkot</td><td>Feb 2008 – Feb 2009</td></tr> </table> Accounts Officer <ul style="list-style-type: none"> ▪ Collection of payments from creditors within time limit ▪ Cross-checking of sales and purchase invoices ▪ Monthly reconciliation for AP/AR ▪ Issuance of cheques and official receipts ▪ Performed general administration tasks 	Prime Cargo International, Sialkot	Feb 2008 – Feb 2009														
Prime Cargo International, Sialkot	Feb 2008 – Feb 2009																
Projects	<ul style="list-style-type: none"> ▪ Developed an entrepreneurial project, “Honey in sachet” and developed its comprehensive business plan consisting of 4P’s, market segmentation and target market selection. Conducted PEST and Porter 5 forces analysis. Also conducted the financial analysis which assured that it was a feasible project ▪ Developed a business research report on Lifebuoy soap with respect to repositioning in rural areas. Compared lifebuoy with Safe guard. We found that most of the people use Lifebuoy and they have little knowledge about other brands ▪ Conducted industrial analysis of Haleeb milk. The main competitors of Haleeb were Nestle Milkpak Ltd., Good Milk and Olper’s. The analysis revealed that market share of Haleeb was more as compared to its competitors all over Pakistan ▪ Prepared a research report on personal loan in Bank Alfalah. It was found that personal loan was offered from selected branches while other branches provided car loan, house loan, etc. ▪ Prepared a research report to launch Mitsubishi heaters first time in Pakistan. Developed a complete marketing plan for this unique product 																
Achievements	<ul style="list-style-type: none"> ▪ Participant in LUMS HR Conference, 2011 ▪ Achieved first award from Dar-ul-Quran Al-Karim in summer classes program, Kuwait ▪ Achieved first position in three years continuously in Gulf Badminton tournament ▪ Participated in PIA training course related to Cargo 																
Computer Skills	<ul style="list-style-type: none"> ▪ MS Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Interests	<ul style="list-style-type: none"> ▪ Cricket, Badminton, Searching on the net for business research 																



Born 1986

Hira Javaid

Current Address: H-167 B, Block B, Revenue Society, Near Johar Town, Lahore
Permanent address: H-P178, Street-08, Ayub Colony-2 , Jhang Road, Faisalabad
Cell: 0323-7385235
E-mail: hira.javaid124@gmail.com

Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting the objectives Motivated, good team player, loyal and determined Good communication and interpersonal skills, calming and positive temperament Have studied Training and Development, Recruitment and Selection, Human Resource Development and ERP as elective courses along with Business Strategy and Supply Chain Management as non-elective courses Functional Areas: Customer Relationship, Human Resource Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>GC University, Faisalabad BBA (H) 2009</p> <p>Govt. Islamia College for Women, Faisalabad ICS 2004</p> <p>Govt. Zia Girls High School, Faisalabad Matriculation 2002</p>
Professional Experience	<p>GC University, Faisalabad 2006 - 2009 Student advisor</p> <ul style="list-style-type: none"> Served as a member of DSA strategic planning committee Coordinated the day-to-day work of committee members in producing all programs Counseled students to resolve difficult or problematic situations or conflicts. Identified and evaluated options for resolution of problems Organized events such as funfair, welcome and farewell parties <p>Warid Telecom Feb - Sep 2010 Sales representative</p> <ul style="list-style-type: none"> Developed and maintained business relationships with customers Responsible for making telephone calls, in-person visits and presentations to customers Developed clear and effective written proposals/quotations for customers Expedited the resolution of customer problems and complaints <p>Askari Bank Ltd, Faisalabad Jan – May 2011 Intern</p> <ul style="list-style-type: none"> Assisted in import ,export and credit departments
Projects	<ul style="list-style-type: none"> Scrutinized the recruitment and selection process for new job opening covering job description, job specification, collection of CVs, making job offers, screening, etc. Conducted research to analyze training & development process at Diamond Paints Prepared academic diaries which covered different topics as women's empowerment, gender discrimination, juvenile delinquency, youth leadership, etc. for human resource development Prepared a research report on the role of microfinance in women's empowerment Conducted comparative research of Punjab University with UCP Examined the supply chain system of PEL and prepared an analytical report
Computer Skills	<ul style="list-style-type: none"> MS Office Internet, e-mail SPSS
Achievements	<ul style="list-style-type: none"> Received award for organizing funfair during BBA at GC University, Faisalabad Volunteer, Managing Club at UMT Participated in workshops on leadership skills, team building, personal grooming
Interests	<ul style="list-style-type: none"> Singing, Reading, Surfing the net for knowledge enhancement



Born 1988

Ikram Ullah

Present Address: 410 W-5-D1 Township, Lahore

Permanent Address: Jinnah Town, Defense Road near Jamia Masjid Habib, Sialkot

Cell: 0344-6303739

E-mail: ikramullah041288@gmail.com

Personal Profile

- Results-driven, logical and methodical approach to achieving tasks and objectives
- Well-organized, good planner, good time-manager
- Good inter-personal and communications skills
- Self-aware - always seeking to learn and grow
- Conversant with accounting systems and principles
- Studied Financial Statement Analysis, Capital Budgeting Decisions and Investment Analysis Portfolio Management as elective courses along with Recruitment and Selection and Consumer Behavior as non-elective courses
- **Functional Areas:** Finance, Customer Services, Human Resource Management

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Government College of Commerce, Sialkot	
B.COM	2008
Sialkot College of Commerce, Sialkot	
I.COM	2006
City Public High School, Sialkot	
Matriculation	2004

Professional Experience

United Bank Ltd, Sialkot	Aug – Nov 2008
Intern	
<ul style="list-style-type: none">▪ Assisted in daily general banking operations▪ Developed skills to operate specialized banking software▪ Collected, organized and compiled vouchers on daily basis	

Projects

- Analyzed the Financial Statements of Fauji Fertilizers and DH-Fertilizers using different tools such as ratio analysis, horizontal analysis and vertical analysis. The financial position of Fauji Fertilizer was found good as compared to DH fertilizer
- Developed a portfolio of different companies like OGDC, Attock Petroleum, Nishat Textile Mills. Conducted credit analysis and market share analysis to check the financial worth of the company listed in KSE and then made mock investment
- Launched Gourmet Juices as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc.
- Examined the recruitment and selection process of NTDC-Wapda. Their recruitment process consisted of different steps such as advertising, gathering a pool of candidates and short listing from that pool. The company was hiring on equal employment opportunity basis, however there was communication gap in new and old employees which caused bias in the selection process

Computer Skills

- MS Office (Word, Excel, Power Point, Project)
- Internet, e-mail
- SPSS

Achievements

- Appeared in Dean's Honors lists twice during MBA
- Honored best student of the year, 2006
- 1st position in class room activity during MBA

Interests

- Cricket, Traveling, Reading books, Surfing the net for business research

Born 1989	Imtiaz Ahmad Tarar Address: 366 D1, Johar Town, Lahore Cell: 0333-6279908 E-mail: imtiaz.tarar@gmail.com
Personal Profile	<ul style="list-style-type: none"> ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Motivated, passionate to move forward in life ▪ Determined and self aware ▪ Strong interpersonal skills; an efficient time manager ▪ Functional Areas: Marketing, Management, Information technology
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 University of Management and Technology (UMT), Lahore BBA (H) 2010 Government College, Vehari FSc 2006 Multan Public School (MPS), Multan Matriculation 2004
Professional Experience	Trade Development Authority of Pakistan Jan – Feb 2010 Intern <ul style="list-style-type: none"> ▪ Assisted in maintaining yarn export quota system for different firms. Each firm could export a specific amount. This activity kept the prices controlled in local market ▪ Coordinated in working of trade exhibition ▪ Assisted in maintaining record of orders from customers during trade exhibition and road shows. This activity showed how much foreign exchange was earned in a year Tarar Cotton Mill, Vehari Sep – Dec 2008 Business Agent <ul style="list-style-type: none"> ▪ Showing sample cotton to the local buyers and maintaining record of orders ▪ Improved the key account management by focusing on the requirements of large textile firms like Sitara Group, Crescent Textiles, Ayesha Textiles, etc. ▪ Executed the concept of change management by introducing ISO 14001 certification to keep the environment pollution-free
Projects	<ul style="list-style-type: none"> ▪ Examined the distributions network of Diamond Paints. Diamond Paints have there factories in Lahore and no warehouse in big cities like Karachi, Quetta, Faisalabad, etc. It was recommended to make ware houses in these cities to expedite the distribution process ▪ Prepared a research report on flower industry. Focused on wholesaler relationship, product and inventory management ▪ Re-Launched Haleeb fruit juice as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc.
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Organizer of International Conference of Business Management, 2011 ▪ Organizer of UMT convocations ▪ Participated in MR. UMT Sports Events and got 2nd position in 2011 and won junior Mr. UMT title in 2008 ▪ Volunteered in organizing different university events
Interests	<ul style="list-style-type: none"> ▪ Swimming, Riding, Current affairs, Traveling, Surfing the net for business research

Born 1988	Jamal Subhani Address: J-42, Izmir Town, Near Canal Bank, Lahore Cell: 0300-4604540 E-mail: jamal.subhani@yahoo.com
Personal Profile	<ul style="list-style-type: none"> ▪ Good starter – enthusiastic in findings openings and opportunities ▪ Creative and entrepreneurial networker – effective project coordinator ▪ Reliable and dependable in meeting the objectives; hard working ▪ Emotionally mature; calming and positive temperament; tolerant and understanding ▪ Well-organized, good planner, good time-manager ▪ Result-driven, logical and methodical approach to achieving tasks and objectives ▪ Have studied Strategic Brand Management, Integrated Marketing Communication and Consumer Behavior as elective courses along with Performance Management and Business Negotiation as non-elective courses ▪ Functional Areas: Marketing, Sales, Customer Services, Administration
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 University of Management and Technology (UMT), Lahore BBS 2011 Punjab College of Commerce, Lahore B.COM 2008 Punjab College of Commerce, Lahore I.COM 2006 Al-Meezan School, Lahore Matriculation 2003
Professional Experience	Circle International (PVT) LTD, Lahore Jun – Oct 2011 Assistant Accountant <ul style="list-style-type: none"> ▪ Maintained and updated ledger on daily basis to show the expenses ▪ Calculated the wages and over time of workers on site ▪ Maintained and recorded expenses of the company overall Bank Alfalah, Lahore Jun – Jul 2010 Intern <ul style="list-style-type: none"> ▪ Assisted in customer relations, clearance department, remittance, account opening department and in general banking operations
Projects	<ul style="list-style-type: none"> ▪ Conducted the brand audit of Safeguard soap with respect to its competitor Lifebuoy and Dettol. It was found that Safeguard soap was occupying more shelf space as compared to its competitor in the shops, which showed that Safeguard has more market share. Also checked the brand image, brand recognition, brand recall, and type of association of the brand ▪ Developed a research report on bottled water industry of Pakistan to check the growth rate and market trend. Conducted PEST and Porter 5 forces analysis. The market growth rate was found to be 13 % and Nestle was leading the industry ▪ Conducted industry analysis of Pizza Hut in Pakistan. Pizza Hut was found to be the leader in pizza industry. They have largest market share due to the reason that they have wide range of product and niche market, it's a strong unique international brand, their environment of restaurant and take-away service was found very good
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Got 2nd position in Entrepreneurial Festival held in UMT in 2011 ▪ Scored good grades throughout MBA ▪ Member of welfare society named as IRWA in Izmir Town
Interests	<ul style="list-style-type: none"> ▪ Camping, Innovating, Politics, Relations, Video games

Born 1989	Madiha Khan Address: House No.10, Street No. 42, Ikram Street, Rajh Garh, Lahore Cell: 0323-4537099 Email: nycekhan@yahoo.com
Personal Profile	<ul style="list-style-type: none"> ▪ Result driven, logical and methodical approach to achieving tasks and objectives ▪ A critical thinker with strong analytical skills ▪ Reliable and dependable – high personal standards and attention to detail ▪ Get on well with people at all levels, easily make good working relationships ▪ Methodical approach to planning and organizing – good time manager ▪ Good interpersonal skills – work well with others, motivate and encourage ▪ Seek out new responsibilities irrespective of reward and recognition ▪ Self aware – always seeking to learn and grow ▪ Good team worker – adaptable and flexible ▪ Strive for quality in everything I do ▪ Functional Area: Finance, Accounts
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 Punjab College of Commerce, Lahore B.COM 2008 Government Kulliyat ul Binat College, Lahore FA 2006 John Macdonald High school, Mall Road Lahore Matriculation 2004
Professional Experience	National Bank, Samanabad Branch, Lahore Jul – Aug 2010 Intern <ul style="list-style-type: none"> ▪ Assisted in accounts, remittance, clearing and foreign trade department
Projects	<ul style="list-style-type: none"> ▪ Conducted financial statement analysis of two pharmaceutical companies Searl and Ferozsons Laboratories Limited and applied different financial tools (solvency ratio, liquidity ratio, working capital, vertical analysis, horizontal analysis) and made investment in Searl because their debt to equity ratio was low and their working capital was positive as compared to Ferozsons ▪ Understood the tools of investment statement analysis and conducted research for analysis of stock exchange and understood the terms of exchange market and made investments in 21 sectors of different companies ▪ Understood the profile of mobile card business and calculated the growth rate of the business pay back period and discounted pay back period ▪ Examined the distributions network of labels and embroidery industry ▪ Introduced an innovative idea to open a diet restaurant to provide nutritious food
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Participated in workshop on communication skills ▪ Volunteers, in seminar on branding conducted by Haier
Interests	<ul style="list-style-type: none"> ▪ Reading, Travelling, Music and media, Cooking, Learning about new things

Born	Madiha Mohsin Address: H-No.35, Street - 26, Punj Peer Road, Near Ichhra, Lahore Cell: 0324-4240609 Email: madihamohsin2010@gmail.com
Personal Profile	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting objectives - hard-working ▪ Strong planning, organizing and monitoring abilities - an efficient manager ▪ Adaptable and flexible; well-organized planner and scheduler ▪ Good interpersonal skills - work well with others, motivate and encourage ▪ Good listener - caring and compassionate ▪ Self-aware - always seeking to learn and grow ▪ Results oriented - focused on productive and high-yield activities ▪ Emotionally mature - calming and positive temperament ▪ Functional Areas: Supply Chain Management, Human Resource Management, Marketing
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 Superior Group of Colleges, Lahore BBA (H) 2008 Govt. Kuliyaat Ul Binat College, Lahore FSc 2003 District Public School, Kasur Matriculation 2001
Professional Experience	Skooje International Pvt. Ltd., Lahore Apr – Aug 2011 Business Development Officer <ul style="list-style-type: none"> ▪ Invited customers and convinced them for online business and provided them details about the nature of business and satisfied them by answering their queries Zong, Lahore May – Jul 2007 Intern <ul style="list-style-type: none"> ▪ Created awareness among customers about Paktel conversion to Zong and developed plans on how to improve its service quality and packages. Organized different activities to promote Zong Paktel, Lahore Feb 2005 – Sep 2006 Direct Sales Officer <ul style="list-style-type: none"> ▪ Arranged stalling activities in different colleges and universities to promote the Paktel SIMs and created awareness about its packages offered
Projects	<ul style="list-style-type: none"> ▪ Designed the supply chain management system from start to end of Navi Flour Mills. The resources were not being utilized effectively. Recommended them to utilize their land resource at Sheikhpura and by installing bigger capacity machines, they can increase the production capacity ▪ Analyzed the strategic distribution network of Berger Paints. Primary concern was with the efficient integration of suppliers, factories, warehouses and stores so that merchandise could be produced and distributed in the right time ▪ Prepared a report on change management plan on the recruitment and selection and performance appraisal of Systems Limited. Conducted detailed analysis on different processes of HR department and pointed out the gaps and gave recommendations ▪ Launched 'Elegant Event Management Company' as new business. Developed complete marketing plan consisting of target market selection, 4 Ps, positioning
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power point) ▪ Internet, Email ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Conducted training programs in university and performed as event support executive ▪ Worked as class coordinator during BBA (H)
Interests	<ul style="list-style-type: none"> ▪ Reading Books , Badminton, Education, Television, Human Rights, Cooking, Writing

<p>Born 1987</p>	<p>Mahmood Masood Adeel Present Address: UMT Boys Hostel, Near Public Service Commission Office, Mustafa Town, Lahore Permanent Address: Near Moosa Street, First Family Line, Jacobabad, Sindh Cell: +92 332 2872113 Email: mmadeel44@hotmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ To be integral part of a team contributing with knowledge, dedication, commitment and innovation for the progress of the organization ▪ Highly articulate, confident and persuasive team-builder, able to motivate and communicate to achieve exceptional business performance ▪ Good communication and interpersonal skills, an efficient time manager ▪ Reliable and dependable in meeting the objectives with emotionally mature and confident behavior ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Functional Areas: Supply Chain Management, Marketing
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Shah Abdul Latif University, Khairpur M.A English 2010 Shah Abdul Latif University, Khairpur B.Ed 2008 Shah Abdul Latif University, Khairpur B.Sc 2008 Royal College of Science, BISE, Larkana FSc 2006 Govt. Boys High School, Jacobabad Matriculation 2004</p>
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Examined the warehouse of “Ghani Glass”. Studied the layout, material handling, and product placement and re-designed the complete ware house after evaluation ▪ Developed a rehabilitation project for the flood affected victims by constructing the school. Applied project management tools such as WBS, Scheduling, AOA and AON network, risk management ▪ Analyzed the supply chain structure of Hira Textile Mills. Studied the aspects such as Material flow, Process flow, Cash Flow, Pipeline mapping, and gave suggestions ▪ Prepared a research report to launch a customized furniture business and gave its five year plan. Developed complete marketing plan consisting of 4 Ps, market segmentation, supply chain network consisted of operations and manufacturing, Human Resource plan consisted of recruitment and selection process, labor laws, incentive programs, financial analysis plan consisted of ROI, ROE, payback period ▪ Analyzed the image and acceptability rate of Bata in rural areas of Punjab. Developed questionnaire, conducted interviews, focus group, and gave result ▪ Analyzed the service excellence standards of Hardee's such as order time, lead time, customer service, feedback criteria, and employee training
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS, Visual Basics, HTML
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Organized Entrepreneurial Festival, 2011 as media organizer ▪ Won cricket championship at university level, 2011 ▪ Won volley ball championship at university level, 2011
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Cricket, Volley ball, Current affairs, Traveling, Music



Born 1988

Masood Asghar

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Permanent Address: Jhabbran Tehsil, District Sheikhpura

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Personal Profile

- Reliable and dependable in meeting the 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
- Have studied Strategic Brand Management, Strategic Distribution Networks and Consumer Behavior as elective courses along with Training and Development and Business Negotiation as non-elective courses
- **Functional Areas:** Finance, Accounts, Human Resource Management

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Islamia College of Commerce A. I. T., Lahore	
B.COM	2008
Farabi College of Commerce Lahore Road, Sheikhpura	
I.COM	2005
Govt. High School, Jhabbran, Sheikhpura	
Matriculation	2003

Professional Experience

Pak Qatar Takaful, Lahore	Apr 2012 – Present
Sr. Takaful Consultant	
<ul style="list-style-type: none"> ▪ Improved direct marketing thus increased customer base ▪ Recorded transaction posting hence ensuring timely update of record 	
Iqra Model High School	Jun – Sep 2010
Teacher of Mathematics and English subjects	

Projects

- Developed a research report on the financial statement analysis of PPL and PSO. Analyzed the past five years financial data of the two companies. Both of the companies were found in good position from investment point of view
- Analyzed the Financial Statements of Fauji Fertilizers and DH-Fertilizers using different tools such as ratio analysis, horizontal analysis, and vertical analysis. The financial position of Fauji Fertilizer was found good as compared to DH-Fertilizers
- Scrutinized the recruitment and selection process of World Call Telecom
- Conducted research for analysis of training & development process at Nestle

Computer Skills


- Ms Office (Word, Excel, Power Point)
- Internet, e-mail
- SPSS


Achievements

- Team member of university cricket team
- Worked for flood victims at Basti Gumbatwala, Muzafargarh
- Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT, Lahore

