



Kumail Halai

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EDUCATION

Lahore University of Management Sciences (LUMS)

BSc (Honors) in Management Sciences

Sep 2020 - Present

CGPA 3.54

- Dean's Honor List

2021

Bloomfield Hall School

CIE Advanced Level Grades

Aug 2018 - May 2020

- Subjects: Math(A*), Physics(A*), Chemistry(A*), Economics(A*)

EXPERIENCE

LUMS Entrepreneurial Society

July 2021 - May 2022

Assistant Director HR

- Led a team of 13 talented individuals and the general body affairs of a 172-member society.
- Realized the need for a better recruitment process and thus Introduced gamified assessments, a first for student-run societies in Pakistan which led to over 500 applications.
- Led the delegate affairs of 550+ delegates at the Young Leader's Entrepreneurial Summit'22 .
- Hosted multiple skill-building workshops for students involving national and international speakers.
- Automated the feedback system for the society by introducing 360 Degree Evaluations.
- Revamped the employee engagement program by introducing the Karma Points System.

DanceLUMS

Sep 2021 - May 2022

Manager Marketing

- Designed the society's official sponsorship proposal with fellow managers.
- Arranged funds to meet the requirements of the society's budget.
- Brought in multiple sponsors for the society such as IceCurl, Silk Bank that included monetary and non-monetary packages(PKR 50,000 as monetary and vouchers worth PKR 70,000.)

PROJECTS

- **Superstore Optimization:** Used linear programming and regression methods in excel to solve the unavailability of fruit and vegetable in the LUMS Superstore. We provided the optimum number needed according to the demand while increasing profits and minimizing wastage.
- **Operation Management:** Conducted a thorough report on the operation facility and HR practices of **Big Bird** and the processes involved in supplying clean and quality chicken
- **Marketing:** Conducted market research on **Nido Fortigrow** to better understand their marketing strategy and suggested improvements based on the market landscape and their competitors.

Professional Certification

- **Google Data Analytics Professional Certificate(Coursera):** Learned about different analytical skills and tools needed for data analytics such as SQL, R programming, Excel, and Tableau and the methods to clean, organize, and present data through different visualization platforms.
- **Python for Everybody Specialization(Coursera):** Learned to Program and Analyze Data with Python. Moreover, learned to develop programs to gather, clean, and analyze data.

EXTRA CURRICULAR, SKILLS AND INTERESTS

- Member Logistics at LUMS Daily Student and Teach For Change at LUMS Community Service Society (2020-2021)
- Proficiency in C++, Canva, VBA, Microsoft Excel, HTML, CSS, JavaScript, and Content Writing.
- **Portfolio Website :** <https://kumailhalai.github.io/Portfolio/>