

Saqib Sakib

Generalist Practitioner de #designing

I'm an ~open-source code with IPR°



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QUONDAM SCHOOLING

Post Graduate Diploma in Management / MBA Integrated Institute for Learning in Management / IGNOU

06/2009 – 05/2011

<https://www.iilm.edu/>;
www.ignou.ac.in

Best Rank

- Economic Environment & Policy
- Business Communication
- Consumer Behavior
- Sales Management
- Human Resources Management
- Information System for Managers
- Marketing Communications and Advertising
- Strategic Management

KEY WORK EXPERIENCE

Admin. Assistant India Builders Corporation

10/2018 – 09/2019

www.ibc.co.in

Achievements/Tasks

- Collated Data and organised information model!
- Resolved customer queries and complaints by investigating and applying data driven methodologies.

Customer Service Associate FIL India Business Services Pvt. Ltd.

11/2013 – 11/2014

<https://www.fidelity.co.uk>

Captive Unit of the MNFSC – Fidelity Worldwide Investments

Tasks/Achievements

- Investigated client grievances and resolved queries, complaints concerning their cross-platform re-registration & transfer of mutual fund investments.
- Engaged with and motivated fellow employees to be proactive and work-centric leading to higher productivity and improvised quality benchmarks.
- Liaised with financial advisors and industry partners over phone, through fax, letters, emails to ensure that resolution is reached within respective service level agreement time-frame.
- Involved in significant changes concerning management practices brought to fore through constructive criticism & active-feedback.

Event Marketing Assistant Exchange4media

02/2013 – 02/2011

<https://www.exchange4media.com>

A publishing house, known for good quality publications for marketing, advertising and media professionals.

Tasks/Achievements

- Invited Chief Marketing Officers of 200+ Indian companies for the event – 'The CMO League'; via telephone and email.
- Assisted the senior management in preparing the list and contacting editors of the news industry for a workshop – 'Reporting on business in a globalized world' organized by Canadian High Mission.

KEY COMPETENC-IES & SKILL(S)

Marketing Management [Codex]	●	○	○	○	○
Business Plans *	●	●	●	●	●
CSR Initiatives!	●	●	●	●	○
Philosophy {active}	●	●	●	○	○
Research // Secondary	●	●	●	●	○
Wireframes and Mockups ^	●	●	●	●	●
~ Programming	●	○	○	○	○

PRINCIPAL PUBLICATION(S)

Marketing Kashmir to International Tourists Effectively. (08/2012 – 01/2013)

- The objective of the study was to analyse the concept of Destination Marketing and ascertain how Kashmir as a tourist destination could be marketed to International tourists effectively.

Patient Satisfaction at Shifa Hospital (01/2008 – 04/2008)

- The focus of the study was to understand the perception of the patients towards the services offered and gain an insight into patients expectations.

SALIENT AWARD'ZZZ'

Winner – SKYE Business Plan Competition (06/2012 – 08/2012)

Compiled, presented, won – the Business Plan Competition organized by J&K Entrepreneurial Development Institute and Mercy Corps, Kashmir – for starting an online travel agency.

Capstone Business Simulation Program – <https://www.capsim.com/capstone> (08/2010 – 02/2011)

In the renowned Business Simulation training program, generated \$317 million in revenues & \$91million in cumulative profit; scored 725 points in CapSim Exam.

Cambridge Diploma for the module based on Customer Care (06/2006 – 02/2011)

Secured diploma in Customer Care through University of Cambridge – International Examinations.

"VERNACULARS" | LEXICONS °a

Economics (Beginner)	●	●	●	●	○
Statistics (Beginner)	●	●	●	●	○
Chinese (Beginner)	●	●	○	○	○
English (Intermediate)	●	●	○	○	○
Arabic (Beginner)	●	●	○	○	○