

AHMAD HAROON

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Science in Management (STEM)

Expected Graduation: May 2025

- Merit Scholar, GMAT: 740 (97th Percentile), Cumulative GPA: 3.84
- Beta Gamma Sigma Honor Society (Top 20%), Asian Business Student Alliance

LUMS, Suleman Dawood School of Business

Lahore, Pakistan

Bachelor of Science in Management Science (Honors)

May 2024

- Graduated with Merit, Placed on Dean's Honor List
- Senior Capstone Project: *Last-Mile Delivery Optimization in Supply Chain Management*

EXPERIENCE

NAEEM APPAREL

Lahore, Pakistan

Strategy Analyst

September 2023 – July 2024

- Spearheaded training sessions for 30+ members of leadership and non-technical teams to help them leverage digital tools effectively, enhancing cross-functional communication and data-driven decision-making.
- Designed an integrated KPI dashboard adopted by 5 departments, enabling real-time tracking of client-facing metrics, slashing manual reporting times by 20 hours/month and accelerating data-driven decisions by 50%.
- Conducted comprehensive analyses of manufacturing and sales data for product lines exported to North America, creating predictive models for demand forecasting and establishing tailored performance targets.

NATIONAL DATABASE & REGISTRATION AUTHORITY

Lahore, Pakistan

Digital Consultant Intern

July 2023 – August 2023

- Participated in a consulting engagement for the Nigerian National Identity Card project, assisting in the implementation of NADRA's leading Automated Fingerprint Identification System (AFIS) in Nigeria.
- Collaborated with Nigerian government officials and IT teams for an effective project rollout, ensuring alignment with client needs and achieving 95% stakeholder satisfaction post-implementation.
- Evaluated overall project efficiency by analyzing system performance data and collecting in-depth feedback from Nigerian users, defining critical milestones and pinpointing opportunities for strategic optimization.

GENETICS PHARMACEUTICALS

Lahore, Pakistan

Business Analyst Intern

May 2023 – June 2023

- Configured predictive models for launching new medicines using cost-benefit analysis through Risk Decision Tools, presenting senior management with results, facilitating efficient product forecasting.
- Evaluated key growth trends and demand drivers in the Punjab region using R to prepare data visualizations, supporting informed strategic business planning.
- Analyzed physician's prescribing habits using SPSS, identifying the 3 key drivers of brand preference to inform client-specific marketing strategies for new drug launches.

LUMS, SULEMAN DAWOOD SCHOOL OF BUSINESS

Lahore, Pakistan

Teaching Assistant, Qualitative & Quantitative Methods in Business

September 2022 – December 2022

- Facilitated weekly lectures, labs, & examinations on data analysis methods for a class of 60+ undergraduate students.
- Supported students through weekly office hours and tutorials on SPSS and R to help students develop technical skills.
- Supervised real world research carried out by 12 teams for final projects, guiding students throughout the research process from developing sampling methodology to data analysis methods.

DISTINCTIONS

- Leadership:** LUMS Varsity Soccer Team - Team Representative, LUMS Orientation - Senior Mentor, LUMS Sports Society - Senior Representative, Fountain House Pakistan - Volunteer Teacher, LUMS Community Service Society - Teaching Member
- Technical:** SQL, R, Tableau, Power BI, SPSS, Microsoft Office Suite, Excel Solver, Palisade @Risk & Decision tools, Regression Analysis, Linear Programming, Goal Programming, Figma, Canva, Adobe Photoshop
- Certifications:** Coursera - Data analysis with SQL, Google - Introduction to generative AI, Make data-driven decisions, Microsoft - Harnessing the power of data with Power BI, Preparing data for analysis with Excel, Data Camp - Data Manipulation with Dplyr, Data Visualization with Ggplot2