Interests

- Cricket, Current affairs, Traveling, Computer technology, Gardening, Driving

 <p>Born 1986</p>	<h1>Mian Muhammad Farhan Majeed</h1> <p>Present Address: 249-A3, Main Road, Wifaqi Colony, Lahore Permanent Address: H-01, St-Ghulam Haider Shah, Jandiala Road, Sheikhpura. Cell: 0300-4723055, 0332-4014388 Email: mianji786@gmail.com, mianji786@hotmail.com</p>
Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Determined and decisive; use initiative to develop effective solutions to problems Reliable and dependable – high personal standards and attention to detail Entrepreneurial and pro-active – strong drive and keen business mind Identify and develop opportunities; innovate and make things happen Good strategic appreciation and vision; able to build and implement plans Extremely reliable and dependable – analytical and questioning, strive for quality Have studied Consumer Behavior, Strategic Distribution Networks and Retailing & Merchandising Management as elective courses along with Human Resource Information System and Risk Management as non elective courses Functional Areas: Marketing, Customer Services, Human Resource Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>Punjab College of Commerce, Lahore B.COM 2008</p> <p>Board of Intermediate and Secondary Education, Lahore FA 2006</p> <p>Board of Intermediate and Secondary Education, Lahore Matriculation 2001</p>
Professional Experience	<p>Noor Buksh Rice Mills Nov – Dec 2011 Intern</p> <ul style="list-style-type: none"> Assisted the production manager in the production process of rice Assisted the sales manager in selling of rice and rice husk Coordinated with purchase manager in the purchase of raw material (paddy rice)
Projects	<ul style="list-style-type: none"> Prepared a research report on consumer post-purchase behavior regarding Honda motorcycles. Examined whether the customer goes for the brand image or not and what is the customer's perception after buying Honda motor cycle. It was found that customers of Honda were brand loyal and the target market was upper middle class Prepared a research report on strategic distribution network of Standpharm pharmacy. Studied the distribution channels and found the gaps and gave recommendations for improvements Developed a research report on retailing and merchandising activities of H. Karim Buksh stores. HKB has not changed its décor style like Makro, Metro and Hyperstar. The customers face problem in parking their cars when they visit HKB. Therefore customers are shifting to other stores like Hyperstar and Metro. Moreover, HKB has not introduced online shopping facility to its customers Prepared the project on the recruitment and selection process of Pak Army. The process consisted of steps such as collecting applications online or through postal mail, taking tests, issuing offer letter, selecting the candidates after medical test. Their human resource information system was developed by their own engineers and they did not take services from any other source because their data was confidential
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS, Corel Draw, Adobe Photoshop, Inpage
Interests	<ul style="list-style-type: none"> Photography, Computer technology, Politics, Research, Driving, Internet surfing

 Born 1988	Mohsin Latif Present Address: 640-Shadman, Mini-Market, Lahore Permanent Address: Village Sadhanwali P.O. Box Ali Pur Chattah, Tesil Wazirababd, District Gujranwala Cell: 0321-4922872 Email: mohsinumt120@gmail.com																
Personal Profile	<ul style="list-style-type: none"> ▪ Solid approach to achieving tasks and objectives; determined and decisive ▪ Good interpersonal skills-good communicator, leadership ability, high integrity ▪ Have studied Strategic Brand Management, Strategic Marketing Management, Service Marketing, Business Strategy and Policy and Consumer Behavior as elective courses along with Training and Development and Seminar In Management as non-elective courses ▪ Functional Areas: Marketing, Customer Service, Human Resource Management 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td> <td></td> </tr> <tr> <td>MBA</td> <td>2012</td> </tr> <tr> <td>Leadership College of Commerce Lahore</td> <td></td> </tr> <tr> <td>B.COM</td> <td>2008</td> </tr> <tr> <td>Standard College, Lahore</td> <td></td> </tr> <tr> <td>FSc</td> <td>2006</td> </tr> <tr> <td>Hussain High School, Ali Pur Chatha (GRW)</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2003</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Leadership College of Commerce Lahore		B.COM	2008	Standard College, Lahore		FSc	2006	Hussain High School, Ali Pur Chatha (GRW)		Matriculation	2003
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Matriculation	2003																
Professional Experience	<table> <tr> <td>Style Textile (Pvt.) Ltd.</td> <td>Jul – Sep 2010</td> </tr> <tr> <td>Intern</td> <td></td> </tr> </table> <ul style="list-style-type: none"> ▪ Assisted in production department and human resource department 	Style Textile (Pvt.) Ltd.	Jul – Sep 2010	Intern													
Style Textile (Pvt.) Ltd.	Jul – Sep 2010																
Intern																	
Projects	<ul style="list-style-type: none"> ▪ Conducted consumer and retailer research for brand audit of Olper's Milk of Engro Foods (Pvt.) Limited. Analyzed how they segmented their target market and positioned the product in the minds of consumers. Also analyzed the firm's brand hierarchy, brand portfolio, strategic branding alliances and brand's current positioning in the marketplace. Did exploratory research from retailers and conducted customer base survey ▪ Launched prototype of 'Telelight' as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. ▪ Examined excellence standards of Ufone head office, Lahore. Analyzed how Ufone was providing after sale services to its customers ▪ Launched 'E-Bike' as a new product in Pakistan. Conducted competitive and product analysis, also developed complete market plan consisting of target market selection and market strategies, etc. ▪ Analyzed the marketing and retail plan of Meezan Bank Ltd. Conducted SWOT, Competitors and PEST analysis. Reported about the goals and objectives of Meezan Bank with the perspective of bank short term and long term plans. Discussed the product life cycle, competitor analysis, positioning, pricing strategy and retailing of Meezan Bachat Account (MBA) ▪ Developed a research report on the decline in performance and demonization of employees due to organizational politics 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Worked as a volunteer for Marketing Club, UMT ▪ Participated in Entrepreneurial Festival, 2011 in idea pitching and sale activities ▪ Participated in LUMS HR Confluence, 2011 																
Interests	<ul style="list-style-type: none"> ▪ Cricket, Current affairs, Traveling, Internet, Volley ball 																



Born 1984


Mudassir Iftikhar

Address: 167, Asif Block, Allama Iqbal Town, Lahore

Cell: 0300-4485173

Email: mudassssar2011@gmail.com

Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting the 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 Have studied Recruitment & Selection, Performance Management and Compensation and Benefits as elective courses along with Strategic Brand Management and Change Management as non-elective courses Functional Areas: Marketing, Management, Human Resource Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2006</p> <p>Petroman Training Institute, Lahore ICS 2002</p> <p>Kimberley Hall High School, Lahore Matriculation 2000</p>
Professional Experience	<p>Warid Telecom, Lahore Apr – Jun 2011 Intern</p> <ul style="list-style-type: none"> Coordinated with other team members to track progress and met deadlines Assisted in resume collection & short listing them according to job description. Scheduled interviews; made recruitment profiles for new employees Assisted in record keeping of employee personal benefits such as remuneration, leave entitlements, end of service, health and medical insurance <p>Bank Al Habib, Lahore Sep – Jul 2007 OG-3 Officer</p> <ul style="list-style-type: none"> Worked in outward/inward clearing department, remittance department and account opening department. Also worked in operations department <p>Bank Alfalah, Lahore Sep – Oct 2006 Intern</p> <ul style="list-style-type: none"> Assisted in foreign trade, credits, account opening and remittance. Coordinated in accounts department, car finance and home finance department
Projects	<ul style="list-style-type: none"> Developed a research report on the recruitment and selection process in Bank Alfalah. The objective was to understand and analyze the existing recruitment and selection procedure in the company Prepared a research report on performance management system of Bank Alfalah. The main purpose was to analyze the organizations performance appraisal methods and to evaluate the exact output of these methods Presented a change management report on British Petroleum. Applied a systematic approach to helping the individuals affected by "the change". To become successful by building support, addressing resistance and developing the required knowledge and ability to implement the change (managing the 'people' side of the change) Developed a strategic brand management report on O'more ice cream
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS
Achievements	<ul style="list-style-type: none"> Received training in credit administration department in Bank Al Habib Received Internship with remarks of being receptive, hardworking and intelligent
Interests	<ul style="list-style-type: none"> Cricket, Current affairs, Traveling, Surfing the net for business research.

 Born 1985	<h2>Muhammad Adil Maqbool</h2> <p>Address: 286 J-1 Johar Town, Lahore Cell: 0322-9401085 E-mail: ch.aadil786@gmail.com</p>																		
Personal Profile	<ul style="list-style-type: none"> ▪ Good communication and interpersonal skills; an efficient time manager ▪ Have studied service Marketing, Strategic Distribution Networks and Consumer Behavior as elective courses along with Multinational Enterprise and Law and Management Consultancy as non-elective courses ▪ Functional Areas: Marketing, Customer Services, Marketing Research, Management 																		
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td> <td></td> </tr> <tr> <td>MBA</td> <td>2012</td> </tr> <tr> <td>Punjab College of Commerce, Lahore</td> <td></td> </tr> <tr> <td>B.COM</td> <td>2008</td> </tr> <tr> <td>Mansoorah Model Degree College, Lahore</td> <td></td> </tr> <tr> <td>FSc</td> <td>2005</td> </tr> <tr> <td>Standard Model School, Lahore</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2002</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Punjab College of Commerce, Lahore		B.COM	2008	Mansoorah Model Degree College, Lahore		FSc	2005	Standard Model School, Lahore		Matriculation	2002		
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Projects	<ul style="list-style-type: none"> ▪ Examined the distributions network of Metro Cash & Carry. Their main hub, MBU (Metro Buying Unit) is in Hong Kong through which they distribute in Middle East, South East Asia and Vietnam. For Pakistan they have warehouse in Lahore ▪ Prepared a research report on consumer behavior regarding smoking brands. The variables were price, taste, income range, smoking habits, etc ▪ Launched 'Gladiolus flower' consultancy. Developed complete business plan consisting of marketing strategy, operations, financial projections, critical risks and exit strategy ▪ Prepared an industrial advisory report and a video on hand woven carpet industry 																		
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS, PCTAS 																		
Achievements	<ul style="list-style-type: none"> ▪ Event organizer in UMT Marketing Club ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT ▪ Participated in training on Financial Management System arranged by USAID 																		
Interests	<ul style="list-style-type: none"> ▪ Chess, Football, Surfing the net for business research 																		



Born 1985


Muhammad Adnan Arshad

Address: 90-FF, Phase-4, DHA, Lahore

Cell: 0322-4386303

E-mail: adnan.arshad50@gmail.com

Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting the 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 Have studied Strategic Brand Management, Strategic Distribution Networks and Consumer Behavior as elective courses along with Training & Development and Business Negotiation as non-elective courses Functional Areas: Marketing, Supply Chain Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>Institute of Management Sciences (Pak-AIMS), Lahore BBA (H) 2010</p> <p>National Model Higher Secondary School, Sheikhpura FSc 2004</p> <p>The Paradise School, Karachi Matriculation 2001</p>
Professional Experience	<p>PAKCOMICS.com Jul 2010 – Present Entrepreneur</p> <ul style="list-style-type: none"> Making comic books for the first time in Pakistan. Developed a website named PakComics.com to generate sales. Currently it is in the growing stage <p>Interwood Mobel (Pvt.) Ltd., Lahore Apr – Dec 2011 Marketing Executive</p> <ul style="list-style-type: none"> Analyzed sales trends and expenses of home furniture and office furniture Highlighted media for promoting product category in view of consumer behavior Performed marketing research, kept in touch with sales points for feedback <p>Shaukat Khanum Memorial Hospital & Research Center, Lahore Sep – Oct 2010 Intern</p> <ul style="list-style-type: none"> Assisted in marketing and development work for fund-raising Assisted in preparing media plans, searching potential customers
Projects	<ul style="list-style-type: none"> Performed brand audit of PepsiCo by checking the sales of distributors in Lahore Prepared a research report regarding services of Al-Shafi hospital. The services standards were low e.g. in ICU only two beds were available with required machines. The condition of labs, beds and lifts was poor. Recommended the hiring of additional staff to improve control over services Developed a research report regarding marketing strategies of PakComics. Developed social media marketing through facebook, twitter and blogs. Mobile marketing through vehicles, print media advertisement through Daily Jang, The News and Daily Dawn. Search engine optimization activity was also performed
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point, Web Expression, Outlook) Internet, e-mail, social media pages SPSS Flash, Photoshop, Illustrator
Interests	<ul style="list-style-type: none"> Making comics, Cricket, Current affairs, Traveling, Participating in different contests

 Born 1986	<h2>Muhammad Ahmad</h2> <p>Address: H-1527, St-26, Karachi Mohallah, Sadar Bazar, Lahore Cantt. Cell: 0300-4477271 Email: m_ahmad@windowslive.com</p>																				
Personal Profile	<ul style="list-style-type: none"> ▪ Reliable and dependable - high personal standards and attention to detail ▪ Determined and decisive; uses initiative to meet and resolve challenges ▪ good listener- caring and compassionate ▪ Good interpersonal skills - works well with others, motivates and encourages ▪ Have studied Financial Derivatives, Capital Budgeting and Long term Investment Decision, Investment Analysis & Portfolio Management as elective courses along with Credit Management and Consumer Behavior as non elective courses ▪ Functional Area: Finance, Accounts 																				
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Projects	<ul style="list-style-type: none"> ▪ Made mock investment of 50 million in KSE. Developed portfolio of companies in different sectors such as oil & gas, 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 ▪ Developed a feasibility report of a higher secondary school. Calculated capital requirement for project, income statement, cash flow statement, internal rate of return and payback period ▪ Launched bike tracking & Jamming as a new product. Developed complete business plan consisting of target market, marketing mix, market segmentation, balance sheet, projected income statements and cash flows etc ▪ Developed marketing plan of Gul Ahmed ▪ Research conducted on "from where ladies prefer to buy hand bags and whether they like to buy branded hand bags or local" 																				
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point, Access) ▪ Internet, e-mail, Installation of Windows & Software's ▪ SPSS 																				
Achievements	<ul style="list-style-type: none"> ▪ First prize on idea pitching in Entrepreneurship 2011 ▪ 3rd prize in Sales activity in Entrepreneurship festival 2011 																				
Interests	<ul style="list-style-type: none"> ▪ Football, Television, Traveling, Music, Computer technology, Gym, Theater 																				



Born 1986

Muhammad Akmal

Address: H - No.348, LDA Najuf Colony, Near Hunza Block, Allama Iqbal Town, Lahore


Cell: 0312-2500111

E-mail: akmalhpr13@gmail.com

Personal Profile	<ul style="list-style-type: none">▪ Good in written and oral communication▪ Hardworking, possess strong planning, organizing and monitoring abilities▪ Excellent problem solving and analytical skills▪ Familiar with the use of ERP system▪ Have studied Logistics Management, Strategic Distribution Network, Total Quality Management, ERP and Vendor Selection & Development as elective courses▪ Functional Areas: 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>2012</td></tr><tr><td>Bahauddin Zakariya University, Multan</td><td></td></tr><tr><td>B.COM</td><td>2007</td></tr><tr><td>Govt. College Gulshan-e-Iqbal, Karachi</td><td></td></tr><tr><td>I.COM.</td><td>2004</td></tr><tr><td>Govt. High School No.1, Hasilpur (BWP)</td><td></td></tr><tr><td>Matriculation</td><td>2002</td></tr></table>	University of Management and Technology (UMT), Lahore		MBA	2012	Bahauddin Zakariya University, Multan		B.COM	2007	Govt. College Gulshan-e-Iqbal, Karachi		I.COM.	2004	Govt. High School No.1, Hasilpur (BWP)		Matriculation	2002
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Matriculation	2002																
Professional Experience	<table><tr><td>Toyota Cantt. Motors, Lahore</td><td>Nov – Dec 2011</td></tr><tr><td>Intern</td><td></td></tr><tr><td colspan="2"><ul style="list-style-type: none">▪ Coordinated in handling customer's complaints and made appointment for repairing, service and periodic maintenance of cars▪ Assisted in making follow-up calls and congratulation calls to the customers▪ Interacted with different kinds of customers</td></tr></table>	Toyota Cantt. Motors, Lahore	Nov – Dec 2011	Intern		<ul style="list-style-type: none">▪ Coordinated in handling customer's complaints and made appointment for repairing, service and periodic maintenance of cars▪ Assisted in making follow-up calls and congratulation calls to the customers▪ Interacted with different kinds of customers											
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Projects	<ul style="list-style-type: none">▪ Developed a research report on supply chain process of Menu Chicken. Explained the whole process in the Bower Sox Model and analyzed the three types of streams (upstream, midstream, downstream). Developed manufacturing process mapping, distribution network and also developed pipe line mapping▪ Examined the supply chain process of Nestle mineral water. Explained the Nestle integrated processes from the farm to markets. Understood streams of organization, Up stream (1st tier, 2nd tier), plant, down stream (1st tier, 2nd tier, 3rd tier). Studied the process map of Nestle mineral water and also gave recommendations for improvement. Developed SCOR model of Nestle▪ Developed a research report on distribution network of The Coca Cola Company. Coke used direct, indirect (distributors, whole sellers, retailers, key accounts, self spacing) and multiple channels (conflict, cannibalization, free riding, dual distribution, discrepancy, bulk breaking) for distribution of its products. The factors influencing distribution network included response time, product availability and product variety▪ Prepared a research report on changes in culture, management and product of Sony Ericsson before and after joint venture▪ Developed a business plan for steam pan with boiler for easy, fast and quality cooking. Hygienic and large quantity food can be cooked by this steam pan having real shape of vegetables, meat, etc.																
Computer Skills	<ul style="list-style-type: none">▪ Ms Office (Word, Excel, Power Point)▪ Internet, e-mail▪ SPSS																
Achievements	<ul style="list-style-type: none">▪ Member of Student Academic Forum (SAF) in UMT▪ Treasurer of Student Academic Forum (SAF) raised funds worth Rs.50,000▪ Got 1st position in Entrepreneurial Business Plan																
Interests	<ul style="list-style-type: none">▪ Reading business magazines, Books, Internet surfing, Travelling, Developing relations																


Born 1987	Muhammad Asim Present Address: Ahmad Paper Mart, Shop -14, Paper Market, Abkari Road, Lahore Permanent Address: House No. 57/57, Chouhdary Street, Classico Road, Near Degree College, Prem Nagar, Sialkot Cell: 0321-7114292 Email: asim1987@hotmail.com
Personal Profile	<ul style="list-style-type: none"> ▪ High integrity, diligent and conscientious - reliable and dependable ▪ Good interpersonal skills- work well with others motivate and encourage ▪ Well organizer; good planner- a good time manager ▪ Decisive and result driven; creative problem solver ▪ Have studied Employee Training and Development and Strategic Human Resource Management as elective courses ▪ Functional Areas: Human Resource Management
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 University of Management and Technology (UMT), Lahore BBS 2011 SIIT College of Commerce, Sialkot B.COM 2008 Govt. Murray College, Sialkot FSc 2006 Crescent Model School, Sialkot Matriculation 2004
Professional Experience	National Bank of Pakistan Jul - Sep 2010 Intern <ul style="list-style-type: none"> ▪ Assisted in account openings, monitoring daily operations and tasks ▪ Assisted in maintaining files and documents of daily transactions ▪ Assisted customers in various financial transactions ▪ Coordinated in promoting new services and products to customers Teaching Experience Apr 2006 – Dec 2011 <ul style="list-style-type: none"> ▪ Taught students of 7-10th class at Crescent Model High School, Sialkot ▪ Taught I2B, Statistics to I .Com and B.Com students
Projects	<ul style="list-style-type: none"> ▪ Prepared an analytical report on Atlas Battery, Pakistan as term project by utilizing ratio and other finance applications ▪ Prepared a report on Pak Suzuki Motor Company Limited as term project by applying different marketing tools like Porter five forces model, resource base view, 4Ps and market segmentation, etc ▪ Launched 'Fresh Fruit Bouquets' as a new product in Lahore. Developed complete organizational, marketing, supply chain plan and also prepared financial feasibility report ▪ Prepared a report on compensation system at MAKRO, Lahore ▪ Wrote a term paper on organizational teams and their impact on organizational structure. Found that organizational success depended on team work ▪ Conducted analysis of trainings and development processes at Allied Bank
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Volunteered for the Flood Relief Effort at Basti Jhammatwala, Muzaffargarh in 2010 ▪ Secured 1st position in Inter Schools Essay Writing Competition, 2003
Interests	<ul style="list-style-type: none"> ▪ Investments, Traveling, Watching movies, Sports

