

MAZHAR IQBAL

Date of Birth: 28-08-1998

National ID: 38302-3605743-7

Passport Number: UK1337431

Nationality & Citizenship: Pakistani



Academic Qualification

2017-21 **BBA (Hons)** **Namal Institute, Mianwali, Pakistan**

- Specialization in Marketing
- CGPA Attained 3.50

2014-16 **FSc (Pre Engineering)** **Government Higher Secondary School, Chakwal**

2012-14 **Matriculation (Science)** **Sir Syed Model Secondary School, Mianwali**

Undergraduate Academics Projects and Research

I have completed following projects and assignments:

1. A website of online store using HTML
2. Critiques on Walmart Supply Chain Model
3. Consequences and effects of family ostracism on Security Guard performance
4. Customer Satisfaction in Microfinance Banks of Punjab
5. SWOT Analysis of 5 online business website, E-commerce in Pakistan
6. Job Ad for Namal IT Department
7. A brief Case Study on Nurses Shortage in District Head Quarter Hospital in Mianwali
8. A brief Case Study on Failure of Bata Store in a rural area like Danda Shah Bilawal
9. Video Ad of Namal College Mianwali
10. Impact of Technological Change on Society – Sociology

Professional Work

Till to date, I have completed **3 internships** in different companies of Pakistan.

Position: Intern

Organization: Khushhali Microfinance Bank Limited (**KMBL**), Mianwali

Period: July 2018 – August 2018

Role, Responsibilities and Learning: Following are key points.

- Introducing and selling bank services to walk-in clients
- Client verification, Opening client accounts and related documentation
- Exposure of Cash handling, Client servicing, Accounting and credit operation
- Managing, building and retaining relations with customers and Field visits for recovery of loans. Trying to create more referral for high sale.
- Preparing and processing cash receipts and withdrawal slips, record keeping of all transactions, identifying accruals and prepayments and preparing related accounting documents

Position: Intern

Organization: BoviTech, Chakwal

Period: Jan 2019 – Feb 2019

Role, Responsibilities and Learning: Following are key points.

- Diary business opportunities and threats in Pakistani
- Income statements, balance sheets, and accounting of farm
- How and where to import the Cows of farm for milk in Pakistan?
- Opportunities to meet with Netherland and Australian cows exporter
- Exposure of Al-Noor Diary farm Kalar Kahar (**Nestle**) practices and business setup

Position: Intern

Organization: Namal Institute, Mianwali

Period: June 2019 – March 2020

Role, Responsibilities and Learning: Following are key points.

- Advertising jobs and receiving data, HR policy formation and evaluating
- Namal Institute Organizing the job tests, marking and shortlist the candidates
- Recruiting and training with HR boss of lower level management, handling problems and queries of employees
- Annual academic review & Job placement and industrial collaborations, targeting and meeting goals with final presentations

Industrial Visits and Exposure

I have visited the following industries, companies in Pakistan. During my academic years of bachelor studies, our institute provided the opportunity to visit, interact with management and hands on practical workshop to make industry relations. Following are industry, which I observed/visited.

