

# HAFSA BADAR

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*Ambitious and adaptable graduate with a Bachelor's in Electronic Engineering, eager to grow in sales and business development. Trained in sales fundamentals, market research, and client engagement, with experience working in teams of 5+ and delivering projects under budget by up to 10%. Quick to learn, driven to contribute to lead generation and building lasting client relationships.*

## EDUCATION

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### NED UNIVERSITY OF ENGINEERING & TECHNOLOGY

Bachelor of Engineering in Electronic Engineering  
Cumulative GPA: 3.45/4.0

Karachi, Sindh  
11/2022

## WORK HISTORY

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### KARACHI AERO CLUB

Apprentice

Karachi, Sindh  
11/2023 - Present

- Collaborated with a 10+ member team to improve task coordination and teamwork efficiency by contributing to scheduled maintenance activities.
- Assisted in preparing daily task reports and equipment logs, ensuring 100% accuracy in documentation.
- Enhanced ability to communicate technical concepts clearly, building a foundation for client and stakeholder interactions.

### PAKISTAN INTERNATIONAL AIRLINES

Avionics Intern

Karachi, Sindh  
04/2021 - 05/2021

- Shadowed and supported engineers in inspections of Airbus A320 and Boeing 777 systems, ensuring understanding of high-value aircraft systems worth \$320M+ per fleet.
- Documented technical findings and procedures, streamlining team reporting and improving process efficiency by 10%.
- Practiced professional communication and collaboration with cross-departmental teams, preparing for client interaction roles.

## VOLUNTEERING & UNIVERSITY PROJECTS

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### FINAL YEAR PROJECT – GREEN ENERGY HARVESTING FROM TILES

Assistant Team Leader

08/2022

- Explored 4-5 research papers to understand how to plan, utilize project resources, monitor and deliver the project analytically.
- Reduced project costs by 10% by sourcing budget-friendly components (piezoelectric sensors and microcontrollers).
- Assisted team leader and communicated fellow members to accomplish the tasks perfectly, managed conflicts by developing accommodating and collaborating conflict management styles and tracked risks involved and further developed strategies to reduce risks.
- Coordinated a 4-member team, ensuring on-time delivery and achieving all supervisor KPIs.

### BUSINESS PLAN, ENTREPRENEURSHIP

07/2022

- Gathered business requirements and translated those requirements into a solution design.
- Abled to manage multiple projects, competing priorities & project deadlines and provided project specific direction to team members to enable clear communication and effective touchpoints.

### ACADEMIC WRITING PROJECT

01/2020

- Used both qualitative and quantitative methods to synthesize the findings in the research paper.
- Reviewed and gathered facts from 10-15 research papers published on different websites.

## ADDITIONAL

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**Sales Skills:** Lead Research & Prospecting (Cold Calls, Emails, LinkedIn), CRM Familiarity (HubSpot), Client Communication, Pitching, Negotiation, Market Research & Reporting, Basic B2B or SaaS Sales

**Soft Skills:** Persuasion, Teamwork, Time Management, Cross-Department Collaboration, Presentation Skills

**Courses:** Introduction to Tech Sales on coursera, How to Sell: An Overview of Fundamental Selling Techniques on coursera

**Languages:** English (Fluent), Urdu(Native), German (B1 Level)