

# Aqeel Younas

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## Education

**Master in Project Management and Business Engineering**, Conservatoire National des Arts et Métiers (CNAM), Paris, France | 2024–2025

**Thesis:** The Impact of Entrepreneurial Leadership on Firm Performance: The Mediating Role of Firm Competitiveness (PLS-SEM quantitative study).

Supervisors: Prof. Lara Irma Barghout

**Master of Business Administration (MBA)**, University of Central Punjab, Lahore, Pakistan | 2021–2023

Merit Scholarship Recipient (50%).

**Bachelor of Business Administration (Hons.)**, University of Central Punjab, Lahore, Pakistan | 2017–2021

## Research Interests

-Entrepreneurial Leadership   -Quantitative Business Research   -Innovation and Growth in Emerging Market Firms  
-Supply Chain and Operations Strategy   -Strategic Management   -Innovation and Growth in Emerging Market  
-SME Competitiveness and Firm Performance   -Project Management and Organizational Performance   -PLS-SEM

## Publications and Working Papers

Younas, A. The Impact of Entrepreneurial Leadership on Firm Performance: The Mediating Role of Firm Competitiveness. Submitted to Small Business Economics (under review).

## Awards and Honors

Awarded 50% Merit Scholarship for academic excellence during MBA studies.

Recognized with a university social impact award for initiating and leading a community support initiative.

Received performance recognition and a monetary prize in a national level academic competition.

## Research and Work Experiences

### Master's Thesis – CNAM Paris | 2024–2025

Investigated how entrepreneurial leadership influences SME competitiveness and firm performance using quantitative survey data from 200 manufacturing SMEs.

Employed PLS-SEM to test structural relationships and mediation effects, providing empirical evidence that strengthens the link between leadership capability development and performance outcomes in emerging market SMEs.

### Assistant Project Manager – Dawn Frozen Foods | 2023–2024

Coordinated international project activities aligned with European compliance and reporting requirements.

Improved delivery efficiency, transparency, and workflow monitoring across cross functional teams.

### Customer Service Operations Coordinator – Maersk Line | 2021–2022

Managed logistics service operations, monitored KPIs, and supported compliance and process improvement initiatives.

### Warehouse Officer – CCL Pharmaceuticals | 2018–2020

Strengthened inventory management, documentation accuracy, and operational control procedures.

### Supply Chain Intern – Bulleh Shah Packaging | 2017

Assisted procurement coordination, scheduling, and reporting activities within supply chain operations.

## Teaching Experiences

### Teaching Assistant – Conservatoire National des Arts et Métiers (CNAM), Paris | 2024–2025

Supported lectures, tutorials, and classroom coordination.

Guided students in assignments and basic quantitative analysis.

### Teaching Assistant – MBA Program, University of Central Punjab, Lahore | 2022–2023

Assisted faculty in coursework support, assessments, and classroom facilitation.

## Research Methods and Technical Skills

PLS-SEM (SmartPLS), structural equation modeling, quantitative survey design, statistical data analysis, Excel, Power BI, basic Python, project management tools, KPI analysis, and process optimization.

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## Conferences and Academic Training

International Conference on Management, Business and Technology (ICMBT).

Training in project management, analytics, entrepreneurship, and digital business (Coursera, Google, PMI).

French language studies, Alliance Française.

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## Languages

English (Fluent)

French (Conversational)

Urdu/Hindi (Native)

Arabic (Basic)

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## References

**Dr. Muhammad Umair Javaid:** Associate Professor, Faculty of Business Sohar University, Email: mujavaid@su.edu.om

**Prof. Lara Irma Barghout:** Professor, University of CNAM, Paris, France lbarghout@yahoo.com

**Prof. Vincent Fayolle:** Président, Institut Français de Développement Touristique (IFDT), Paris, France, vincent.fayolle@lecnam.net