1. **Nestle, Pakistan:** One of leading multinational food company in the World. Nestle is leading company in foods and beverages. From last century, it's worked in more than 150 countries. I have visited the Dairy Farm of Nestle in Kalar-Kahar and Sukheki.
2. **BARI, Chakwal:** Barani Agriculture Research Institute provides capacity building services to stakeholders and technical advisory services to farmer. BARI also gives free of cost seeds and plants to grow and empower agriculture in Chakwal, Jehlum, Khushab, Mianwali and Punjab Region.
3. **Bovitech, Chakwal:** A private company exports the cows from European countries. I have completed training there. I received the certificate of completion from the Dutch Ambassador of the Netherlands.
4. **BMW Ostrich Farm, Sheikhupura:** One of top Ostrich business in Pakistan. It provides the subsidies and services to those who are interested to raise Ostrich in Pakistan. Good income statement and very profitable business in Lahore.
5. **Packages Limited, Lahore:** A big industry in the manufacturing of covers, plastic. The company has been founded in 1956. It is famous for tissue band and rose petal.
6. **LUMS, Lahore:** One of the top private business school in Asia located in Pakistan. Its MBA and executive MBA are top ranked in the World.
7. **Johnny & Jugnu, Lahore:** A private food startup started by LUMS faculty member Dr. Adnan Zahid. It is a fast food chain growing very rapidly. Its competitor are KFC, McDonald, Foodpanda, etc. As a business student, I was surprised that how to look entrepreneurial idea and value creation in urban cities.
8. **Dawn Agri-Food Expo:** One of big expo centre in Lahore. I have visited for one day to observe the modern techniques in Pakistan. I have made diverse relationship with local and foreign businessman. It was an eye-opening experience that how we can bring innovation in agriculture by using modern machinery and seeds.
9. **Security and Exchange Commission of Pakistan:** A government institution authorized to regulate the companies in Pakistan. How a company is registered, what are the rules, laws and regulations, I have gotten the basic information there.

Societies/Volunteer Work

I have been part of following societies as a volunteer.

1. **Teacher in Education Wing**
Society: Namal Society for Social Impact (NSSI), Namal Institute Mianwali, Pakistan
 - Free of cost education to 10 students of local community of Namal
 - Organizing test and interactive course for students
2. **Human Resource and Inventory Director**

Society: Namal Sports and Adventure Society (NSAS), Namal Institute Mianwali, Pakistan

- Arranging indoor and outdoor games on campus
- Tournament arrangement at District Level
- A leading team of 8 people to manage inventory and others sports requirement

3. Supply Chain Manager

Society: Namal Welfare Organization (NWO), Mianwali

- Arranging career counseling seminars and providing logistics services
- Transports, fundraising, etc. responsibilities
- Managing the team of social worker, Motivating and training

Achievements, Certifications

I have completed following certifications and secured positions in achievement category.

- 1 day “Workshop on e-Livestock” 2018, from **Namal College, Mianwali.**
- 4 weeks Agriculture sector internship 2019, from **BoviTech International.**
- Crossroads: Entrepreneurship in Emerging Economies 2019, from **HarvardX**
- 3 days “WeCan’19 Gender Equality Conference” 2019, from **MONARCH Pakistan.**
- Certificate of Scholarship 2016, from **Punjab Educational Endowment Fund (PEEF).**
- 4 weeks Banking sector Internship 2018, from **Khushhali Microfinance Bank Limited.**
- Cultural Heritage Essay Writing Competition 2019, from **U.S. Consulate General Lahore.**
- 1 year “Diploma in Computer Science” 2014, from **National Institute of Computer Sciences Mianwali.**
- “To China, With Love” Essay Writing Competition 2018, from **Pakistan - China Institute, Islamabad.**
- One month long “Graphic Designing Course” 2018, from **Namal Klub of Arts and Media-NKAM at Namal College, Mianwali.**

Honors and Awards

I have been awarded following awards since today.

- **PEEF Scholarship for undergraduate studies**
- **Namal Merit Scholarship for bachelor studies**
- **Funded WECAN conference in Karachi**
- **Best College Student Award of 2016**

Skills and Hobbies

Hobbies: Playing Badminton, Reading Non-fiction, Serving Humanity, Analytical thi

1. Interpersonal and Analytical Skills

- Problem Solving
- Creativity & Innovation, Teamwork, Adaptability
- Politeness, and Sense of Ownership
- Public Speaking

2. Professional Skills

- MS Word, MS Excel, MS PowerPoint, SPSS

Languages

Following languages, I can speak thoroughly while conserving.

No.	Language	Level	Origin
1.	English	Advanced	Academic
2.	Urdu	Proficient	National
3.	Awankari	Proficient	Native

Academic Interest Area

Following are the interested academic areas.

- Green marketing and value Chain Management
- Organizational Psychology
- Smarketing(Marketing and Sale Integration)

Contact Detail

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References

- 1. Dr. Basharat Javed, PhD**
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- 2. Dr. Shahid Bashir, PhD**
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