 Born 1989	<h2 style="text-align: center;">Muhammad Asim Sattar</h2> <p>Address: 281, 1-C1, Township, Lahore Cell: 0346-7132522 E-mail: asimsattar@yahoo.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Methodical approach to planning and organizing - good time-manager ▪ Good interpersonal skills - work well with others, motivate and encourage ▪ High integrity, diligent and conscientious - reliable and dependable ▪ Motivated, enthusiastic and determined to move forward in life ▪ Have studied Investment Analysis and Portfolio Management, Capital Budgeting and Long-term Investment and Financial Statement Analysis as elective courses along with Recruitment & Selection and Consumer Behavior as non-elective courses ▪ Functional Areas: Finance, Financial Services 																
Education and Qualification	<table border="0" style="width: 100%;"> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td style="text-align: right;">2012</td></tr> <tr> <td>Govt. Post Graduate College of Commerce, Multan</td><td></td></tr> <tr> <td>B.COM</td><td style="text-align: right;">2008</td></tr> <tr> <td>Govt. College of Commerce, Khanewal</td><td></td></tr> <tr> <td>D.Com</td><td style="text-align: right;">2006</td></tr> <tr> <td>Govt. Islamia High School, Khanewal</td><td></td></tr> <tr> <td>Matriculation</td><td style="text-align: right;">2004</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Govt. Post Graduate College of Commerce, Multan		B.COM	2008	Govt. College of Commerce, Khanewal		D.Com	2006	Govt. Islamia High School, Khanewal		Matriculation	2004
University of Management and Technology (UMT), Lahore																	
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Govt. College of Commerce, Khanewal																	
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Govt. Islamia High School, Khanewal																	
Matriculation	2004																
Professional Experience	<table border="0" style="width: 100%;"> <tr> <td>National Bank Of Pakistan, Lahore</td><td style="text-align: right;">Mar – Apr 2012</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> ▪ Assisted in credit administration department </td></tr> </table>	National Bank Of Pakistan, Lahore	Mar – Apr 2012	Intern		<ul style="list-style-type: none"> ▪ Assisted in credit administration department 											
National Bank Of Pakistan, Lahore	Mar – Apr 2012																
Intern																	
<ul style="list-style-type: none"> ▪ Assisted in credit administration department 																	
Projects	<ul style="list-style-type: none"> ▪ Invested 50 million (mock investment) in Stocks, Mutual Funds and Commodities ▪ Applied all major techniques of capital budgeting decisions on project of opening of pharmacy ▪ Analyzed financial reports of major organizations of fertilizers, cement and chemical sectors such as FFC, DG Cement and Sitara Chemicals from investment point of view and credibility ▪ Scrutinized the recruitment and selection process of NTDC Wapda. Their recruitment process consisted of job identification, advertisement of the job, call for interview and final selection call by MD Human Resources ▪ Examined strategy intended which was cost effectiveness and strategy being pursued which was diversification by Nishat Textile Mills ▪ Developed a research report to launch Burger King as new business and Gourmet Juices as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. ▪ Prepared a report on end-to-end supply chain processes of Al-Quraish Paper Mills. Checked the collaboration between supplier, firm and customers 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Appeared in Dean's Honors lists three times during MBA-P ▪ Got certificate in course of International Trade and Investment Law ▪ Got certificate in course of International Commercial Arbitration 																
Interests	<ul style="list-style-type: none"> ▪ Social networking, Watching tennis, Surfing the net for business research 																

 Born 1985	<h2>Muhammad Auzair Abid</h2> <p>Present Address: 932 C, Maulana Shaukat Ali Road, Faisal Town, Plastic Surgery Hospital, Lahore</p> <p>Permanent Address : Islam Pura Street no. 3, Bhalwal District Sargodha</p> <p>Cell: 0333-9816219</p> <p>E-mail: auzairabid@yahoo.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Sound planning and organizational capabilities ▪ Results oriented – focused on productive and high yield activities ▪ Sensitive and patient; good interpersonal and communication skills ▪ Calm, reliable and dependable in meeting objective ▪ Adaptable and flexible; well-organized planner and scheduler ▪ Seek new responsibilities and use initiative; self-sufficient ▪ Conversant with accounting systems and principles ▪ Have studied financial statement analysis, investment analysis and portfolio management, corporate finance, Islamic banking and finance ▪ Functional Areas: Finance and Accounting 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td> <td></td> </tr> <tr> <td>MBA</td> <td>2012</td> </tr> <tr> <td>Punjab University, Lahore</td> <td></td> </tr> <tr> <td>B.COM</td> <td>2006</td> </tr> <tr> <td>Government Degree College, Bhalwal</td> <td></td> </tr> <tr> <td>ICS</td> <td>2004</td> </tr> <tr> <td>Government High School, Bhalwal</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2001</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Punjab University, Lahore		B.COM	2006	Government Degree College, Bhalwal		ICS	2004	Government High School, Bhalwal		Matriculation	2001
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Professional Experience	<table> <tr> <td>Plastic Surgery Hospital, Lahore</td> <td>May 2009 – Jun 2010</td> </tr> <tr> <td>Assistant Accountant</td> <td></td> </tr> <tr> <td> <ul style="list-style-type: none"> ▪ Managed and updated payroll system ▪ Maintained and recorded transactions (income, expenses) on daily basis ▪ Kept record of fixed asset, to show true value of assets at any time ▪ Maintained record of financial statements for auditing purposes </td> <td></td> </tr> <tr> <td>Noon Sugar Mills Limited, Bhalwal</td> <td>Sep 2006 – Sep 2008</td> </tr> <tr> <td>Assistant Accountant</td> <td></td> </tr> <tr> <td> <ul style="list-style-type: none"> ▪ Arranged sales reports to show true revenue of firm ▪ Maintained bank reconciliation statements hence tallying bank and firm accounts ▪ Kept record of income, expenses, sales and advances </td> <td></td> </tr> </table>	Plastic Surgery Hospital, Lahore	May 2009 – Jun 2010	Assistant Accountant		<ul style="list-style-type: none"> ▪ Managed and updated payroll system ▪ Maintained and recorded transactions (income, expenses) on daily basis ▪ Kept record of fixed asset, to show true value of assets at any time ▪ Maintained record of financial statements for auditing purposes 		Noon Sugar Mills Limited, Bhalwal	Sep 2006 – Sep 2008	Assistant Accountant		<ul style="list-style-type: none"> ▪ Arranged sales reports to show true revenue of firm ▪ Maintained bank reconciliation statements hence tallying bank and firm accounts ▪ Kept record of income, expenses, sales and advances 					
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<ul style="list-style-type: none"> ▪ Arranged sales reports to show true revenue of firm ▪ Maintained bank reconciliation statements hence tallying bank and firm accounts ▪ Kept record of income, expenses, sales and advances 																	
Projects	<ul style="list-style-type: none"> ▪ Conducted the financial statement analysis of Kohinoor and Gull Ahmad textile mills limited. Conducted the ratio analysis and financial statement analysis. Gul Ahmed was found in better condition as compared to Kohinoor ▪ Launched an innovative product, 'cool and hot box' for vehicles. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. ▪ Organized a successful sales activity for sales of garment in Entrepreneurial Festival ▪ Conducted research to check the effect of packaging on sales of Mitchell's product. It was found that good packaging leads to good sales 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail, hardware and software installation ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Appeared in Dean's merit list during MBA ▪ Team member of university cricket team ▪ Worked for flood victims at Dera Ghazi Khan ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT 																
Interests	<ul style="list-style-type: none"> ▪ Photography, Cricket, Current affairs, Traveling, History, Camping, Technology 																

<p>Born 1987</p>	<p>Muhammad Bilal Shafique Address: House-193, Block 16, Sector B1, Town Ship, Lahore Cell: 0323-4690894 Email: bilal0705@hotmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Determined and decisive; use initiative to meet and resolve challenges ▪ Strong planning, organizing and monitoring abilities - an efficient time-manager ▪ Seek new responsibilities and use initiative; self-sufficient ▪ High integrity and honesty; ethical and socially aware ▪ Good interpersonal skills - good communicator ▪ Active and dynamic approach to work and getting things done ▪ Emotionally mature - calming and positive temperament - compassionate and caring ▪ Have studied, Financial Derivatives, Financial Statements Analysis, Islamic Banking and Finance as elective courses along with, Total Quality Management and Human Resource Information System as non-elective courses ▪ Functional Areas: Accounting and Finance
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Trace College of Commerce, Lahore B.COM 2007 Government College Township, Lahore ICS 2005 Sarkar Islamia High School, BII Township, Lahore Matriculation 2003</p>
<p>Professional Experience</p>	<p>Treet Corporation Feb 2010 – Present Accounts Assistant</p> <ul style="list-style-type: none"> ▪ Make sales tax invoices, and maintain the debtors accounts ▪ Report daily sales updates and account receivable status to higher management ▪ Reconcile the bank statements on monthly basis ▪ Make vouchers of employees' expense reimbursement
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Developed a research report on the financial statement analysis of PPL and PSO. Conducted ratio analysis on the past five year's financial data of the companies. Both companies were found in good position from investment point of view ▪ Developed portfolio of companies in different sectors such as oil & gas, 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 ▪ Developed a feasibility report of a newly started business named, 'Telelight Corporation'. Calculated capital requirement for project, income statement, and cash flow statements internal rate of return and payback period ▪ Performed different tasks of accounting and finance like financial statement preparation, budget preparation, and profit ability index of an organization
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS , Oracle Based Financial System
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Got 3rd best seller prize in Entrepreneurial Festival, 2011 at UMT ▪ Got best student of the year award in B.Com
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Military affairs, Sports, Religion, Finance, Counseling

Born 1987	Muhammad Faizan Shaukat Address: H. No 29-A, Minhass St.-140, Jinnah Colony, Peer Ghazi Road, Ichhra, Lahore Cell: 0321-4025913 Email: faizan_250@hotmail.com	
Personal Profile	<ul style="list-style-type: none"> ▪ High integrity and honesty; ethically and socially aware ▪ Good interpersonal skills- work well with others; motivate and encourage ▪ Self-aware- always seeking to learn and grow ▪ Entrepreneurial and pro-active; innovative and make things happen ▪ Methodical and rigorous approach to achieving tasks and objectives ▪ Have studied Investment Portfolio , Financial Statement Analysis, Business Finance and Consumer Behavior as elective courses along with Transnational Management and Business Research as non-elective courses ▪ Functional Areas: Banking & Finance, Human Resource Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 Punjab College of Commerce, Lahore B.COM 2008 Standard College, Lahore I.COM 2006 Ghazi Scholars Foundation, Lahore Matriculation 2004	
Professional Experience	Ameen & Company, Lahore Jun – Jul 2009 Intern <ul style="list-style-type: none"> ▪ Assisted in preparing audit reports and did data entry Standard Chartered Bank, Muslim Town, Lahore Aug – Sep 2010 Intern <ul style="list-style-type: none"> ▪ Assisted in preparing accounts opening forms and clearing documents ▪ Coordinated in developing customer relationship with clients 	
Projects	<ul style="list-style-type: none"> ▪ Conducted financial statement analysis of Attock and National refinery. Analyzed ratios, cash flow, RNOA and ROCE, credit analysis and calculated earning coverage ratio ▪ Selected 20 listed companies on stock exchange and invested in them on their share price basis and sold them after one month to calculate profit and loss ▪ Conducted training needs analysis of Pak Electronics Limited. Reported on training evaluation, design and delivery of training ▪ Prepared a research report on business idea project of solar charging pouch ▪ Examined the clearing department of National Bank of Pakistan. Did SWOT analysis, checked their market share, procedure of clearing, and also gave some recommendations for improvement ▪ Prepared a research report on decision of undergraduate students to select university 	
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 	
Achievements	<ul style="list-style-type: none"> ▪ Team member of university cricket team ▪ Actively participated in Entrepreneurial Festival, 2010 ▪ Actively participated in business idea competition in FAST & won 3rd position 	
Interests	<ul style="list-style-type: none"> ▪ Cooking, Traveling, Surfing the net, Swimming, Movies, Driving, History 	

 Born 1987	<h2>Muhammad Haris</h2> <p>Address: E-231, PIA Housing Society, Lahore Cell: 0300 – 4621250, 0334 - 4288235 E-mail: harisg4u@yahoo.com</p>																
Personal Profile	<ul style="list-style-type: none"> Identify and develop opportunities; innovate and make things happen Good strategic vision; able to build and implement sophisticated plans Tactical, strategic and proactive – anticipate and take initiative Good listener – caring and compassionate Good interpersonal skills – good communicator, high integrity Have studied Business Strategy , Investment Analysis & Portfolio Management, Financial Derivatives, ERP (Enterprise Resource Planning), Strategic Distribution Networks as elective course Functional Areas: Finance, 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>2012</td> </tr> <tr> <td>Punjab College of Commerce, Lahore</td> <td></td> </tr> <tr> <td>B.COM</td> <td>2009</td> </tr> <tr> <td>Punjab College of Commerce, Lahore</td> <td></td> </tr> <tr> <td>I.COM</td> <td>2006</td> </tr> <tr> <td>Central Model School, Lahore</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2003</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Punjab College of Commerce, Lahore		B.COM	2009	Punjab College of Commerce, Lahore		I.COM	2006	Central Model School, Lahore		Matriculation	2003
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Professional Experience	<table> <tr> <td>Hassan Farooq & Company Chartered Accountants, Lahore</td> <td>Mar-Apr 2012</td> </tr> <tr> <td>Intern</td> <td></td> </tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> Assisted in preparing journals, ledgers and financial statements Coordinated correspondence with clients </td> </tr> </table>	Hassan Farooq & Company Chartered Accountants, Lahore	Mar-Apr 2012	Intern		<ul style="list-style-type: none"> Assisted in preparing journals, ledgers and financial statements Coordinated correspondence with clients 											
Hassan Farooq & Company Chartered Accountants, Lahore	Mar-Apr 2012																
Intern																	
<ul style="list-style-type: none"> Assisted in preparing journals, ledgers and financial statements Coordinated correspondence with clients 																	
Projects	<ul style="list-style-type: none"> Made mock investment of 50 million in KSE. Developed portfolio of companies in different sectors such as oil & gas, 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 those sectors Analyzed the end-to-end supply chain management process of SHMZ pharmaceutical. Reported their processes of purchase of raw materials, processing and finished goods. There was a gap in demand and supply of finished goods. Integrating the down stream and up stream was recommended Conducted financial ratio analysis, profitability ratio analysis and market ratio analysis of ICI and Fauji Fertilizers. The analysis helped to evaluate the performance of the company 																
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, E-mail SPSS 																
Achievements	<ul style="list-style-type: none"> Got 1st position in Entrepreneurship Festival by introducing tracking & anti-jamming for bikes in 2011 at UMT, Lahore Got 3rd position in Earning Management, in Entrepreneurship Festival ,UMT, Lahore 																
Interests	<ul style="list-style-type: none"> Internet surfing for business research, Cricket, Photography 																



Muhammad Imran

Present Address: Kashana Qadria Hostel, Gulberg III, Firdous Market, Lahore

Permanent Address: H--668, St-11, Maqam e Hayat, Sargodha

Cell: 0300-5599915, 0345-8604377

Email: imranlibra85@gmail.com

Born 1985

Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Determined and decisive; use initiative to develop effective solutions to problems Hard working, possess strong planning, organizing and monitoring abilities Good communication and interpersonal skills, an efficient time manager Financially astute - conversant with accounting systems and principles Functional Areas: Accounting, Finance, Banking
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>ITM College of Commerce, Sargodha B.COM 2008</p> <p>Progressive Public College, Sargodha FSc 2004</p> <p>Govt. School No.1, Sargodha Matriculation 2002</p>
Professional Experience	<p>Edification and Careers (Pvt.) Ltd., Lahore Feb 2010 - present Assistant Finance Manager</p> <ul style="list-style-type: none"> Improved accounting system thus decreased errors and frauds Recorded transaction posting hence ensuring timely update of record Maintained record of customers for future contact
Projects	<ul style="list-style-type: none"> Developed a research report on the financial statement analysis of PPL and PSO. Conducted ratio analysis on the past five year's financial data of the companies. Both the companies were found in good position from investment point of view Made mock investment of 50 million in KSE. Developed portfolio of companies in different sectors such as oil & gas, 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 those sectors Developed a portfolio of different companies like OGDC, Attock Petroleum, Nishat Textile. Conducted credit analysis and market share analysis to check the financial worth of the company listed in KSE and then made mock investment Conducted financial statement analysis of KTML and Gul Ahmad Textile. Conducted ratio analysis, profitability analysis, liquidity analysis and concluded that KTML is a growing and profitable organization
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS
Achievements	<ul style="list-style-type: none"> Appeared in Dean's and Rector's Honors lists during MBA Team member of university cricket team Worked for flood victims , Muzafargarh Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT Got 3rd position in Entrepreneurial Festival, 2012 at UMT
Interests	<ul style="list-style-type: none"> Cricket, Current affairs, Health care, Mathematics, Investments, Music, History



Born 1986

Muhammad Kazim Abbas

Present Address: H. No. 60, Eden Cottages, New Iqbal Park Cantt. Lahore

Permanent Address: 159/A, Street East Ward No.6, Talagang City, District Chakwal

Cell: 0300-4125851

E-mail: kazim.umt@gmail.com

Personal Profile	<ul style="list-style-type: none">Reliable and dependable in meeting the objectivesTactical, strategic and proactiveSeeks new responsibilities and uses initiative; self sufficientResult-driven, logical and methodical approach to achieving tasks and objectiveMotivated, enthusiastic and determined to move forward in lifeGood communication and interpersonal skills; an efficient time managerHave studied Strategic Brand Management, Services Marketing, Consumer Behavior and Sales Force Management as elective courses along with Training & Development and Supply Chain Strategies as non-elective coursesFunctional Areas: Marketing, Sales, Customer Services, HRM																
Education and Qualification	<table><tr><td>University of Management and Technology (UMT), Lahore</td><td></td></tr><tr><td>MBA</td><td>2012</td></tr><tr><td>Forman Christian College (FCC), Lahore</td><td></td></tr><tr><td>BSc (H)</td><td>2008</td></tr><tr><td>Forman Christian College (FCC), Lahore</td><td></td></tr><tr><td>FA</td><td>2004</td></tr><tr><td>Fauji Foundation Model School, Talagang</td><td></td></tr><tr><td>Matriculation</td><td>2002</td></tr></table>	University of Management and Technology (UMT), Lahore		MBA	2012	Forman Christian College (FCC), Lahore		BSc (H)	2008	Forman Christian College (FCC), Lahore		FA	2004	Fauji Foundation Model School, Talagang		Matriculation	2002
University of Management and Technology (UMT), Lahore																	
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Professional Experience	<table><tr><td>Abbas Traders/Khairullah Agencies- Talagang</td><td>2008 – 2009</td></tr><tr><td colspan="2">Assistant Manager Sales</td></tr><tr><td colspan="2"><ul style="list-style-type: none">Maintained and initiated relationships with retail networkPerformed credit recovery as per credit policy from each customerSupervised daily sale activitiesHandled product lines of well-known companies such as Z. Pak Limited, Shezan</td></tr><tr><td>Philips Electrical Industries of Pakistan Ltd, Lahore</td><td>Jul– Aug 2011</td></tr><tr><td colspan="2">Intern</td></tr><tr><td colspan="2"><ul style="list-style-type: none">Performed retail audit of shops by coordinating with area distributorCoordinated in interviewing clients on their needs and documenting notesAssisted in preparing marketing reports for the review of senior managementVolunteered in launching and organizing sales campaignAssisted in developing a research report on the “Declined sales of TL-D rod”</td></tr></table>	Abbas Traders/Khairullah Agencies- Talagang	2008 – 2009	Assistant Manager Sales		<ul style="list-style-type: none">Maintained and initiated relationships with retail networkPerformed credit recovery as per credit policy from each customerSupervised daily sale activitiesHandled product lines of well-known companies such as Z. Pak Limited, Shezan		Philips Electrical Industries of Pakistan Ltd, Lahore	Jul– Aug 2011	Intern		<ul style="list-style-type: none">Performed retail audit of shops by coordinating with area distributorCoordinated in interviewing clients on their needs and documenting notesAssisted in preparing marketing reports for the review of senior managementVolunteered in launching and organizing sales campaignAssisted in developing a research report on the “Declined sales of TL-D rod”					
Abbas Traders/Khairullah Agencies- Talagang	2008 – 2009																
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Philips Electrical Industries of Pakistan Ltd, Lahore	Jul– Aug 2011																
Intern																	
<ul style="list-style-type: none">Performed retail audit of shops by coordinating with area distributorCoordinated in interviewing clients on their needs and documenting notesAssisted in preparing marketing reports for the review of senior managementVolunteered in launching and organizing sales campaignAssisted in developing a research report on the “Declined sales of TL-D rod”																	
Projects	<ul style="list-style-type: none">Examined the brand audit of the Coca Cola company by interviewing retail shop ownersPrepared a research report on strategic marketing management of Pizza Hut by applying PEST analysis, Porter 5 forces model, perceptual mappingAnalyzed the sales process, promotional activities of returnable mango juice bottle of Shezan. Conducted GAP analysis and gave recommendationsDeveloped a research report on customer satisfaction regarding services of Wi-TribeAnalyzed the Iqra Medical Complex with respect to P’s of services marketing, quality, capacity and service environmentConducted research to analyze the training & development process at McDonald’s																
Computer Skills	<ul style="list-style-type: none">Ms Office (Word, Excel, Power Point), SPSSInternet, e-mail																
Achievements	<ul style="list-style-type: none">Participated in the International Conference on Business Management, 2012 at UMTAwarded certificates of participation in cricket at school level																
Interests	<ul style="list-style-type: none">Cricket, Table tennis, Current affairs, Traveling, Business research on the net																



