

Syed Akbar Abbas Jafri

Male
XIMB Batch of 2022-2024



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Published Author		Green Belt -Lean Six Sigma Certified		National Case Comp Semifinalist	
SUMMER INTERNSHIP					
Sales Specialist Intern			IBM		
Project Title	Initiation of pipeline creation for future by assisting in converting opportunities using existing client interest				
Highlights	<ul style="list-style-type: none">Orchestrated compelling client engagement models and delivered demos for IBM's Product offeringsLeveraged tools like Salesforce cloud CRM, Seismic & ZoomInfo for conducting Market ResearchLed a competitive analysis, pinpointing vulnerabilities and providing actionable items via industry trend initiatives based on Regression Analysis, Predictive Analysis & Forecasting using SPSSReviewed & analyzed all the client interests of Top 28 companies accounts responsible for 50% revenue in IndiaStreamlined Validation Process, Suggested Targeted Event Strategy & Improved Pitching RelevanceDeveloped a comprehensive dashboard for all 28 accounts, facilitating the identification of potential opportunities				
PROFESSIONAL EXPERIENCE (34 months)					
Associate (Consultant Analyst /Full-Stack Developer)			Cognizant	July,2019- May,2022	
Roles & Responsibilities	<ul style="list-style-type: none">Co-ordinated the Project deployment and regression test planning activities for E-Commerce and BFSI sectorUtilized Rally to manage user stories, backlog grooming, sprint execution, and tracking of project progressMaintain documentation related to project plans, processes, and key decisions on Confluence & JIRASupervised the international database migration for the BFSI Credit sectorResponsible for resource management, knowledge & mentoring of 6 employees onboarded on the teamOrchestrated the architectural & data flow diagram for the application which stores the data for 100 million+ usersModerated Client governance calls on operational performance, risk & challenges for adaptive CI/CD requestsCollaborated with stakeholders to define project scope, priorities, and acceptance criteria, ensuring alignment with Agile principles and customer needs by creating and managing Agile boards, dashboards, and custom reports				
MBA ELECTIVES					
System	Business Transformation using AI		System	Business Process Management	
Marketing	Customer Relationship Management		Marketing	Marketing Research	
Strategy	Design Thinking for Managers		Strategy	Strategic Management	
IMMERSION COURSES					
Strategy	Product Management		Strategy	Business models and business model innovations	
EDUCATION BACKGROUND					
MBA (BM)	2024	Xavier Institute of Management, Bhubaneswar			60.80 %
B. Tech (IT)	2019	Galgotia's College of Engineering & Technology, Greater Noida (AKTU)			75.56 %
XII (CBSE)	2014	St Fidelis School, Aligarh			88.20 %
X (CBSE)	2012	St Fidelis School, Aligarh			83.60 %
POSITIONS OF RESPONSIBILITY					
Placement Committee	<ul style="list-style-type: none">Coordinator, Student Placement Committee (CAS), XIMB<ul style="list-style-type: none">Responsible for preparedness, logistics and placements for 1000+ students & 200+ Companies				2023-24
PROFESSIONAL CERTIFICATION					
Bloomberg	Completed Bloomberg Market Concepts certification				2023
IBM	Attained AI Product Management certification with 85% marks				2023
ACADEMIC ACHIEVEMENTS/PROJECTS					
Double Dose Digital	Engaged in Digital Transformation consulting to oversee the orchestration of the business's landing page and successfully implemented data collection and payment gateway solutions				2022
Gymmedaari	Automated my fitness-based Instagram handle with over 1313 followers, 400 posts and 50 Clients				2020-23
Published Research Paper	Research paper published on “ A New User Identity Based Authentication, Using Security and Distributed for Cloud Computing ” in an International Journal with 600+ downloads & 8 citations				2019
Case Competitions	National Semifinalist among 19000 Teams in Reliance T.U.P. Corporate case competition				2024
	Qualified as Top 100 from 71,101 Teams in National case competition Air India SOAR Challenge				2023
	1 st Runner up in " Save Life and Transform Healthcare of India " in international case competition by University of Bath (UoB) , Bath, United Kingdom				2023
Certifications	Completed a virtual internship in “ Strategic & Experience Design ” offered by BCGX				2024
	Completed a virtual internship in “ Power BI ” offered by PWC				2023
	Completed a virtual internship in “ Digital Intelligence ” offered by PWC				2024
	Attained " Project Management " certification offered by Harvard Business Publishing				2023
	Achieved a certification on virtual internship in " Data Analytics ", offered by Accenture				2024
EXTRACURRICULAR ACHIEVEMENTS					
Leadership	Co-head & Chief Coordinator of Hockey Club representing Galgotias Educational Institutions				2018-19
Philanthropy	Child Welfare Specialist & Event coordinator for Rotary R.I. Distinct 3011 & WINGS				2016-17
Govt. Of India	Awarded “ Zila Baal Viqyani ” at district level and progressed till pre-state level at NCSC				2012
Interest	Fitness/Nutrition	Solo Travelling		Blockchain	GeoPolitics