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Ebrahim Rakhman Gul

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EDUCATION

Institute Of Business Administration - *BS in Computer Science*   *Graduation Date: May 2023*
Nixor College - *A-levels*   *Sep 2017 - Aug 2019*

PROFESSIONAL EXPERIENCE

DUNIA   **Karachi**
Operations Associate   *Jul 2022 - Sep 2022*

- Structured a **strategic roadmap** for a **learning platform** with **blockchain development** fundamentals for the South-East Asian market.
- Piloted the development wing in partnership CloudiTwinns, to offer WEB3.0 products and services such as **VR**, **AR**, and **Metaverse** development to development to leading global **FMCGs**.
- Co-planned the **WEB3.0** Summit with **10** companies and individuals, as a partnership lead form Dunia ,actively designing the agenda for a first of its kind ,full day conference in Pakistan.
- Introduced and **migrated** a team of **15 members** to a collaborative ,digital work environment, resulting in an increase in **work efficiency** by covering 3 projects in 2 months

Commuovere Tours   **Karachi**
Head Of Logistics-Founding member   *Oct 2020 - Jun 2022*

- Introduced an **automated** method of **costing** trips and **estimating profits** to bring down client response time from **8 hours to 1 hour**
- Revamped the business model to restructure all departments and laid down the path to **growth** and **scalability** within **3 months**.
- Established **300+** vendor connections **pan Pakistan** in all tourism related sectors enabling us to have and **edge over competitors**.
- **Organized 50+ trips** all over Pakistan catering to over **400 clients** from all market segments, generating around **0.8M PKR** in revenue.

Delivery Guy Express   **Karachi**
Co-Founder   *Jun 2020 - Sep 2020*

- **Launched** a **courier service** tackling multiple issues faced by the current consumers, including price and registration processes, and successfully scaled it to a **45k profit** in **3 months**.
- Piloted the company during the **COVID-19** pandemic and catered to a specific niche, **home-based businesses** making around 20+ deliveries daily.
- Maintained a **steady growth rate** by analyzing startups and big players in the industry and making insight-driven decisions.
- Co-designed an **online portal** allowing users and managers to book and assign orders to the riders remotely making it a 3 step process
- Utilised **fleet management** and efficient recruitment tactics that enabled the company to have a strong delivery network.

LEADERSHIP EXPERIENCE

- **Aiesec in IBA** - *VP for Logistics* - Executed a 3-day **national conference** independently catering to over **300 delegates** cultivating a leadership culture in students all over Pakistan.
- **Mask Banao** - *Translator*/*Operations Team* - Translated the **Covid campaign** to Urdu engaging **300k people** through social media daily - Responsible for **production** of **500k** masks and **distribution** across hospitals and markets of **Sindh and Balochistan**.
- **Aitebar Foundation** - *Project Head* - Led a team of 6 individuals for a water project in Nawabshah, **installing hand pumps** in the outskirts of the town catering to **250 people**.
- **Nixor Student Government** - *Operations Lead* - Spearheaded on campus renovation and improved campus lifestyle thus increasing footfall significantly on campus in turn generating **1.5M** to **build a school** in Gilgit Baltistan.
- **Gilgit Baltistan Revival** - *Shift Leader* - Successfully **re-constructed** a girls' **school for 200 students** that had burnt down in Gilgit, in under **18 days**.

PROJECTS

- **MindStorm Studios-** Curated an engaging and interactive experience for over 90 students by designing and executing a multi-path treasure hunt on campus, promoting teamwork, critical thinking, and incorporating life skills.
- **Lottery & Auction-** Developed a Smart Contract for auctions and lotteries in Solidity and successfully tested it with my own ERC20 token using solidity language
- **CAP-** Programmed a College Application Portal that provided a one-stop solution for school students in applying to colleges through one admission form that was tailored according to where ever they apply, using MERN stack.
- **AMS** - Ammunition Management System, a three interface system for management, purchase, and information of firearms and their use. This software used the concept of Data Base Management and basic webapp development that gave it an interface.
- **Fehrist App** - Prototyped a grocery predictor app using AI and clustering of data to efficiently predict purchase patterns and optimize purchasing according to distance and /or price

SKILLS & INTERESTS

Skills: Arabic (LVL II), Event Management, Work Flow Optimization   **Interests:** Tourism, Podcasts,Blockchain