Born 1987

Muhammad Naeem Sharif

Current Address: UMT Hostel, Zubair Villas, Mustafa Town, Near Police Choky, Lahore

Permanent Address: Al-Jannant Chowk, Paracha Street, Raees House, Bahawalnagar

Cell: 0334-7046305

E-mail: naeemsharif.umd@gmail.com

Personal Profile

- Good starter - enthusiastic in finding openings and opportunities
- Reliable and dependable in meeting the objectives and results-driven
- Excellent interpersonal skills - good communicator
- Logical and methodical approach to achieving tasks and objectives
- High integrity and honesty; ethical and socially aware
- Have studied Strategic Brand Management, Sales Force Management, Service Marketing as elective courses along with Multinational Enterprises and Law and Strategic Human Resource Management as non-elective courses
- **Functional Areas:** Marketing, Sales, Customer Services, HRM

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Islamia University, Bahawalpur	
BBA (H)	2009
Govt. Degree College, Bahawalnagar	
FSc	2006
Govt. City High School, Bahawalnagar	
Matriculation	2004

Professional Experience

- | | |
|--|---------------------|
| The Coca Cola Company, Lahore | Jul – Aug 2011 |
| Intern | |
| <ul style="list-style-type: none">▪ Conforming productions as per demands received from shipping department▪ Ensuring the match between demand and funds received from finance department▪ Checking the beverage quality i.e. its taste, smell, color and gas pressure | |
| English Metal Store, Lahore | Jun 2010 - Jun 2011 |
| Assistant Manager Sales | |
| <ul style="list-style-type: none">▪ Ensured the timely import of raw material from abroad to fulfill the demand▪ Organized the sales force, suggesting steps to increase sales hence achieving sales targets. Highlighted the importance of neglected areas▪ Made recommendations regarding employee hiring and screening▪ Suggested steps to reduce cost and save time | |

Projects

- Developed a research report on brand audit of Meraj (mosquito killer). Visited 100 shops and calculated the shelf spacing of Meraj in each shop and compared it with the market leader, Mortien
- Developed a research report on consumer decision making model during the purchase of Lay's (chips). The focus was on aspects such as customer motivation, consumer decision making process and consumer post-purchase behavior
- Developed a research report to improve the services of Sukh Cha'n Wellness Club

Computer Skills

- Ms Office (Word, Excel, Power Point)
- Internet, e-mail
- SPSS

Achievements

- Performed one-day sales activity in Bisconni. Surpassed the sales target hence received reward from manager
- Participated in several workshops related to professional and personal development

Interests

- Cricket, Current affairs, Traveling, Surfing the net, Sharing my views with others

<p>Born1986</p>	<p>Muhammad Nasir Khan Address: H No. 244 – 2 C2, Township, Lahore Cell: 0333-8657280 Email: khan2_umt@yahoo.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Reliable and dependable in meeting the objectives ▪ Seek and find solutions to challenges - exceptionally positive attitude ▪ Good communication and interpersonal skills, an efficient time manager ▪ Have studied Strategic Leadership Skills, Business Negotiation and Seminar In Management as elective courses along with Strategic Human Resource Management and Total Quality Management as non-elective courses ▪ Functional Areas: Administration, Human Resource Management, Customer Services
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Govt. College of Commerce, Sialkot B.COM 2008 Govt. Murray College, Sialkot I.COM 2005 Govt. Qoummi High School Railway Road, Sialkot Matriculation 2003</p>
<p>Professional Experience</p>	<p>National Bank Of Pakistan (NBP),Sialkot Aug – Oct 2011 Intern <ul style="list-style-type: none"> ▪ Assisted in operational activities ▪ Recorded transaction posting hence ensuring timely update of record ▪ Maintained general customer queries, monitored and increased customer base Others <ul style="list-style-type: none"> ▪ Organized different events such as entrepreneurial tours to Sialkot ▪ Did a part time business of exporting footballs to Russia, Iran and Afghanistan </p>
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Developed a research report on dynamics of management for Shezan Juices. Interviewed the manager and collected their views regarding planning, organizing, directing and controlling of the organization ▪ Conducted research for analysis of Strategic Human Resource Management at Descon and Nippon. Compared the company's overall business strategies with HR functions. Developed questionnaire to take the view point of HR personnel ▪ Prepared a complete extension plan for 20 bed rooms of City Hotel. For this extension, new HR persons were hired. Developed supply plan, structure plans, training and development plans, appraisal and compensation plans ▪ Launched 'Almond Refresher Juice' as a new product. Developed complete marketing plan consisting of target market selection, segmentation, positioning, 4Ps, market strategies, etc.
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Participated In Cultural Gala Festival and Marketing Seminar at UMT in 2010 ▪ Active Participant of Marketing Club at UMT in 2010 ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT
<p>Interests</p>	<ul style="list-style-type: none"> ▪ English movies, Current affairs, Traveling, Creative ideas, Marketing research



Born 1987

Muhammad Nazim Aslam

Address: 83 A1, PIA Society, Johar Town, Lahore

Cell: 0301-4980484

Email: nazimnabeel@yahoo.com

Personal Profile	<ul style="list-style-type: none"> Identify and develop opportunities; innovate and make things happen Determined and decisive; use initiative to meet and resolve challenges High integrity and honesty; ethical and socially aware Solid approach to achieving tasks and objectives; determined and decisive Ability to maintain high standard of consistency with careful attention Have studied Investment Analysis and Portfolio Management, Corporate Finance, Financial Statement Analysis and Consumer Banking as elective courses along with Commercial Banking Operation and System Dynamics as non-elective courses Functional Areas: Finance, Accounts
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>Mansoor Degree College, Lahore BA 2007</p> <p>Islamia Degree College, Pattoki FA 2005</p> <p>Govt. High School, Rasool Pur Matriculation 2003</p>
Professional Experience	<p>State Life Insurance Corporation of Pakistan Mar 2009 – Jun 2011 Sales Representative</p> <ul style="list-style-type: none"> Prepared reports and sale schedules to develop plans for clients <p>Lahore Stock Exchange (LSE) Jan 2012</p> <ul style="list-style-type: none"> Analyzed the LSE reports to check the position of companies in LSE <p>Nasir Packages, Lahore Jul 2011 Accounts Assistant</p> <ul style="list-style-type: none"> Analyzed financial statements, to check the financial health of the company Improved accountancy skills under the supervision of senior management <p>Entrepreneurial Festival, UMT, Lahore Jun 2011</p> <ul style="list-style-type: none"> Assisted as an organizer in Entrepreneurial Festival, 2011 Volunteered in launching and organizing sales campaign of the festival <p>Silk Bank July – Aug 2010</p> <ul style="list-style-type: none"> Assisted in account opening, credit and customer services department
Projects	<ul style="list-style-type: none"> Invested 50 million (mock investment) in stock exchange to purchase different companies shares and compared the market portfolio with my portfolio on daily basis Conducted financial analysis of Dawood Hercules Chemical as well as Kohinoor Textile Mills. Took last 5 years annual reports of these companies to analyze the company position through ratio analysis, leverage ROE and ROA Developed a research report about NIFT (National Institutional Facilitation Technologies) and CIB. Reported the process of NIFT and its functions Conducted financial statement analysis of Attock Refinery and its competitors' on the basis of last 10 years performance. Completely analyzed the income statement, balance sheet, retain earning and equity
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail, SPSS
Achievements	<ul style="list-style-type: none"> Awarded with 100% scholarship in MBA on attaining first position in graduation Awarded roll of honor in graduation Selected for the best performance award in Pakistan State Life Corporation
Interests	<ul style="list-style-type: none"> Reading books, Finance, Innovations, Human Rights, Investments, Politics



Born 1987

Muhammad Raheel Khawaja

Address: House No. 542, Block 5, Sector D1, Township, Lahore

Cell: 0300-4596682

E-mail: khawajaraheel09@gmail.com

Personal Profile

- Hard working, possess strong planning, organizing and monitoring abilities
- Motivated, enthusiastic and determined to move forward in life
- Good communication and interpersonal skills
- Can engage team for target achievement
- Honest and good in resolving conflict
- **Functional Areas:** Operations, Supply Chain Management, Marketing

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Punjab College of Commerce, Lahore	
B.COM	2008
Government Science College Wahdat Road, Lahore	
Intermediate	2006
DPS Model Town, Lahore	
Matriculation	2004

Professional Experience

IAA, UMT, Lahore	Sep 2010- Feb 2012
Teacher's Assistant	
▪ Assisted in checking quizzes, assignments and grading the participants	
Access Engineering (Qubee Division), Lahore	Sep – Nov 2011
Assistant Manager Sales	
▪ Reporting, corresponding to general manager on daily basis about sales	
▪ Supervised employees ensuring the achievement of assigned sales targets	
Creative Engineering (Pvt.) Ltd, Lahore	Apr - Aug 2011
Assistant Purchase officer	
▪ Performed key role in making quotations for purchase order, purchase decisions, vendor and seller integration and product purchasing activities	
▪ Conducted purchase and product analysis to check the health of business	
Allied Bank Limited, Lahore	Aug - Sep 2010
Intern	
▪ Assisted in general banking operations in departments like remittances, clearance, ATM issues, account opening, client-customer relations, etc	

Projects

- Prepared a report on supply chain business process of Urban Sole and Pierre Cardin. Studied the working of R&D, purchase, production, quality and sales department
- Participated in Entrepreneur Business Plan Competition. Made an innovative product, 'Solar Energy Charger Pouch' for charging mobiles. Developed marketing strategy, financial strategy and overall technical and management work
- Conducted an analysis on the strategic marketing procedures of Nestle. Reported on how well their distribution channel was integrated with retailer and point of sales (shops)
- Analyzed supply chain process of Crescent Bahuman Ltd. Analyzed departments of supply chain, integration of departments, management working and business growth
- Developed a research report on logistics and warehouse strategy of Qubee international. Recommended the purchase of their own warehouse to minimize cost

Computer Skills

- MS-Office 2003, 2007,2010
- SPSS, PC-TAS
- Microsoft Visio 2003, Microsoft Project 2003, 2010

Achievements

- Participated in Geo TV program
- Hosted and organized co-curricular activities at UMT Dramatics club

Interests

- Cricket, Current affairs, Traveling, Book reading, Surfing the net for business research

Born 1983	Muhammad Rizwan Akhtar Address: 696 D-Block, Faisal Town, Lahore Cell: 0300-4004218 Email: rizwanakhtar@msn.com
Personal Profile	<ul style="list-style-type: none"> ▪ Methodical approach to planning and organizing- good time-manager ▪ Determined and decisive; use initiative to develop effective solutions to problems ▪ Reliable and dependable– high personal standards and attention to detail ▪ Great team worker- adaptable and flexible ▪ Good interpersonal skills- good communicator, high integrity ▪ Good researcher- creative and methodical - probing and resourceful ▪ Functional Area: Supply Chain Management
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 University of Management and Technology (UMT), Lahore BBIT 2007 The Minhaj University, Lahore ICS 2002 Divisional Public School, Lahore Matriculation 2000
Professional Experience	Pronto promo, Lahore Jun 2012 – Present Supply Chain Officer <ul style="list-style-type: none"> ▪ Lead in supplier-related tender activities e.g. bid evaluation, supplier selection ▪ Conduct inventory control management based on demand plan ▪ Maintain and optimize purchase forecast in an accurate and timely manner Mobilink, Lahore Jan 2008 – Aug 2010 Warehouse In charge <ul style="list-style-type: none"> ▪ Planned, organized and controlled of over-all warehouse operations ▪ Issued inventory report, IN/OUT status report, dead stock report ▪ Implemented cost reduction principle in all aspects of warehouse transactions ▪ Produced regular reports and statistics on daily, weekly and monthly basis
Project	Conducted diagnostic study of supply chain of Berger Paints, Pakistan: <ul style="list-style-type: none"> ▪ Created a generalized model that involved suppliers, organization and its buyers ▪ Understood the integration within the organization ▪ Understood and devised the flow of raw materials from the source ▪ Understood and devised the flow of finished goods ▪ Mapped the physical flow of the inventory to identify the time consuming activities ▪ Differentiated the value added and non-value added activities ▪ Mapped the flows of materials, information and cash in the supply chain ▪ Used financial analysis to check inventory positions to improve inventory cycle ▪ Plotted various processes within the organization that needed improvement ▪ Improved the service level by reducing the time consuming activities
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Employee of the month at Mobilink , August 2009
Interests	<ul style="list-style-type: none"> ▪ Travelling, Gardening, Reading



Born 1987

Muhammad Salman Talib

Address: 125 C-2 Johar Town, Lahore

Cell: 0300-8000922

E-mail: salman.talib3@gmail.com

Personal Profile	<ul style="list-style-type: none">▪ Reliable and dependable in meeting the 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▪ Have studied Services Marketing, Strategic Distribution Networks and Consumer Behavior as elective courses▪ Functional Areas: Marketing, Customer Services												
Education and Qualification	<table><tr><td>University of Management and Technology (UMT), Lahore MBA</td><td>2012</td></tr><tr><td>University of Management and Technology (UMT), Lahore BBS</td><td>2010</td></tr><tr><td>Punjab College of Commerce, Lahore B.COM</td><td>2008</td></tr><tr><td>Superior Group of Colleges, Lahore I.COM</td><td>2005</td></tr><tr><td>BISE, Lahore Matriculation</td><td>2003</td></tr></table>	University of Management and Technology (UMT), Lahore MBA	2012	University of Management and Technology (UMT), Lahore BBS	2010	Punjab College of Commerce, Lahore B.COM	2008	Superior Group of Colleges, Lahore I.COM	2005	BISE, Lahore Matriculation	2003		
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Punjab College of Commerce, Lahore B.COM	2008												
Superior Group of Colleges, Lahore I.COM	2005												
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Professional Experience	<table><tr><td>Center for Women Co-operative Development SME Executive</td><td>Jan 2009 – Aug 2011</td></tr><tr><td><ul style="list-style-type: none">▪ Performed the need evaluation and verification of clients▪ Analyzed the business growth using Islamic mode of financing▪ Recorded transaction posting hence ensuring timely update of records</td><td></td></tr><tr><td>Malik Motors (FZCO), Dubai Supervisor</td><td>Jun – Oct 2008</td></tr><tr><td><ul style="list-style-type: none">▪ Maintained and updated accounts of the company▪ Performed duties as a staff supervisor▪ Managed and updated online data of import and export of cars</td><td></td></tr><tr><td>National Bank of Pakistan, Lahore Intern</td><td>Oct 2007 – Jan 2008</td></tr><tr><td><ul style="list-style-type: none">▪ Coordinated with front desk officer to provide initial information to customers▪ Assisted in managing the online payment of utility bills</td><td></td></tr></table>	Center for Women Co-operative Development SME Executive	Jan 2009 – Aug 2011	<ul style="list-style-type: none">▪ Performed the need evaluation and verification of clients▪ Analyzed the business growth using Islamic mode of financing▪ Recorded transaction posting hence ensuring timely update of records		Malik Motors (FZCO), Dubai Supervisor	Jun – Oct 2008	<ul style="list-style-type: none">▪ Maintained and updated accounts of the company▪ Performed duties as a staff supervisor▪ Managed and updated online data of import and export of cars		National Bank of Pakistan, Lahore Intern	Oct 2007 – Jan 2008	<ul style="list-style-type: none">▪ Coordinated with front desk officer to provide initial information to customers▪ Assisted in managing the online payment of utility bills	
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National Bank of Pakistan, Lahore Intern	Oct 2007 – Jan 2008												
<ul style="list-style-type: none">▪ Coordinated with front desk officer to provide initial information to customers▪ Assisted in managing the online payment of utility bills													
Projects	<ul style="list-style-type: none">▪ Examined the distributions network of Metro Cash & Carry. Their main hub, MBU (Metro Buying Unit) is in Hong Kong through which they distribute in Middle East, South East Asia and Vietnam. For Pakistan, they have warehouse in Lahore▪ Prepared a research report on consumer behavior regarding smoking brands. The variables were price, taste, income range, smoking habits, etc▪ Completed a real-time project, 'Gladiolus flower' with complete marketing plan consisting of 7 P's, market segmentation, target market selection. Examined the forward and backward integration process▪ Examined the operational management activities of Haier refrigerators. Studied assembly line, 6 sigma and Chinese standard of production												
Computer Skills	<ul style="list-style-type: none">▪ Ms Office (Word, Excel, Power Point), SPSS, Auto CAD▪ Internet, e-mail												
Achievements	<ul style="list-style-type: none">▪ Participated in a seminar on Islamic Mode of Financing and Risk Management▪ Participated in International Conference on Commercial Arbitration▪ Organizer in Marketing Club of UMT												
Interests	<ul style="list-style-type: none">▪ Chess, Current affairs, Traveling, Surfing the net for business research												

<p>Born 1985</p>	<p>Muhammad Tariq Address: H-19, Near Shakara, Masjid Shouket Town, Ghazi Road, Lahore Cell: 0300-4473931 E-mail: tariq4643@gmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the objectives ▪ Motivated to join a dynamic organization that provides ample room for the growth ▪ Committed to get knowledge and experience by working in professional environment ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Have studied Strategic Brand Management, Strategic Distribution Networks and Retailing and Merchandising as elective courses along with Human Resource Information System and Islamic Banking and Finance as non-elective courses ▪ Functional Areas: Marketing, Customer Services, Promotions, Retailing
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Punjab College of Commerce, Lahore B.COM 2008 Modern College of Commerce, Lahore I.COM 2004 Imtiaz Public High School, Peco Road, Lahore Matriculation 2001</p>
<p>Professional Experience</p>	<p>Helium Marketing Pvt. Ltd, Lahore Dec 2010 – Present Sales Executive <ul style="list-style-type: none"> ▪ Improved direct marketing hence increased customer base ▪ Recorded transaction posting hence ensuring timely update of record ▪ Maintained clients satisfaction through good service ARC Knitwear Pvt. Ltd, Lahore Nov 07– Dec 2008 Assistant Supervisor <ul style="list-style-type: none"> ▪ Coordinated with banks and different institutions for export ▪ Organized day-to-day activities University of Management and Technology (UMT), Lahore Jan 2006 - June 2007 Assistant Officer <ul style="list-style-type: none"> ▪ Coordinated in organizing 1st International Conference on Business Management ▪ Maintained the textile record </p>
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Performed the value chain analysis of Daewoo Express and came up with suggestions for improvement ▪ Developed a marketing plan for Treet Corporation, came up with the range of products, price and the markets that they can target ▪ Launched Tele Light as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. ▪ Analyzed the Red Bull distribution network
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Worked for flood victims at Basti Gumbatwala, Muzafargarh ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2010&11, UMT ▪ Team member of university cricket team
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Cricket, Traveling, Surfing the net for business research,



