



# SAJID WAQAS

Financial & Investment Analyst

## + EDUCATION

University of Law  
Berlin, Germany  
Oct 2018 – Mar 2020

**Corporate Financial Management** – Master of Science  
Grade: Distinction  
Dissertation: Role of VCs in shaping up the strategies of start-ups

Oxford Brookes University  
Lahore, Pakistan  
Dec 2012 – Mar 2016

**Applied Accounting** – Bachelor of Science  
Financial and Business Analyses of MLCF and FFCL

SKANS School of Accountancy  
Lahore, Pakistan  
Dec 2012 – Dec 2015

**ACCA**  
Majors: Audit and Assurance, Advanced Financial Management

## + WORK EXPERIENCE

INFLURY  
Berlin, Germany  
Dec 2019 – July 2020

**EXECUTIVE ASSISTANT TO THE CEO**  
Handled various projects and financial, operational, and administrative tasks of the Founder & CEO:

- Liaised with the investors and Head of Departments along with the CEO through meetings.
- Created a Liquidity Model for the investors and the C-level executives.
- Communicated the start-up's achievements, milestones and issues of the start-up via weekly inter-departmental presentations.
- Used growth hacking techniques to build up sales & marketing funnels.
- Generated leads and organized the pipelines of the Sales and BD departments via Hubspot and LinkedIn Sales Navigator.
- Created, managed and streamlined the Talent Management (HR) operations and processes in the organization.
- Rolled out the campaigns along with the team leads for the clients.

Fabel, Werner & Schnittke (FWS)  
Berlin, Germany  
Dec 2018 – May 2019

**AUDIT ASSISTANT**  
Handled several projects simultaneously at this international audit and consulting firm for organizations with cross-border accounting, NPOs, and SMEs:

- Constructed Financial Proposals of the United Nations (UN) and The Global Fund Audits.
- Collaborated with 69 global partners of FWS to manage projects and workshops.
- Prepared Technical Proposals and found appropriate strategies, along with the partners, to carry out an Audit.

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## + SKILLS

**Technical Skills:** Microsoft Excel | Microsoft PowerPoint | Microsoft Word | Tableau | \*Python | Quickbooks | Air Table | G-Drive | HubSpot | LinkedIn Sales Navigator

**Professional Skills:** Financial Modelling | IFRS / HGB | Risk Management | Product Development | Investment Analysis | Corporate Financial Management | Auditing | Business Development | HR Management | Recruitment & Sales | CRM Management

\*Currently learning

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## + WORK EXPERIENCE - Continued

[HBL Asset Management Ltd.](#)

Lahore, Pakistan

Feb 2018 – Oct 2018

### PRODUCT ANALYST (ASSET MANAGEMENT) | *Product Development Department*

- Played a key role in liaising with major national clients (like [LUMS](#), [Gymkhana](#) and [HTL](#)) to secure funding for the firm through several business engagements.
- Assisted in the initiation, implementation and enhancements of products'/services' features for the customers' convenience and satisfaction.
- Collaborated with the Investment, Retail and Corporate teams for the materialization of the Annual Product Plan.
- Drafted/executed constitutive documents, term sheets, and concept papers, etc. for the creation of new products and the modification in the existing ones.

[UHF Consulting](#)

Lahore, Pakistan

Dec 2016 – Oct 2018

### INVESTMENT CONSULTANT

Along with the partners of the [Pakistan Stock Exchange \(PSX\)](#), I performed:

- Financial and Business Analyses of the companies in which the firm had invested.
- Fundamental and Technical Analyses of the individual stocks, sectors and the overall market of PSX.
- Stock valuations on the basis of various methods like P/E ratio, Discounted Cash Flow methods, Dividend Yields, etc. to identify new stocks for investments.

[Fauji Foods Limited \(FFL\)](#)

Lahore, Pakistan

Oct 2016 – Feb 2018

### FINANCE OFFICER | *Finance Department*

- Managed the revenue, conducted the Debtors Aging Analysis and summarized the daily dashboard highlights for the management team.
- Administered financial processes including accounts payable/accounts receivable for the credit management.
- Tested various financial documents/reports for accuracy and compliance.
- Facilitated in the internal/external audits of the company.

## + ACHIEVEMENTS

- **Campus Ambassador**, *GISMA Business School*
- **Chartered Financial Analyst (CFA) Level 1 Certification**
- **ACCA Affiliate**
- **Fixed Income Investment of Trading Certification**, [USAID](#)
- **Fixed Income Securities Certification**, Awarded by [IFMP](#)
- Launched a **Capital Preservation Plan** based on funds of funds structure of HBL Asset Management
- **Digital Accounting using Quickbooks Certification**, *ACCA*

## + LANGUAGES

English	<b>C2</b>
German	<b>A2</b>
Urdu	<b>C2</b>

## + REFERENCES

Levin Vostell	<a href="mailto:levin@influry.com">levin@influry.com</a>
Karol Zagórski	<a href="mailto:karol@influry.com">karol@influry.com</a>