Born 1986

Muhammad Tayyab

Address: 203-J Fazal Elahi Road, Rehmanpura, Lahore

Cell: 0346-3436157

E-mail: tayyab157@gmail.com

Personal Profile

- Results-driven, logical and methodical approach to achieve objectives
- Energetic and positive outlook which create positive synergy in team mates
- Tactical, strategic and take initiatives
- Team player with high integrity and honesty; ethical and socially aware
- Excellent interpersonal skills, good communicator, adequate leadership skills
- Motivated, enthusiastic and determined to move forward in life
- Have studied Project Management, Logistics Management and Total Quality Management as elective courses along with Services Marketing and Transnational Management as non-elective courses
- **Functional Areas:** Supply Chain Management, Marketing, Customer Services

Education and Qualification

University of Management and Technology (UMT), Lahore	
MBA	2012
Shiblee College, Gojra (Punjab University)	
B.COM	2006
Shiblee College, Gojra	
ICS	2004
Govt. High School, Gojra (BISE Faisalabad)	
Matriculation	2002

Projects

- Developed a business plan to launch a new product (washable hand-painted cars) for weddings, advertisement campaigns, etc. in the market. Focused on marketing strategy, operations and financial analysis
- Conducted a business research to understand customer perceptions, buying patterns and price sensitivity about dry powder drinks e.g. Tang, Energile, Fruitlee
- Compiled a report on the supply chain model flaws of **Hira Textile Mills Limited from their suppliers to customers** and proposed its possible solutions
- Developed a report to improve warehouse layout, inventory management techniques, purchasing process, transportation and delivering strategies of Makro Cash & Carry in the context of logistics management
- Developed a business plan of "Water Filtration Plant" to provide assistance in rehabilitation of the flood affected people
- Examined the services, 4 Ps of marketing, customer interface, complaint handling process and profitable service strategies of Salt 'n' Pepper restaurant
- Prepared a research report on IFAS, EFAS, SFAS, core competencies, strategic mapping and balance scorecard of Elegant Shoes, Limited

Computer Skills


- Ms Office (Word, Excel, Power Point)
- Internet, e-mail
- SPSS


Achievements


- Second runner-up of Pakistan Entrepreneurship and Leadership Program (PELP) held at UMT
- Participated in Commerce and Cultural Extravaganza held at UMT
- Active member of CSCR (Center for Supply Chain Research) at UMT

Interests

- Research, Traveling, International relations, Sports, Learning new technologies

 Born 1987	<h1>Muhammad Umar Maqbool</h1> <p>Address: H-22, St-106, Androon Bazar, Baghbanpura, Lahore Cell: 0345-4192578 Email: um_maqbool@yahoo.com</p>																
Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting objectives - hard-working Seek new responsibilities irrespective of reward and recognition Seek and find solutions to challenges - exceptionally positive attitude Self-aware - always seeking to learn and grow Strong planning, organizing and monitoring abilities Motivated, enthusiastic and determined to move forward in life Good communication and interpersonal skills, an efficient time manager Have studied Financial Statement Analysis, Capital Budgeting and Decision Making, Investment and Portfolio Analysis, Retailer and Consumer Banking, Credit Management as elective courses and Entrepreneurship as non elective course Functional Areas: Banking, Finance, Accounts, Administration 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td>2012</td></tr> <tr> <td>Govt. Dyal Singh College, Lahore</td><td></td></tr> <tr> <td>BSc</td><td>2008</td></tr> <tr> <td>Govt. Dyal Singh College, Lahore</td><td></td></tr> <tr> <td>FSc</td><td>2005</td></tr> <tr> <td>Govt. High School Baghbanpura, Lahore</td><td></td></tr> <tr> <td>Matriculation</td><td>2003</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Govt. Dyal Singh College, Lahore		BSc	2008	Govt. Dyal Singh College, Lahore		FSc	2005	Govt. High School Baghbanpura, Lahore		Matriculation	2003
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Professional Experience	<table> <tr> <td>Honours KG & Secondary School, Lahore</td><td>Aug 2010 – Present</td></tr> <tr> <td>Teacher</td><td></td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> Teach mathematics to Matric class. Also taught Oxford mathematics </td></tr> </table>	Honours KG & Secondary School, Lahore	Aug 2010 – Present	Teacher		<ul style="list-style-type: none"> Teach mathematics to Matric class. Also taught Oxford mathematics 											
Honours KG & Secondary School, Lahore	Aug 2010 – Present																
Teacher																	
<ul style="list-style-type: none"> Teach mathematics to Matric class. Also taught Oxford mathematics 																	
Projects	<ul style="list-style-type: none"> Made mock investment of 50 million in KSE. Developed portfolio of companies in different sectors such as oil & gas, 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 Analyzed the Financial Statements of Fauji Fertilizers and DH-Fertilizers using different tools such as ratio analysis, horizontal analysis, and vertical analysis. The financial position of Fauji Fertilizer was found good as compared to DH-Fertilizers Developed a feasibility report of a weaving unit. Calculated capital requirement for project, income statement, cash flow statement, IRR and payback period Analyzed the mock credit proposal by DG Khan cement company by calculating the last three-year vertical analysis, horizontal analysis, ratio analysis by preparing BIR of this company and analysis of the financial statements Made a marketing plan of an Italian handmade shoe brand Attaché by conducting company analysis, SWOT analysis, pest analysis, porter's five forces analysis Made a real prototype of animal tracker with complete business plan Performed a successful one-day business of gaming zone in Entrepreneurial Festival, 2011 at UMT 																
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS 																
Interests	<ul style="list-style-type: none"> Mathematics, Teaching, Finance, Cricket, Current affairs, Traveling 																

 Born 1987	<h2 style="text-align: center;">Muhammad Usman Ather</h2> <p> Present Address: 85-86 B, Faisal Garden, Near UMT, Johar Town, Lahore Permanent Address: 25, Godown Area, Okara Cell: 0333-6966004 Email: usman.umtlan@gmail.com </p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the objectives ▪ Well-organized; good planner; good time-manager ▪ Self-aware - always seeking to learn and grow ▪ Motivated, enthusiastic and determined to move forward in life ▪ Good communication and interpersonal skills ▪ Results-driven, logical and methodical approach to achieving tasks and objectives ▪ Good starter – enthusiastic in finding openings and opportunities ▪ Have studied Services Marketing, Web Marketing and Consumer Behavior as elective courses ▪ Functional Areas: Marketing, Sales, Customer Services 																
Education and Qualification	<table border="0" style="width: 100%;"> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td style="text-align: right;">2012</td></tr> <tr> <td>Govt. College of Commerce, Okara</td><td></td></tr> <tr> <td>B.COM</td><td style="text-align: right;">2008</td></tr> <tr> <td>Govt. College, Okara</td><td></td></tr> <tr> <td>FSc</td><td style="text-align: right;">2005</td></tr> <tr> <td>Govt. Islamia High School, Okara</td><td></td></tr> <tr> <td>Matriculation</td><td style="text-align: right;">2003</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Govt. College of Commerce, Okara		B.COM	2008	Govt. College, Okara		FSc	2005	Govt. Islamia High School, Okara		Matriculation	2003
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Matriculation	2003																
Professional Experience	<table border="0" style="width: 100%;"> <tr> <td>National Bank of Pakistan, Okara</td><td style="text-align: right;">Jul - Aug 2008</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> ▪ Assisted the manager in day to day banking operations </td></tr> </table>	National Bank of Pakistan, Okara	Jul - Aug 2008	Intern		<ul style="list-style-type: none"> ▪ Assisted the manager in day to day banking operations 											
National Bank of Pakistan, Okara	Jul - Aug 2008																
Intern																	
<ul style="list-style-type: none"> ▪ Assisted the manager in day to day banking operations 																	
Projects	<ul style="list-style-type: none"> ▪ Prepared a research report on ladies' buying behavior of hand bags. Prepared the proposal consisting of background, research problem, objective, variables, and unit of analysis. Data sources & sampling design process was also reported ▪ Examined the operational management activities of Zafar Idrees Rice Mills, Okara. Reported about the distributions network of rice in Pakistan ▪ Prepared entrepreneurial business plan on animal tracker. Developed complete business description, conducted marketing research and analysis. Marketing strategy, operations management, financial projections, critical risks and exit strategy was also discussed ▪ Developed a research report on consumer behavior regarding Lay's snacks. The positive and negative aspects of those behaviors were discussed in detail 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ SPSS, PCTAS ▪ Internet, e-mail 																
Achievements	<ul style="list-style-type: none"> ▪ Attended TERA BIZZ Marketing Conference, 2012 ▪ Participated in Entrepreneurship Festival UMT, 2011 ▪ Organized educational seminar in Okara 																
Interests	<ul style="list-style-type: none"> ▪ Reading, Traveling, Surfing the net for business research, Sports, Investment 																

 <p>Born 1988</p>	<h2>Muhammad Waqar Hassan</h2> <p>Address: H-No 573, Block B, Faisal Town, Lahore Cell: 0333-4371096 E-mail: waqar_h98@hotmail.com</p>																
Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Reliable and dependable – high personal standards and attention to detail Entrepreneurial and proactive – strong drive and keen business mind Good strategic vision; able to build and implement sophisticated plans Determined and decisive; use initiative to meet and resolve challenge Extremely reliable and dependable – analytical, strives for quality Studied Strategic Brand Management and Consumer Behavior as elective courses <p>Functional Areas: Marketing, Sales, Customer Services</p>																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td> <td></td> </tr> <tr> <td>MBA</td> <td>2012</td> </tr> <tr> <td>COMSATS Institute of Information Technology, Lahore</td> <td></td> </tr> <tr> <td>BSBA</td> <td>2010</td> </tr> <tr> <td>Standard College, Lahore</td> <td></td> </tr> <tr> <td>I.COM</td> <td>2006</td> </tr> <tr> <td>The Punjab School, Lahore</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2004</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	COMSATS Institute of Information Technology, Lahore		BSBA	2010	Standard College, Lahore		I.COM	2006	The Punjab School, Lahore		Matriculation	2004
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Standard Chartered Bank, Lahore	Jun – Aug 2009																
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Projects	<ul style="list-style-type: none"> Conducted brand audit of Atlas Honda Ltd. Studied its positioning, brand personality, market segments, brand structures and evaluated it on different metrics i.e. impact image and brand equity by the help of information collected through questionnaires Prepared a project report on end-to-end supply chain of Izhar Concrete Pvt. Ltd. Studied generalized supply chain model including procurement, manufacturing, and distribution, upstream and downstream activities. Prepared pipeline mapping and process mapping. Studied its inbound and outbound logistics as well Prepared a project on The Coca Cola Company studied the aspects such as sales force automation, team meetings, whole seller relationship, product and inventory management, marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. 																
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS 																
Achievements	<ul style="list-style-type: none"> Worked for flood victims at Khanewal with <i>Sirat-ul-Jannah</i> Medical Centre Organized Sports Gala in COMSATS Winner of badminton tournament in sports week of The Punjab School 																
Interests	<ul style="list-style-type: none"> Cricket, Badminton, Current affairs, Traveling, Surfing the net for business research 																



Born 1987

Noman Ali

Address: House No 15, 79 Tagoor Street Gawalmandi, Lahore


Cell: 0321-4061106

Email: syednomanali.1@gmail.com

Personal Profile	<ul style="list-style-type: none"> ▪ Solid approach to achieving tasks and objectives; determined and decisive ▪ Good interpersonal skills – good communicator, high integrity ▪ Active and dynamic approach to work and getting things done ▪ Tactical, strategic and proactive – anticipate and take initiative ▪ Critical thinker – strong analytical skills; accurate and probing ▪ Completer-finisher; check and follow up – immaculate record keeper ▪ Have studied Logistics Management, Vendor selection and Development and System Dynamics as elective courses along with Transnational Management and Management Consultancy as non-elective courses ▪ Functional Areas: Supply Chain Management 	
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 University Of Management and Technology (UMT), Lahore BBS 2010 Punjab College of Commerce, Lahore B.COM IT 2008 Punjab College of Commerce, Lahore I.COM 2005 Govt. Central Model High School, Lahore Matriculation 2003	
Professional Experience	Intech Process Automation May 2012 – Present Intern <ul style="list-style-type: none"> ▪ Assisting here as a procurement expeditor. Doing follow up of purchase orders through e-mails and phone calls. Updating the procurement status in SAP Super Asia Pakistan, Lahore Jul – Dec 2010 Intern <ul style="list-style-type: none"> ▪ Coordinated in developing route plan for the drivers ▪ Maintained warehouse according to the requirements and maintained a record book ▪ Assisted in selecting a vendor 	
Projects	<ul style="list-style-type: none"> ▪ Launched 'UGS' (Uninterruptable Gas Supplies) as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. Also conducted financial and supply chain analysis ▪ Redesigned the supply chain network of GOFFY Foods. Changed the vendor selection method, redesigned the warehouse, changed the inventory control method and techniques, also suggested some changes in logistics management ▪ Compared Ford T-Model with IKEA strategies. Ford used Blue Ocean strategy in 1908 and IKEA followed this strategy in 2011 and become leader in furniture industry 	
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 	
Achievements	<ul style="list-style-type: none"> ▪ Member Of Marketing and Supply Chain Club in UMT 2010-2012 ▪ Team member of university cricket team ▪ Worked for flood victims at Basti Gumbatwala, Muzafargarh ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT 	
Interests	<ul style="list-style-type: none"> ▪ Tennis, Research, Automobiles, Television, Politics, Music 	

 Born 1988	<h2>Omer Waheed</h2> <p> Current Address: 89-C1, High Court Society, Johar Town, Lahore Permanent Address: 32/63, Mahalla Amaan-Pura, Sialkot Cell: 0332-3033098, 0300-6167773 E-mail: am.omer94@gmail.com </p>																
Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting objectives and hard-working Strive for quality and apply process and discipline towards optimizing performance Self-aware - always seeking to learn and grow Great team-worker – adaptable and flexible Good listener – caring and compassionate Functional Areas: Human Resource Management, 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>2012</td> </tr> <tr> <td>Leadership College, Sialkot</td> <td></td> </tr> <tr> <td>B.COM</td> <td>2009</td> </tr> <tr> <td>Murray College, Sialkot</td> <td></td> </tr> <tr> <td>FSc</td> <td>2006</td> </tr> <tr> <td>Allama Iqbal Public School, Sialkot</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2004</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Leadership College, Sialkot		B.COM	2009	Murray College, Sialkot		FSc	2006	Allama Iqbal Public School, Sialkot		Matriculation	2004
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Professional Experience	<table> <tr> <td>Soneri Bank Limited</td> <td>Aug – Sep 2010</td> </tr> <tr> <td>Intern</td> <td></td> </tr> </table> <ul style="list-style-type: none"> Assisted in general banking operations such as account opening, remittance and import export department 	Soneri Bank Limited	Aug – Sep 2010	Intern													
Soneri Bank Limited	Aug – Sep 2010																
Intern																	
Projects	<ul style="list-style-type: none"> Developed a complete plan to build a school in flood effected area by using project management techniques, keeping in view the organization mission Conducted a formal negotiation on technical basis for selling a machine component assuming our-self as a seller and convinced buyer on given quotations resulting in a win-win situation Analyzed NTDC Wapda performance appraisal system, detailed view of appraisal forms, types of appraisal, appraisal scoring criteria, promotion and demotion. Discussed bias and gave recommendations for improvement Analyzed recruitment and selection process by a detailed interview of Daewoo city bus, Lahore focusing on recruitment sources, recruitment policy, short-listing, testing, interviewing and final selection Prepared a research report on the practices that make or break the multinational and transnational companies from world and their future in Pakistan 																
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point, Project Management) Internet, e-mail Hardware troubleshooting 																
Achievements	<ul style="list-style-type: none"> Awarded Certification of Appreciation in PELP, 2011 for being volunteer Member of the Career Club in University of Management and Technology Worked on rehabilitation program for flood disaster in Jhamatwala. Assisted in raising fund, filling questionnaire from needy and planned to rebuild houses 																
Interests	<ul style="list-style-type: none"> Reading, Surfing the net for business research, Physical exercise for fitness 																


Born 1988	Ramiz Sajid Current Address: 1-S-9, St-02, Nasir Colony, Lajna Chowk, College Road, Lahore Permanent Address: 11-W-D, Madina Town, Faisalabad Cell: 0333-6858709 E-mail: ramiz_5563@hotmail.com																
Personal Profile	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the objectives ▪ Hard working, possess organizing and monitoring abilities ▪ Motivated, enthusiastic and determined to move forward in life ▪ Good communication and interpersonal skills; an efficient time manager ▪ Have studied Strategic Brand Management, Sales Force Management, Strategic Distribution Networks and Consumer Behavior as elective courses ▪ Functional Areas: Marketing, Sales, Customer Services 																
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Professional Experience	<table> <tr> <td>Dawood Family Takaful, Ltd</td><td>Oct – Nov 2009</td></tr> <tr> <td colspan="2">Management Trainee (Marketing)</td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> ▪ Developed leads of customers which included taking details such as customer phone number, mailing address and e-mail address, etc. ▪ Took appointments for meetings with customers ▪ Made sales calls i.e. meeting with customers and convincing them to buy policy </td></tr> </table>	Dawood Family Takaful, Ltd	Oct – Nov 2009	Management Trainee (Marketing)		<ul style="list-style-type: none"> ▪ Developed leads of customers which included taking details such as customer phone number, mailing address and e-mail address, etc. ▪ Took appointments for meetings with customers ▪ Made sales calls i.e. meeting with customers and convincing them to buy policy 											
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Projects	<ul style="list-style-type: none"> ▪ Developed marketing plan to launch Hair Solution Shampoo as a new product. Conducted market research, selected target market, developed marketing plan and conducted SWOT analysis ▪ Conducted internal and external environmental analysis of Pak Electron Ltd. The external environment analysis of industry included world trend analysis, porter's five force analysis, PEST analysis. The internal environment analysis included company brief introduction, financial ratio analysis, internal factor evaluation, SWOT analysis, SWOT matrix and strategy formulation ▪ Examined the distribution network of Nestle Milkpak in Lahore. Examined the supply chain process, order processing, and marketing channels. Conducted value chain analysis as well ▪ Developed a research report on effect of Forex rate on KSE 100 index 																
Achievements	<ul style="list-style-type: none"> ▪ Participated in workshop on Building Your Confidence, Leadership Skills, Interviewing Skills, Influencing and Negotiation Skills, Personal Grooming and Professional Development 																
Computer Skills	<ul style="list-style-type: none"> ▪ MS Offices(Word, Excel, Power point & Outlook) ▪ Internet, E-mail ▪ SPSS, Adobe Photoshop 																
Interests	<ul style="list-style-type: none"> ▪ Travelling, Social networking, Writing, Playing cards and chess 																


 Born 1987	<h2>Regon Sabir</h2> <p>Address: H-116, St-2, Christian Colony, F.C College, Ferozepur Road, Lahore Cell: 0306-4543718 E-mail: regon.sabir@gmail.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ 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 ▪ Have studied Strategic Brand Management, Sales Force Management and Consumer Behavior as elective courses along with Leadership skills and Industrial and Labor Relations as non-elective courses ▪ Functional Areas: Marketing, Sales, Customer Services 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td>2012</td></tr> <tr> <td>Punjab College of Commerce, Lahore</td><td></td></tr> <tr> <td>B.Com</td><td>2008</td></tr> <tr> <td>Forman Christian College, Lahore</td><td></td></tr> <tr> <td>FSc</td><td>2005</td></tr> <tr> <td>Happy Home High School, Lahore</td><td></td></tr> <tr> <td>Matriculation</td><td>2003</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Punjab College of Commerce, Lahore		B.Com	2008	Forman Christian College, Lahore		FSc	2005	Happy Home High School, Lahore		Matriculation	2003
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Professional Experience	<table> <tr> <td>Askari Bank Ltd, Lahore</td><td>2008</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td> <ul style="list-style-type: none"> ▪ Assisted in account opening and credit department ▪ Assisted in customer services at reception </td><td></td></tr> </table>	Askari Bank Ltd, Lahore	2008	Intern		<ul style="list-style-type: none"> ▪ Assisted in account opening and credit department ▪ Assisted in customer services at reception 											
Askari Bank Ltd, Lahore	2008																
Intern																	
<ul style="list-style-type: none"> ▪ Assisted in account opening and credit department ▪ Assisted in customer services at reception 																	
Projects	<ul style="list-style-type: none"> ▪ Developed a research report on consumer behavior regarding Peek Freans Sooper biscuits. Studied the consumer perception and found out the key associations like its taste, nutritious value, hygiene. It was concluded that Peek Freans positioned itself around fun ▪ Developed a research report on sales process of Shezan mango juice. Found that they forecasted sales for next year on the basis of last three-year data and current marketing trends. Marketing department forecasted the sales then shared it with other departments to manage all the resources accordingly. Studied their sales management hierarchy and found the various channel involved by which the product reached to the end consumers. Company was using the push strategy and if the sales became low, company launched promotional schemes ▪ Prepared a research report on brand audit of Peek Freans Sooper biscuits. Conducted the qualitative and quantitative analysis of the brand and found that Peek Freans is the leader in the biscuits industry. In quantitative analysis, it was found that Peak Freens Sooper was present in every shop and was having greater shelf space 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Performed one day-activity in Bisconni distribution centre. Visited the shops with order taker, listened to the complaints and gave recommendations to the Area Manager ▪ Got Letter of appreciation from University during MBA on getting GPA 3.5 ▪ Volunteer, Pakistan Entrepreneurial Leadership Program, 2011, UMT 																
Interests	<ul style="list-style-type: none"> ▪ Cricket, Watching movies, Book reading, Surfing the net for business research 																

<p>Born 1987</p>	<p>Saad Humayoon Address: Walton Railway Officers Colony, House No. 76 – B Street No. 3, Lahore Cell: 0331-4207739 E-mail: saad.humayoon@gmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Apply process and discipline towards optimizing performance ▪ Self-aware- always seeking to learn and grow ▪ Self-driven and self-reliant- set aims and targets and leads by example ▪ Have studied Logistic Management, Strategic Distribution Networks and Enterprise Resource Planning as elective courses along with Sales Force Management, Mobile Commerce, Financial Management, as non-elective courses ▪ Functional Areas: Supply Chain Management, Logistic Management , ERP
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 University of Management and Technology (UMT), Lahore BBA 2009 Pakistan Education Centre, Doha-Qatar ICS 2006 Pakistan Education Centre, Doha-Qatar Matriculation 2003</p>
<p>Professional Experience</p>	<p>Wapda (LESCO) Ghazi Grid Station, Lahore Jun – Sep 2011 Intern <ul style="list-style-type: none"> ▪ Assisted in managing Inventory of WAPDA through Oracle ERP solutions ▪ Coordinated in locating & managing transformers, meters to the required places ▪ Assisted in managing new users of ERP KFC, Lahore Aug – Oct 2009 Intern <ul style="list-style-type: none"> ▪ Coordinated in delivering pamphlets, banners, gifts, poster, new promotional schemes to different branches of KFC in Punjab ▪ Assisted to promote CL20 campaign during T20 cricket World cup season ▪ Assisted in managing complaints from key account customers of KFC </p>
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Developed a research report on supply chain process of PEL. It was checked how much segregation was there in different departments. There was communication gap in different departments which caused problem during auditing. It was recommended that they used of ERP solution such as Oracle or Ms-Dynamics to overcome the problems ▪ Conducted a research on distribution network and routing of Standpharm Pakistan (Pvt.) Ltd. The working of Area Sales Manager and medical representatives was reported. For sensitive medicine they used the services of Agility Logistics while for other medicine they had their own vehicles for distribution ▪ Analyzed the logistic functions of PSO warehouse. Their production sector was in Karachi and final product was distributed all over Pakistan through a hired transport system. They had three types of warehouses. One was for barrels; second one was for cars, motor bikes and CNG mobiles, while third one was for on-hand inventory. For big orders they provided transport while for small orders the customers had to collect themselves
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, E-mail ▪ SPSS, Oracle (ERP)
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Youngest editor in Peninsula newspaper Doha, Qatar ▪ Participated in Wall Street competition in 2009 sponsored by Hempel Paints ▪ Organized T20 semifinal (Pak VS Aus) event in 2009
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Cricket, Badminton, Surfing the net, Chess, Travelling, Reading articles

<p>Born 1988</p>	<p>Sadaqat Hussain Present Address: House-10, Street-2, Chowk Nonarian, Lahore Permanent Address: Chak No.40-D, Tehsil Depalpur, District Okara Cell: 0313-4600330 E-mail: sadaqat.hussain39@gmail.com</p>										
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the 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 ▪ Have studied Financial Statement Analysis, Capital Budgeting, Investment analysis and Portfolio Management, as elective courses along with Enterprise Resource Planning (ERP) and Consumer Banking as non-elective courses ▪ Functional Areas: Banking and Finance, Accounting 										
<p>Education and Qualification</p>	<table> <tr> <td>University of Management and Technology (UMT), Lahore MBA</td> <td>2012</td> </tr> <tr> <td>University of Management and Technology (UMT), Lahore BBS</td> <td>2010</td> </tr> <tr> <td>Punjab College of Commerce, Lahore B.COM</td> <td>2008</td> </tr> <tr> <td>Govt. College, Okara ICS</td> <td>2006</td> </tr> <tr> <td>Govt. Islamia High School, Okara Matriculation</td> <td>2004</td> </tr> </table>	University of Management and Technology (UMT), Lahore MBA	2012	University of Management and Technology (UMT), Lahore BBS	2010	Punjab College of Commerce, Lahore B.COM	2008	Govt. College, Okara ICS	2006	Govt. Islamia High School, Okara Matriculation	2004
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<p>Professional Experience</p>	<table> <tr> <td>United Bank Limited, Depalpur Intern</td> <td>Aug – Oct 2010</td> </tr> </table> <ul style="list-style-type: none"> ▪ Assisted in opening new accounts ▪ Coordinated in online deposits and in issuance of UBL Wizz cards 	United Bank Limited, Depalpur Intern	Aug – Oct 2010								
United Bank Limited, Depalpur Intern	Aug – Oct 2010										
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Analyzed the financial statements of Shell Petroleum LTD and applied financial statement analysis techniques to analyze financial ratio, leverage, common size analysis, credit analysis, financial strengths and recurring income ▪ Prepared feasibility report of dairy farming as per capital budgeting perspective. Calculated capital expenditures, payback period, and sensitivity analysis. Also Prepared projected financial statements and amortization table ▪ Prepared financial reports of Nishat Chunian Ltd, analyzed ratio, and calculated required rate of returns, growth, WACC, dividend growth models ▪ Applied financial management techniques on financial reports of Attock Petroleum 										
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 										
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Got certificate of participation in International Conference on Business Management ▪ Got certificate of attending HR Confluence, LUMS, Lahore ▪ Member of Centre for Entrepreneurship and Innovation, UMT, Lahore 										
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Cricket, Current affairs, Traveling, Surfing the net 										

Born 1984	Sadiqa Kausar Address: 1, S-10 B, Block Rehman Pura, Muslim Town, Lahore Cell: 0321-4062207 E-mail: sadiqa0022@gmail.com
Personal Profile	<ul style="list-style-type: none"> ▪ Exceptional leadership and administrative abilities ▪ Good communication, organizing and interpersonal skills ▪ Fine team player with integrity and dependability ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Have studied Recruitment & Selection, Performance Management and Human Resource Development as elective courses along with Strategic Leadership and Skills and Training and Development as non-elective courses ▪ Functional Areas: Human Resource Management, Management
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 Women's Institute of Sciences & Humanities (WISH), Islamabad BSED 2006 APWA College for Girls, Lahore FSc 2003 Mansoorah Model School, Lahore Matriculation 2001
Professional Experience	Trainer at PITAC Jan – Feb 2012 Guest Speaker <ul style="list-style-type: none"> ▪ Conducted HRM Training workshop at PITAC on performance management system, appraisal systems and construction of appraisal forms The Lahore School Aug 2007 - May 2010 Head Research & Development Dept. <ul style="list-style-type: none"> ▪ Improved training and development for faculty ▪ Controlled personnel and payroll system for administration requirements ▪ Improved design & structure for management (Mechanistic to Organic) ▪ Coordinated in developing HR plans, marketing plans for the review of management The Lahore School Nov 2006 - July 2007 Teacher <ul style="list-style-type: none"> ▪ Taught Biology, Chemistry, Science, Urdu to students of Grades 5th to 10th
Projects	<ul style="list-style-type: none"> ▪ Examined the recruitment and selection process of Beaconhouse School System. Their process consisted of steps such as job posting, online posting, short listing, pre-employment testing, etc. They were using few recruitment sources and less testing and validation techniques. It was recommended to participate in job fairs and give advertisements in the news papers about job openings ▪ Analyzed the performance management system of AFAQ. There was a system comprising of performance planning, on going performance communication, performance appraisal meetings and performance coaching. There was absence of formal reward system based on performance, it was recommended to introduce it ▪ Scrutinized the recruitment and selection process of McDonald's. It was found that firstly, they had personnel planning and forecasting process. Secondly, they gathered a pool of candidates (internal and external recruitment). They used tools such as tests, back ground investigation and then made an offer after final interview
Computer Skills	<ul style="list-style-type: none"> ▪ MS Office (Word, Excel, Power Point, Visio) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Got best teacher of the year award in The Lahore School ▪ Got 2nd position In debates competition ▪ Got 1st position in hiking competition
Interests	<ul style="list-style-type: none"> ▪ Reading Novels and articles, Hiking, Badminton, Painting

 Born 1987	<h2>Sana Saleem</h2> <p>Address: 250-A, Canal View Housing Society, Lahore Cell: 0332-4307407 E-mail: sana_slm@live.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Great team worker, adaptable and flexible ▪ Motivated, enthusiastic and determined to move forward in life ▪ Sensitive and patient; good communication and interpersonal skills ▪ Well-organized, good planner, good time manager ▪ Determined and decisive, good at team work, good at multi-tasking ▪ Have studied Compensation & Benefits and Human Resource Development as elective courses along with Knowledge Management as non-elective course ▪ Functional Areas: Marketing, Customer Services, Human Resource Management 																
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore</td> <td></td> </tr> <tr> <td>MBA</td> <td>2012</td> </tr> <tr> <td>University of Management and Technology (UMT), Lahore</td> <td></td> </tr> <tr> <td>BBA</td> <td>2010</td> </tr> <tr> <td>Queen Mary College, Lahore</td> <td></td> </tr> <tr> <td>FSc</td> <td>2005</td> </tr> <tr> <td>Saudi Arabian International School, KSA</td> <td></td> </tr> <tr> <td>Matriculation</td> <td>2003</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	University of Management and Technology (UMT), Lahore		BBA	2010	Queen Mary College, Lahore		FSc	2005	Saudi Arabian International School, KSA		Matriculation	2003
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Professional Experience	<table> <tr> <td>Noon Pakistan Ltd, Lahore</td> <td>Jul - Sep 2010</td> </tr> <tr> <td>Intern</td> <td></td> </tr> </table> <ul style="list-style-type: none"> ▪ Coordinated in developing marketing plan, preparing marketing reports for the review of senior management ▪ Assisted in preparing media plans for launching a new product ▪ Assisted in designing the budget for Eid festival gift plan 	Noon Pakistan Ltd, Lahore	Jul - Sep 2010	Intern													
Noon Pakistan Ltd, Lahore	Jul - Sep 2010																
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Projects	<ul style="list-style-type: none"> ▪ Examined the distributions network of Diamond Paints, Pakistan. Analyzed their supply chain method and gave suggestions for improvement ▪ Conducted Research on "Brand Equity of Milk Industry of Pakistan" analyzing the consumer behavior towards various brands and interpreting it through SPSS ▪ Re-Launched 7up Free and Haleeb juice. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. ▪ Designed a marketing project for launch of Nurple juices consisting of segmentation and selecting a target market, and its complete positioning ▪ Analyzed consumer behavior towards soap usage through the use of SPSS output, constructed questionnaire to understand people's behavior and then suggesting how the companies can influence the consumer behaviors 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Appeared twice in Rector's and four times in Dean's honor list in UMT ▪ Organized 4th UMT convocation and some events in school ▪ Won award for scoring 80% marks in Matriculation 																
Interests	<ul style="list-style-type: none"> ▪ Traveling, Web browsing, Badminton, Listening to people's experiences 																

 <p>Born 1989</p>	<h1>Shanif Zaka Ullah</h1> <p>Address: H-11, St-3, Guru Nanak Nagar, Ichhra Adda, Lahore Cell: 0345-4776864 Email: shanifbutt@yahoo.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Solid approach to achieving tasks and objectives; determined and decisive ▪ Strive for quality and apply process and discipline towards performance ▪ Good interpersonal skills - good communicator, high integrity ▪ Have studied Capital Budgeting, Financial Statement Analysis and Islamic Banking as elective courses along with Human Resource Development and Enterprise Resource Planning as non-elective courses ▪ Functional Areas: Islamic Banking & Finance 																
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Professional Experience	<table> <tr> <td>NTDC, WAPDA House, Lahore</td> <td>Aug-Sep 2011</td> </tr> <tr> <td>Intern</td> <td></td> </tr> </table> <ul style="list-style-type: none"> ▪ Assisted in developing ACR and PER of the existing employees ▪ Coordinated in developing a report on working of HR department of WAPDA ▪ Assisted the HR department in hiring and promoting the employees 	NTDC, WAPDA House, Lahore	Aug-Sep 2011	Intern													
NTDC, WAPDA House, Lahore	Aug-Sep 2011																
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Projects	<ul style="list-style-type: none"> ▪ Analyzed the financial statements of National Refinery and Attock Refinery using different tools such as ratio analysis, horizontal analysis, and vertical analysis. The earning per share of National Refinery was good as compared to Attock Refinery ▪ Analyzed financial statement of Packages Limited to assess viability, stability and profitability of the business ▪ Made mock investment of 10 million in different small businesses like goat farming and trading of wheat straw. Determined P/E ratio, market trend analysis, risk calculation, payback period, to decide whether to invest or not in these sectors ▪ Developed a feasibility report of a medical store. Calculated capital requirement for project. Developed income statement, cash flow statement, internal rate of return and payback period ▪ Launched an innovative product (Airship Advertisement) including marketing plan, financial feasibility, supply chain & production plan with payback period of 1.75 year 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT ▪ Volunteer, International Conference of Business Management 2011, UMT ▪ Participated in Business Plan Competition 2011, UMT 																
Interests	<ul style="list-style-type: none"> ▪ Cricket, Political affairs, Traveling, Surfing the net for business research 																



Born 1989

Sheikh Muhammad Zaheer Khalid

Present Address: House No. 5, St. No. 8, Asif Block, Allama Iqbal Town, Lahore

Permanent Address: House-30, Y block, Housing Colony, Nankana Sahib

Cell: 0346-4367736

Email: zaheerkhalid36@gmail.com

Personal Profile	<ul style="list-style-type: none">Proactive to do work in challenging environment; willing to accept responsibilitiesGood communication and interpersonal skills, an efficient time managerStrive for quality with devotion and enjoy learning new skillsMotivated, enthusiastic and determined to move forward in lifeHave studied Project Management and Total Quality Management as elective coursesFunctional Areas: Supply Chain Management																		
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Projects	<ul style="list-style-type: none">Prepared a research report on end-to-end supply chain of Mirage, a product of Ali Akbar Group. Reported the procurement process, production process, packing methodology, and distribution strategyUnderstood warehouse management and order filling methodology in Service shoesUnderstood logistical behavior and material handling methods in Ghani Glass Ltd.Prepared a research report on strategic behavior and customer perceptions with the help of perceptual mapping in Gourmet and Calories cafeLaunched 'Electrical Wheel Chair' as a new product. Developed complete business plan and also analyzed financial feasibility of the product																		
Computer Skills	<ul style="list-style-type: none">Ms Office (Word, Excel, Power Point, Ms Project)Internet, E-mailSPSS, effective use of ERP																		
Achievements	<ul style="list-style-type: none">Appeared in Dean's merit list during MBAActively participated in two international business conferences at UMTObtained Communication Skills diploma from Punjab University																		
Interests	<ul style="list-style-type: none">Badminton, Traveling, Surfing the net for business research, Facing new challenges																		



Born 1990


Syed Ahsan Askari


Address: 76/77 C, Model Town, Lahore

Cell: 0321-4363655


E-mail: ahsan.shah76@gmail.com

Personal Profile	<ul style="list-style-type: none"> Strong planning organizing and monitoring abilities – an efficient time-manager Self-driven and self-reliant – set aims and targets and lead by example Good interpersonal skills – work well with others, motivate and encourage Self-aware – always seeking to learn and grow Seek responsibilities irrespective of reward and recognition Decisive and results-driven; creative problem-solver Have studied Service Marketing, Strategic Distribution Networks and Consumer Behavior as elective courses along with Multinational Enterprise, Project Finance and the Law and Management Consultancy as non-elective courses Functional Areas: Marketing, Sales, Customer Services
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>Punjab College of Commerce, Lahore B.COM 2008</p> <p>Punjab College of Commerce, Lahore I.COM 2005</p> <p>Education Centre, Lahore Matriculation 2003</p>
Professional Experience	<p>A's International (Flower Business) Sep 2011 – Mar 2012 Business Executive</p> <ul style="list-style-type: none"> Organized and utilized all resources to sow and cultivate gladiolus flower Developed complete marketing and financial plan for real-time project <p>Alan Associates Mar 2009 – Aug 2011 Property Consultant</p> <ul style="list-style-type: none"> Provided property related services to clients including showing of land or building, preparing deed documents and deciding financial mode of payments
Projects	<ul style="list-style-type: none"> Developed a research report to enhance services standards of Hira Public School. Recommended solutions to problems such as resolving conflict between principal and teachers. Defined the fee structures and executed the extracurricular activities. Provided a comprehensive plan to run the school in profit Examined the distributions network of Metro Cash & Carry. Their main hub, MBU (Metro Buying Unit) was in Hong Kong through which they distributed in Middle East, South East Asia and Vietnam. For Pakistan, they had warehouse in Lahore Prepared a research report on consumer behavior regarding smoking brands. The variables were price, taste, income range, smoking habits, etc Completed a Gladiolus flower real-time project with complete marketing plan consisting of 7 P's, market segmentation, target market selection. Examined the forward and backward integration process Examined the operational management activities of Haier refrigerators. Studied assembly line, 6 sigma and Chinese standard of production
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS, PCTAS
Achievements	<ul style="list-style-type: none"> Organized Entrepreneurial Festival in UMT Marketing Club Participant, Pakistan Entrepreneurial Leadership Program 2011, UMT Organized Cultural Festival in KAS College
Interests	<ul style="list-style-type: none"> Gardening/Horticulture, Traveling, Camping, Animals, Innovating, Politics

 Born 1987	<h2 style="text-align: center;">Syed Mohammad Abbas Zaidi</h2> <p>Address: 33G, Street-52, Haider Road, Islampura, Lahore Cell: 0321-8814987 E-mail: smaz.arrian@gmail.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Honest, responsible, reliable and dependable in meeting the objectives ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Motivated, enthusiastic, courageous and determined to move forward in life ▪ Good communication and interpersonal skills; an efficient time manager ▪ Have studied Investment Analysis & Portfolio Management, Financial Management, Financial Accounting, Managerial Accounting, and Retail & Consumer Banking Operation as elective courses along with Training & Development, Business Strategy & Policy and Business Research as non-elective courses ▪ Functional Areas: Banking & Finance, Human Resource Management 																
Education and Qualification	<table border="0" style="width: 100%;"> <tr> <td colspan="2">University of Management and Technology (UMT), Lahore</td> </tr> <tr> <td>MBA</td> <td style="text-align: right;">2012</td> </tr> <tr> <td colspan="2">M.A.O. College, Lahore</td> </tr> <tr> <td>B.COM</td> <td style="text-align: right;">2007</td> </tr> <tr> <td colspan="2">Punjab College of Commerce, Lahore</td> </tr> <tr> <td>FSc (Pre Engineering)</td> <td style="text-align: right;">2005</td> </tr> <tr> <td colspan="2">Cathedral School, Hall Road Branch, Lahore</td> </tr> <tr> <td>Matriculation</td> <td style="text-align: right;">2003</td> </tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	M.A.O. College, Lahore		B.COM	2007	Punjab College of Commerce, Lahore		FSc (Pre Engineering)	2005	Cathedral School, Hall Road Branch, Lahore		Matriculation	2003
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Cathedral School, Hall Road Branch, Lahore																	
Matriculation	2003																
Projects	<ul style="list-style-type: none"> ▪ Invested mock amount of Rs 5,000,000 in Lahore Stock Exchange for six weeks in different companies and calculated the portfolio return and risk ▪ Conducted training session about teamwork and emphasized on the benefits of working in a team in the real corporate world ▪ Prepared a complete supply chain strategy of Ambassador cooking range. Designed generalized supply chain model and all the flowcharts for the project. Also prepared a short video for understanding the main supply chain concept of demand collaboration ▪ Conducted a business research report on teeth cleaning habit of people of different class, analyzed the reduced sale of Dentonic Tooth Powder in respective markets ▪ Launched 'sugarcane juice' as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc ▪ Scrutinized the recruitment and selection process of NetSol technologies 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Participated in the 2nd International Conference on Business Management, 2012 ▪ Attended 2-day workshop about financial derivatives and learned the main concept ▪ Worked for earthquake victims of October 8, 2005. 																
Interests	<ul style="list-style-type: none"> ▪ Football, Badminton, Traveling, Driving, Wrestling, Current affairs 																

 Born 1986	<h2 style="text-align: center;">Tuba Chawla</h2> <p>Address: H. No 267, B Block, Johar Town, Lahore Cell: 0324-4770866 E-mail: tubachawla@hotmail.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Highly responsible, self-motivated and flexible ▪ Innovative, persuasive and energetic; reliable, dedicated and punctual ▪ Proficient in all areas of verbal and written communication ▪ Willing to improve professional knowledge through constant hard work ▪ Good team member – ability to build credible and effective working relationships ▪ Have studied Strategic Brand Management, Strategic Distribution Networks and Financial Statement Analysis as elective courses along with Business Strategy & Policy and Corporate Finance as non-elective courses ▪ Functional Areas: Marketing 																
Education and Qualification	<table border="0" style="width: 100%;"> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td style="text-align: right;">2012</td></tr> <tr> <td>Hailey College of Banking and Finance (HCBF), PU, Lahore</td><td></td></tr> <tr> <td>BBA (H)</td><td style="text-align: right;">2009</td></tr> <tr> <td>Govt. College for Women, Gulberg, Lahore</td><td></td></tr> <tr> <td>FSc</td><td style="text-align: right;">2005</td></tr> <tr> <td>Hamdard Public School, Lahore</td><td></td></tr> <tr> <td>Matriculation</td><td style="text-align: right;">2003</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Hailey College of Banking and Finance (HCBF), PU, Lahore		BBA (H)	2009	Govt. College for Women, Gulberg, Lahore		FSc	2005	Hamdard Public School, Lahore		Matriculation	2003
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Professional Experience	<table border="0" style="width: 100%;"> <tr> <td>Five Star Textile Industries Pvt. Ltd</td><td style="text-align: right;">Aug 2007 - To date</td></tr> <tr> <td colspan="2">Accounts Manager</td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> ▪ Manage accounts of the firm; deal with customers, suppliers, creditors, etc. ▪ Upload and dispatch notes, conduct monthly variance analysis ▪ Prepare weekly cash position (since it is very important to ensure that we have enough cash to meet our current liabilities) ▪ Develop business plans to open new stores in Faisalabad, Gujranwala and Lahore ▪ Intelligently access the needs of the existing customers and try utmost to solve them ▪ Keep customers informed of new products/services and promotional activities </td></tr> </table>	Five Star Textile Industries Pvt. Ltd	Aug 2007 - To date	Accounts Manager		<ul style="list-style-type: none"> ▪ Manage accounts of the firm; deal with customers, suppliers, creditors, etc. ▪ Upload and dispatch notes, conduct monthly variance analysis ▪ Prepare weekly cash position (since it is very important to ensure that we have enough cash to meet our current liabilities) ▪ Develop business plans to open new stores in Faisalabad, Gujranwala and Lahore ▪ Intelligently access the needs of the existing customers and try utmost to solve them ▪ Keep customers informed of new products/services and promotional activities 											
Five Star Textile Industries Pvt. Ltd	Aug 2007 - To date																
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Projects	<ul style="list-style-type: none"> ▪ Examined the distributions network of Ahmad Cables Pakistan, studied the aspects such as sales force automation, team meetings, whole seller relationship, product and inventory management ▪ Presented a project report on Engro foods Ltd. focusing on the communication strategies used by them to interact with public including a detailed analysis of their advertisement ▪ Prepared a project report on the products , services and SWOT analysis of Bank Alfalah to find out the basic functioning of a bank ▪ Conducted a research project on the marketing strategy and SWOT analysis of K&N's ▪ Launched “Ezee Wash” as a new business. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Based on my reports, Five Star Textile Industries opened four more stores ▪ Scored good grades during MBA 																
Interests	<ul style="list-style-type: none"> ▪ Reading books, Watching movies of world wars, Listening music, Browsing internet 																

Born 1986	Umair Aslam Present Address: E-358, Ghumman House, Main Bazar, Nishat Colony, Lahore Cantt. Permanent Address: Street No.1, Near Farooq Rice Mills, Jalal Pur Bhattian Cell: 0322-6500423 Email: umairjpb@gmail.com
Personal Profile	<ul style="list-style-type: none"> Reliable and dependable in meeting the 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 Have studied Human Resource Development, Recruitment and Selection and Performance Management as elective courses along with Transnational Commercial Law and Commercial Banking Operations as non-elective courses Functional Areas: Human Resource Management, Marketing, Customer Services
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 Punjab University, Lahore MA Political Science 2011 Hafizabad College of Commerce, Hafizabad B.COM 2008 BISE, Gujranwala FA 2006 Govt. Public High School, Jalal Pur Bhattian Matriculation 2003
Professional Experience	Askari Bank, Jalal Pur Bhattian Feb - Mar 2012 Intern <ul style="list-style-type: none"> Improved direct marketing hence increased customer base Recorded transaction postings hence ensuring timely update of record Assisted in searching potential customers
Projects	<ul style="list-style-type: none"> Launched 'Honey in Sachets' as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. Scrutinized the recruitment and selection process of Gulistan Group Conducted research for analysis of training & development process at PIA Examined the supply chain & distributions network of Brighto Paints Pakistan Examined the performance appraisal effectiveness of WAPDA Conducted research for analysis of personal loan at different banks in Lahore Examined the financial statement & ratio analysis of Mehran Sugar Mills
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS
Achievements	<ul style="list-style-type: none"> Team member of university cricket team Worked for flood victims at Basti Gumbatwala, Muzafargarh Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT Volunteered for flood victims as a member of an NGO
Interests	<ul style="list-style-type: none"> Cricket, Political Affairs, Traveling, Surfing the net for business research

 Born 1988	<h2>Umair Mustafa</h2> <p>Address: Flat- 221 A, Block -207, Ext. scheme, Model Town, Lahore Cell: 0345-6364604 E-mail: umiarmustafa63@gmail.com</p>
Personal Profile	<ul style="list-style-type: none"> ▪ Motivated to join a dynamic organization that provides ample room for the growth ▪ Committed to gain knowledge and experience by working in a professional environment ▪ Reliable and dependable in meeting the objectives ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Good communication and interpersonal skills; an efficient time manager ▪ Have studied Investment Analysis, Financial Statement Analysis, Islamic Banking and Finance as elective courses along with Strategic Distribution Networks and Human Resource Information System as non-elective courses ▪ Functional Areas: Customer Service, Finance, Human Resource Management
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012 Government M.A.O College, Lahore B.COM 2008 Government Degree College for Boys, Narrowall FSc 2006 Al Farid Islamic Model School, Qila Kalar Wala, Sialkot Matriculation 2002</p>
Professional Experience	<p>MCB, Lahore Mar – Apr 2012 Intern ▪ Assisted in general banking operations Al-Farad Islamic Model School, Qila Kalar Wala Jan – Dec 2011 Teacher Worked as teacher of Mathematics, English and Urdu Gourmet Agency, Pasrur, Qila Kalar Wala Jan – Dec 2010 Sales man ▪ Recorded transaction posting hence ensuring timely update of record ▪ Maintained record of orders from customers</p>
Projects	<ul style="list-style-type: none"> ▪ Performed the value chain analysis on Daewoo Express and came up with suggestions for improvement ▪ Conducted financial statement analysis of PSO and PPL ▪ Invested 50 million (mock investment) in KSE, performed the fundamental and technical analysis and then came up with results ▪ Examined the economic condition of Pakistan. Came up with a solution for energy problem for rural areas and prepared the self-sufficient farmhouse (biogas plant) ▪ Analyzed the human resource information system of Treet Corporation, Ltd. Selected payroll and salary modules. Worked out on its procedure and then came up with solutions ▪ Scrutinized the Nishat Textile Mills recruitment and selection process. Found that most of their recruitment and selection is reference-based. It was suggested to hire employees from other sources that will bring innovation and diversity to the company
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS
Achievements	<ul style="list-style-type: none"> ▪ Appeared in Dean's Honor lists twice during MBA ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT
Interests	<ul style="list-style-type: none"> ▪ Cricket, Current affairs, Traveling, Surfing the net for business research

<p>Born 1987</p>	<p>Umer Salah ud din Address: House No. 419, Block No.3, Sector D1, New Town Ship, Lahore Cell: 0321-4923285 Email: moon_umer2003@yahoo.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the 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 ▪ Have studied Strategic Brand Management, Strategic Distribution Networks and Consumer Behavior as elective courses along with Training & Development and Business Negotiation as non-elective courses ▪ Functional Area: Marketing
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Institute of Management Sciences (PAKAIMS), Lahore BBA (H) 2010 British Education and Training System ESOL 2007 Punjab College, Lahore FSc 2006 Town Public High School, Lahore Matriculation 2004</p>
<p>Professional Experience</p>	<p>MEN'S Communication Nov 2009 – Present Team Leader <ul style="list-style-type: none"> ▪ Deal with customers' complaints, processing sales ▪ Deal with financial matters and supervise the team members KIN'S Academia Apr 2009 - Feb 2010 Teacher <ul style="list-style-type: none"> ▪ Worked as a teacher of Economics and Introduction to Business to intermediate students. Taught Mathematics to matriculation students </p>
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Developed a research report on customer satisfaction regarding services of Wi-tribe. Analyzed the service level (technical support, signal quality, price) of Wi-tribe in comparison with other internet companies with the help of a questionnaire. Calculated the market share of all internet companies ▪ Prepared a research report on marketing strategies of a web site (www.Pak Comics.com). They tried to create awareness in the target market by promoting their website through social media, by distributing stickers, and by making blogs ▪ Analyzed the consumer behavior of Pepsi cola consumers. Identified the factors due to which the consumer prefer Pepsi ▪ Analyzed the service standards of Al-Shafi Hospital. Conducted strength and weakness analysis and found the gaps. Gave recommendations for improvements ▪ Developed a research report on distribution network of Omore Ice Cream. Visited their distribution centre and analyzed how they got orders and fulfilled the demand, how many vehicles and routes they were using for delivering ice cream, how many retailers and distributor they had, and in which cities they were delivering their product
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point, Web Expression, Outlook) ▪ Internet, e-mail, social media pages
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Investments, Cricket, Current affairs, Traveling, Surfing the net for business research



Born 1988


Umer Zaheer Khan

Address: H-257 Khan Marble Chips House, Walton Road Lahore, Cantt.

Cell: 0321-8893953

Email: umer_capricorn786@hotmail.com.

Personal Profile	<ul style="list-style-type: none">▪ Sound planning and organizing capabilities▪ Results oriented – focused on productive and high yield activities▪ Sensitive and patient interpersonal and communication skills▪ Calm, reliable and dependable in meeting objective▪ Adaptable and flexible; well-organized planner and scheduler▪ Seek new responsibilities and use initiative; self sufficient▪ Financially astute - conversant with accounting systems and principles▪ Have studied Islamic Banking and Finance, Financial Statement Analysis, Consumer Banking as elective courses▪ Functional Areas: Banking and Finance, Accounting																
Education and Qualification	<table><tr><td>University of Management and Technology (UMT), Lahore</td><td></td></tr><tr><td>MBA</td><td>2012</td></tr><tr><td>TRACE College of Commerce, Lahore</td><td></td></tr><tr><td>B.COM</td><td>2008</td></tr><tr><td>Federal Government College, Lahore</td><td></td></tr><tr><td>General Science</td><td>2005</td></tr><tr><td>Sir Syed High School, Lahore</td><td></td></tr><tr><td>Matriculation</td><td>2003</td></tr></table>	University of Management and Technology (UMT), Lahore		MBA	2012	TRACE College of Commerce, Lahore		B.COM	2008	Federal Government College, Lahore		General Science	2005	Sir Syed High School, Lahore		Matriculation	2003
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Professional Experience	<table><tr><td>Plastic Surgery Hospital Lahore</td><td>May 2009 – Jun 2010</td></tr><tr><td>Assistant Accountant</td><td></td></tr><tr><td colspan="2"><ul style="list-style-type: none">▪ Prepared profit and loss statements and monthly closing and cost accounting reports▪ Compiled and analyzed financial information to prepare entries to accounts, such as general ledger accounts▪ Maintained and recorded transactions (income, expenses) on daily basis▪ Established, maintained and coordinated in the implementation of accounting and accounting control procedures▪ Monitor and review accounting and related system reports for accuracy</td></tr></table>	Plastic Surgery Hospital Lahore	May 2009 – Jun 2010	Assistant Accountant		<ul style="list-style-type: none">▪ Prepared profit and loss statements and monthly closing and cost accounting reports▪ Compiled and analyzed financial information to prepare entries to accounts, such as general ledger accounts▪ Maintained and recorded transactions (income, expenses) on daily basis▪ Established, maintained and coordinated in the implementation of accounting and accounting control procedures▪ Monitor and review accounting and related system reports for accuracy											
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Projects	<ul style="list-style-type: none">▪ Conducted the financial statement analysis of Kohinoor and Gull Ahmad textile mills limited. Conducted the ratio analysis and financial statement analysis. Gul Ahmed was found in better condition as compared to Kohinoor▪ Analyzed financial statement of Fuji Fertilizer to assess viability, stability and profitability of a business▪ Conducted the qualitative and quantitative analysis of Muslim commercial Bank▪ Developed a feasibility report of a weaving unit. Calculated capital requirement for the project, income statement, cash flow statement, internal rate of return and payback period																
Computer Skills	<ul style="list-style-type: none">▪ Ms Office (Word, Excel, Power Point)▪ Internet, e-mail▪ SPSS																
Achievements	<ul style="list-style-type: none">▪ Won 3rd prize in Entrepreneurial festival 2011 UMT▪ Team member of university cricket team▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT																
Interests	<ul style="list-style-type: none">▪ Cricket, Football, Photography, Swimming, Traveling, History, Camping																

 Born 1987	<h2 style="text-align: center;">Usman Rafique</h2> <p>Present Address: N block, Flat No. 221, Model Town Extension, Lahore Permanent Address: P.O. Box Dulchiklee Teh. & Distt. Sialkot, Wazirabad Road, Sialkot Cell: 0344-6481930 E-mail: usmanrafiq2008@hotmail.com</p>																
Personal Profile	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the 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 ▪ Have studied Corporate Finance and Financial Management as elective courses along with Capital Budgeting & Long Term Decision and Financial Statement Analysis and Investment Analysis and Portfolio as non-elective courses ▪ Functional Areas: Banking and Finance, Accounts 																
Education and Qualification	<table border="0" style="width: 100%;"> <tr> <td>University of Management and Technology (UMT), Lahore</td><td></td></tr> <tr> <td>MBA</td><td style="text-align: right;">2012</td></tr> <tr> <td>Govt. College of Commerce, Sialkot</td><td></td></tr> <tr> <td>B.COM</td><td style="text-align: right;">2008</td></tr> <tr> <td>Govt. College of Commerce, Sialkot</td><td></td></tr> <tr> <td>D.COM</td><td style="text-align: right;">2005</td></tr> <tr> <td>Govt. High School, Sialkot</td><td></td></tr> <tr> <td>Matriculation</td><td style="text-align: right;">2003</td></tr> </table>	University of Management and Technology (UMT), Lahore		MBA	2012	Govt. College of Commerce, Sialkot		B.COM	2008	Govt. College of Commerce, Sialkot		D.COM	2005	Govt. High School, Sialkot		Matriculation	2003
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Matriculation	2003																
Professional Experience	<table border="0" style="width: 100%;"> <tr> <td>Sacral Enterprises, Sialkot</td><td style="text-align: right;">Jan – Jul 2008</td></tr> <tr> <td>Intern</td><td></td></tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> ▪ Coordinated in giving orders to concerned department as per request ▪ Assisted in maintaining the inventory of store </td></tr> </table>	Sacral Enterprises, Sialkot	Jan – Jul 2008	Intern		<ul style="list-style-type: none"> ▪ Coordinated in giving orders to concerned department as per request ▪ Assisted in maintaining the inventory of store 											
Sacral Enterprises, Sialkot	Jan – Jul 2008																
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<ul style="list-style-type: none"> ▪ Coordinated in giving orders to concerned department as per request ▪ Assisted in maintaining the inventory of store 																	
Projects	<ul style="list-style-type: none"> ▪ Developed a capital budget plan of cattle breeding farm to check its payback period, NPV, PBR for selecting or rejecting the project. A thorough feasibility report was developed ▪ Conducted financial statement analysis of PSO and PPL for 2009, 2012 and 2011 to check the financial health of the company. The amount which the company was paying to its share holders was also calculated. PPL was in good financial position as compared to PSO which was evident from its ratio analysis ▪ Made a portfolio and invested 10 million (mock investment) in different companies in stock exchange for a specific period of time after taking advice from the brokers. Conducted the ratio analysis and calculated the turnover rate to check the financial position of the company ▪ Developed a comprehensive business plan for self-sufficient farm house consisting of marketing plan, supply chain plan, financial plan, etc. In self-sufficient farm house, gas and electricity with biogas plant was produced 																
Computer Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS 																
Achievements	<ul style="list-style-type: none"> ▪ Won 2nd prize in one-day Business Activity (Entrepreneur festival) in UMT ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT 																
Interests	<ul style="list-style-type: none"> ▪ Cricket, Badminton, Long Drive, Current affairs, etc. 																

<p>Born 1985</p>	<p>Usman Younas Present Address: 583, Sector A-1, Township, Lahore Permanent Address: H-2, Bismillah Street, Khokhar Town, Defence Road, Sialkot Cell: +92 321 8711399 Email: usmanyq@gmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Hard working, possess strong planning, organizing and monitoring abilities Entrepreneurial and pro-active - strong drive and keen business mind Self-driven and self-reliant - set aims and targets and lead by example Self-aware - always seeking to learn and grow Have studied Financial Statement Analysis, Investment Analysis and Portfolio Management and Consumer Banking as elective courses along with Training and Development and Commercial Banking as non-elective courses Functional Areas: Finance & Accounting.
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Allama Iqbal College of Commerce, Sialkot B.COM 2007 Govt. Murray College, Sialkot ICS 2005 Allama Iqbal Public School, Sialkot Matriculation 2003</p>
<p>Professional Experience</p>	<p>Nifra Industries, Sialkot March 2012 – Present Production Manager</p> <ul style="list-style-type: none"> Cut cost through control of waste and efficient production process Drawing up a production schedule to meet the production targets well in time Supervising and motivating a team of workers Maintained record of orders from customers <p>PICIC Commercial Bank, Sialkot Jun – Dec 2007 Intern</p> <ul style="list-style-type: none"> Assisted in accounts opening, issuance of demand drafts, telegraphic transfers, pay orders and maintaining records of OBC & IBC Assisted in posting of all the vouchers through PIBAS Coordinated in preparation of foreign exchange monthly returns statement
<p>Projects</p>	<ul style="list-style-type: none"> Developed a research report on the financial statement analysis of Searl Pharma and Feroz Sons. Conducted ratio analysis of the past five-year financial data of both the companies. Both companies were in good position from investment point of view Made mock investment of 50 million in KSE. Developed portfolio of companies in different sectors such as oil & gas, 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 those sectors Analyzed financial statement of Hira Textiles to assess viability, stability and profitability of a business
<p>Computer Skills</p>	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS
<p>Achievements</p>	<ul style="list-style-type: none"> Worked for earthquake victims at Swat valley Volunteer, Pakistan Entrepreneurial Leadership Program 2010, UMT Volunteer, National Bird Society, worked for awareness of pet-keeping
<p>Interests</p>	<ul style="list-style-type: none"> Sports, Traveling, Surfing the net for business research



Born 1988


Waleed Khalid

Address: H-339, Block: N (Ext), Phase 1, DHA, Lahore

Cell: 0300-4272790

Email: ravian_ck@yahoo.com

Personal Profile	<ul style="list-style-type: none"> Positive attitude and flexible to work in a team Smart worker, courage to explore new ideas Good communication and interpersonal skills Studied Project Management, Enterprise Resource Planning, Distribution Network, Logistics and Supply Chain as elective courses along with Consumer Behavior, Strategic Marketing Management, Corporate Finance as non elective courses Functional Areas: Supply Chain Management, Marketing
Education and Qualification	<p>University of Management and Technology (UMT), Lahore MBA 2012</p> <p>University of Management and Technology (UMT), Lahore BBA (H) 2010</p> <p>Govt. College University (GCU), Lahore FSc 2006</p> <p>Govt. Central Model School, Lower Mall Lahore Matriculation 2004</p>
Professional Experience	<p>Air Tech. Engineering, Lahore Aug 2009 - Nov 2011 Manager Business Development</p> <ul style="list-style-type: none"> Worked in planning, business development, forecasting and budgeting <p>National Bank of Pakistan Jul - Aug 2009 Intern</p> <ul style="list-style-type: none"> Assisted in general banking operations such as account opening, issuing demand draft, pay order Coordinated in credit administration such as Letter of credit (LC), LC discount, LC negotiation Coordinated in Saiban Housing Scheme in home finance, home renovation, home construction and land purchase <p>World Star Engineering Accountant Jul - Sep 2008</p> <ul style="list-style-type: none"> Performed duties in managing finance, accounts and warehousing
Projects	<ul style="list-style-type: none"> Developed a financial research report on Toyota Indus Motors during last ten years. Conducted ratio analysis, pro forma balance sheet, break even and found that company was in growth stage Conducted a research on distribution network system on Lay's. Found the role of supply chain management in the company and the factors affecting on this system Developed a research report on rehabilitation of schools in the city affected by earthquake on 8th October. Applied all project management tools to learn all concepts as a short term practice Analyzed consumer buying behavior using different marketing tools and got result which factors more affected the behavior of consumer
Computer Skills	<ul style="list-style-type: none"> Ms Office (Word, Excel, Power Point) Internet, e-mail SPSS, MS project, Auto Cad (Architecture, Electrical, Mechanical)
Achievements	<ul style="list-style-type: none"> Worked as a volunteer for four days in HVACR exhibition Attended short course of calligraphy from National College of Arts Member of Old Ravian Union
Interests	<ul style="list-style-type: none"> Foot ball, Swimming, Travel, Camping, Religion, Foreign languages, Mathematics

 Born 1986	Waqas Afzal Address: H-90 Block-F, Marghazar Colony, Multan Road, Lahore Cell: 0321-4556174 Email: afzal15@hotmail.com												
Personal Profile	<ul style="list-style-type: none"> Results-driven, logical and methodical approach to achieving tasks and objectives Hard working, possess strong planning, organizing, leading and monitoring abilities Good communication and interpersonal skills and an efficient time manager Functional Areas: Marketing, Sales, Customer Services, Supply Chain Management 												
Education and Qualification	<table> <tr> <td>University of Management and Technology (UMT), Lahore MBA</td> <td>2011</td> </tr> <tr> <td>University of Management and Technology (UMT), Lahore BBA</td> <td>2009</td> </tr> <tr> <td>Government Science College, Lahore FSc</td> <td>2005</td> </tr> <tr> <td>Dar-e-Arqam High School, Faisalabad Matriculation</td> <td>2002</td> </tr> </table>	University of Management and Technology (UMT), Lahore MBA	2011	University of Management and Technology (UMT), Lahore BBA	2009	Government Science College, Lahore FSc	2005	Dar-e-Arqam High School, Faisalabad Matriculation	2002				
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Professional Experience	<table> <tr> <td>Nobel Communications, Lahore Sr. Sales Executive</td> <td>Aug 2009 – Jul 2011</td> </tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> Administered sales activities to increase current business Improved direct marketing hence increased customer base Coordinated with sales teams, helping them manage and meet targets Collaborated with business partners, resulting in repeated business </td> </tr> <tr> <td>Brain Telecommunications Pvt. Ltd., Lahore Technical Support Officer</td> <td>Jun 2006 – Nov 2008</td> </tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> Lead the shift, ensuring the standards in compliance with the KPI's Responsible for overall status of service in my duty timing, ensuring high service level Handled all written communication regarding product information, sales, support, marketing and services </td> </tr> <tr> <td>Stylo Shoes Pvt. Ltd, Lahore</td> <td>Jun 2005- Mar 2006</td> </tr> <tr> <td colspan="2"> <ul style="list-style-type: none"> Recorded daily expense sheets of all outlets on daily basis enabling to understand, control and eliminate any vague expenses Audited inventory for all outlets and warehouses and prepared monthly reports to point out and remove discrepancies in stocks </td> </tr> </table>	Nobel Communications, Lahore Sr. Sales Executive	Aug 2009 – Jul 2011	<ul style="list-style-type: none"> Administered sales activities to increase current business Improved direct marketing hence increased customer base Coordinated with sales teams, helping them manage and meet targets Collaborated with business partners, resulting in repeated business 		Brain Telecommunications Pvt. Ltd., Lahore Technical Support Officer	Jun 2006 – Nov 2008	<ul style="list-style-type: none"> Lead the shift, ensuring the standards in compliance with the KPI's Responsible for overall status of service in my duty timing, ensuring high service level Handled all written communication regarding product information, sales, support, marketing and services 		Stylo Shoes Pvt. Ltd, Lahore	Jun 2005- Mar 2006	<ul style="list-style-type: none"> Recorded daily expense sheets of all outlets on daily basis enabling to understand, control and eliminate any vague expenses Audited inventory for all outlets and warehouses and prepared monthly reports to point out and remove discrepancies in stocks 	
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Stylo Shoes Pvt. Ltd, Lahore	Jun 2005- Mar 2006												
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Projects	<ul style="list-style-type: none"> Diagnosed the supply chain system of Berger Paints Pakistan in MBA final project by applying various tools and techniques, empowering knowledge of the different activities and processes and improving them resulting in efficient processes with reduction in time, excess inventory and cost of processes Prepared a research report on strategic marketing for introduction of Nestle Cheese in the local market Developed a research report on strategic business policies for Stylo Shoes Pvt. Ltd. Developed a research report on integrated marketing communication for the Coca Cola Company 												
Computer Skills	<ul style="list-style-type: none"> Microsoft Office (Word, Excel, Power Point) Internet, E-mail 												
Interests	<ul style="list-style-type: none"> Traveling, Reading business articles, Music, Debating, Painting 												

Born 1986	Yasir Khalid Address: 156-D St-8 NFC Society, Near Wapda Town, Lahore Cell: 0321-8660633 Email: yasir.khld@gmail.com
Personal Profile	<ul style="list-style-type: none"> ▪ Reliable and dependable in meeting the 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 ▪ Have studied Strategic Brand Management, Consumer Behavior, Vendor Selection & Logistics, Supply Chain Management, Performance Management as elective courses ▪ Functional Areas: Marketing, Supply Chain Management
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 Punjab College of Commerce, Faisalabad B.COM 2007 Government Collage, Faisalabad FSc 2005 Jinnah Public School, Toba Tek Singh Matriculation 2003
Professional Experience	Free Lancer Jan 2007- Present Work as a project developer and organizer in construction business Sam Associate Feb 2009 - Mar 2010 Project Manager Coordinated in developing new architecture design, develop space planning, layout design of logistics and finalize layout plan in 3ds ABN AMRO Jul 2007- Aug 2008 Support analyst <ul style="list-style-type: none"> ▪ Improved direct marketing thus increased customer base ▪ Recorded transaction posting hence ensuring timely update of record ▪ Maintained record of orders from customers and finalized the layout design
Projects	<ul style="list-style-type: none"> ▪ Prepared a research report on strategic distribution network of The Coca Cola Company. Studied the relationship of vendor with suppliers. Analyzed end-to-end supply chain, upstream and downstream activities, supply chain process map, prepared pipeline mapping, logistics management and layout design ▪ Launched 'Twist Fork' design as a new product. Developed complete marketing plan consisting of target market selection, 4 Ps, market segmentation, etc. ▪ Conducted research for analysis of consumer involvement in different products, low involvement product as well as high involvement product ▪ Prepared new product design of hand carry filter water bottle. Developed prototype, market plan, target market selection, segmentation and conducted gap analysis ▪ Examined the Supply chain network of the Coca Cola Company, Pakistan
Professional Skills	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point) ▪ Internet, e-mail ▪ SPSS, Auto Cad, 3d max,
Achievements	<ul style="list-style-type: none"> ▪ Appeared in Dean's merit list during MBA ▪ Worked for flood victims as volunteer ▪ Won 1st prize in Entrepreneurial Competition, awarded Rs. 50,000/- by SME
Interests	<ul style="list-style-type: none"> ▪ Exploring new design and ideas, Painting, Cricket, Traveling



Born 1987

Zainab Mushtaq

Address: H-218, Hidayat Ullah Block, Mustafa Town, Lahore

Cell: 0321-4246121

E-mail: zainab_068@hotmail.com

Personal Profile	<ul style="list-style-type: none">Reliable, responsible, able to work under pressure (meeting the deadlines)Smart worker, possess strong planning, organizing and leadership qualitiesMotivated, enthusiastic and determined to move forward in lifeGood communication and interpersonal skills, flexible personalityHave studied Strategic Human Resource Management, Training & Development, Human Resource Development, Compensation & Benefit as elective courses along with Knowledge Management, Transnational Management as non-elective coursesFunctional Areas: Management, Human Resource Management								
Education and Qualification	<table><tr><td>University of Management and Technology (UMT), Lahore MBA</td><td>2012</td></tr><tr><td>University of Management and Technology (UMT), Lahore BBA (H)</td><td>2010</td></tr><tr><td>Pakistan International School, Riyadh, KSA FSc (Pre-Med)</td><td>2005</td></tr><tr><td>Pakistan International School, Riyadh, KSA Matriculation</td><td>2003</td></tr></table>	University of Management and Technology (UMT), Lahore MBA	2012	University of Management and Technology (UMT), Lahore BBA (H)	2010	Pakistan International School, Riyadh, KSA FSc (Pre-Med)	2005	Pakistan International School, Riyadh, KSA Matriculation	2003
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Professional Experience	<table><tr><td>SIZA International Pvt. Ltd, Pharmaceuticals Company Intern</td><td>Jul – Aug 2010</td></tr><tr><td colspan="2"><ul style="list-style-type: none">Coordinated in hiring MIOs and FMsAssisted in telephonic interviews and tests of potential candidatesVolunteered in organizing meetings with the managers</td></tr><tr><td>Sagar International, Riyadh, KSA Teacher</td><td>Jan – Apr 2006</td></tr><tr><td colspan="2"><ul style="list-style-type: none">Taught Islamic Studies and English to junior classes</td></tr></table>	SIZA International Pvt. Ltd, Pharmaceuticals Company Intern	Jul – Aug 2010	<ul style="list-style-type: none">Coordinated in hiring MIOs and FMsAssisted in telephonic interviews and tests of potential candidatesVolunteered in organizing meetings with the managers		Sagar International, Riyadh, KSA Teacher	Jan – Apr 2006	<ul style="list-style-type: none">Taught Islamic Studies and English to junior classes	
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Sagar International, Riyadh, KSA Teacher	Jan – Apr 2006								
<ul style="list-style-type: none">Taught Islamic Studies and English to junior classes									
Projects	<ul style="list-style-type: none">Scrutinized T&D process at Diamond Paints. Reported on how training and development offered competitive advantage to a firm by removing performance deficiencies; made employees stay long, minimized accidents, scraps and damage, and meeting future employee needs. Recommended how Diamond Paints can efficiently manage human intellect by establishing a T&D department separatelyPrepared a case study on PTCL. PTCL was studied with respect to its culture. It is undergoing a phase of transition. After privatization its workforce was split up into two divisions; Conventional and Corporate employees. Made a case study on this issue; referring it to the lack of change managementAnalyzed HR practices w.r.t. Compensation & Benefit at Berger Paints. Performed in-depth analysis on compensation and benefit packages provided to the employees and gave recommendations on to what improvements shall be bought aroundExamined HR practices at Wateen. Studied how Wateen made its human intellect strategically aligned with its vision and made the HR practices significant								
Computer Skills	<ul style="list-style-type: none">Ms Office (Word, Excel, Power Point)Internet, e-mailSPSS								
Achievements	<ul style="list-style-type: none">Vice president for 'Galz Zone', a society for UMT girlsBest performance award in UMT for participating in extra-curricular activitiesPart of first student body to visit Punjab Assembly and represent UMTVolunteered as usher in various UMT events including four convocations, mushaira, etc.								
Interests	<ul style="list-style-type: none">Shopping, Surfing the net for business research, Writing, Cooking, Organizing events								

Born in 1986	Zeeshan Shafique Address: House No. 429-F2, Wapda Town, Lahore Cell: 0322-4727121 Email: zeeshanshafique13@yahoo.com
Personal Profile	<ul style="list-style-type: none"> ▪ Self-aware – always seeking to learn and grow ▪ Seek new responsibilities irrespective of reward and recognition ▪ Decisive and result driven; creative problem solver ▪ Good starter – enthusiastic in finding openings and opportunities ▪ Reliable and dependable in meeting objective – hard-working ▪ Seek and find solutions to challenges – exceptionally positive attitude ▪ Great team-worker – adaptable and flexible ▪ Have studied Supply Chain Management, Logistics Management, Supply Chain Strategies as elective courses along with and Strategic Distribution Networks as non-elective course ▪ Functional Areas: Supply Chain Management
Education and Qualification	University of Management and Technology (UMT), Lahore MBA 2012 Punjab College Of Commerce, Lahore B.COM 2007 Govt. Model Degree College, Lahore ICS 2005 Govt. Saleem Model High School, Lahore Matriculation 2002
Professional Experience	Gul Ahmed May 2012 - Present Logistics Officer <ul style="list-style-type: none"> ▪ Develop plans for vehicle routing ▪ Work on RETAIL PRO ▪ Make distribution of stock and issue distribution details ▪ Coordinate with the inventory department ▪ Check the demands of all the branches and fulfill the demands; also deal with inter stock transfer and pull back ▪ Check the inventory level of products ▪ Follow up the vehicles routing and fuel details ▪ Deal and manage the labor issues Comfort Knitwear Textile Apr - May 2012 Production Planning Officer <ul style="list-style-type: none"> ▪ Made the purchase orders for production department ▪ Made the sampling plan and maintained the material details ▪ Followed up the production plans and shared information with production dept. GlaxoSmithKline Jul – Aug 2010 Intern <ul style="list-style-type: none"> ▪ Coordinated in issuing the shop orders to the production department ▪ Coordinated in maintaining the demand and supply ▪ Assisted in maintaining the personal files of the staff
Projects	<ul style="list-style-type: none"> ▪ Prepared a research report on launching a new product, 'Mosquito Repellent'. Developed a marketing plan consisting of 4 Ps, target market selection, market segmentation, positioning, planning, market size, and sales forecasting ▪ Prepared a research report on the supply chain process of the GSK. Developed supply chain model of GSK consisting of pip line method analysis, SKUs of GSK, and suppliers of GSK ▪ Developed a research report on strategic distribution network of Omore ice cream. Reported about the distribution plan, transportation plan, Logistics plan and vehicles routing
Achievements	<ul style="list-style-type: none"> ▪ Member, Marketing Club, UMT ▪ Member, Centre for Entrepreneurship and Innovation, UMT ▪ Participated in organizing seminars and festivals and won prizes
Interests	<ul style="list-style-type: none"> ▪ Cricket, Research, Traveling, Television, Politics, Cell phones, Driving

<p>Born 1985</p>	<p>Zuhaib Rashid Address: H-1, St-3, Main Riaz Ahmed Road, Akhri Mint Stop, Shalimar Town, Lahore Cell: 0321-7273207 Email: zuhaib.rashid12@gmail.com</p>
<p>Personal Profile</p>	<ul style="list-style-type: none"> ▪ Extremely reliable and dependable - analytical and questioning, strive for quality ▪ Methodical approach to planning and organizing - good time manager ▪ Hard working, possess strong planning, organizing and monitoring abilities ▪ Good communication and interpersonal skills; an efficient time manager ▪ Have studied Strategic Brand Management, Strategic Distribution Networks and Consumer Behavior as elective courses along with Performance Management and Change Management as non-elective courses ▪ Functional Areas: Marketing, Sales, Customer Services
<p>Education and Qualification</p>	<p>University of Management and Technology (UMT), Lahore MBA 2012 Superior College of Commerce, Lahore B.COM 2007 Shalimar Govt. College for Boys, Lahore FA 2005 BISE, Lahore Matriculation 2003</p>
<p>Professional Experience</p>	<p>Askari Bank Ltd, Lahore Feb – Apr 2011 Intern <ul style="list-style-type: none"> ▪ Assisted in cash, credit and trading department </p>
<p>Projects</p>	<ul style="list-style-type: none"> ▪ Introduced entrepreneurial idea of selling branded chicken paws in Lahore. Conducted PEST, PORTER and SOWT analysis of chicken industry and applied matrices. Also calculated the demand of chicken paws in Lahore ▪ Developed a research report on building brand equity of Pakistan by observing Pakistan most attractive things like historical places, goods, natural resources, etc. ▪ Prepared a research report on how Wall's could make its distribution more effective in Lahore region. Redefined the territories, sales force teams and evaluated the distribution partners ▪ Developed a research report on how a company can increase its performance on the basis of HRIS, HWP ▪ Conducted brand analysis of Lay's Pakistan, (production and launch of Lay's WAVY) ▪ Developed a research report on hiring a local or foreign coach for Pakistani cricket team to improve their performance and also highlighted the evaluation criteria
<p>Computer Skills</p>	<ul style="list-style-type: none"> ▪ Ms Office (Word, Excel, Power Point, Ms Project) ▪ Internet, e-mail ▪ SPSS, End-note, PC-tass
<p>Achievements</p>	<ul style="list-style-type: none"> ▪ Volunteer, Pakistan Entrepreneurial Leadership Program 2011, UMT ▪ Won snooker championship at UMT, Lahore ▪ Certified student in positive thinking (Superior College)
<p>Interests</p>	<ul style="list-style-type: none"> ▪ Snooker, Traveling, Cars, Study Innovative Ideas and their execution plans

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