

MBA 2010



Date of Birth:
April 14, 1986

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Saqib Shakil

EDUCATION

May 2010 **Lahore University of Management Sciences, Lahore, Pakistan**
 MBA – GPA 3.68
 2006 **NUCES-FAST Karachi, Pakistan**
 B.S. Software Engineering – GPA 3.56

EXPERIENCE

Jul 11 to present **Atlantis Business Consulting**
Account Executive

Works as an energy consultant and is responsible for direct marketing, account acquisition, account management and brand name recognition while focusing on long term relations with customers. Also responsible for meeting and exceeding weekly, monthly and quarterly revenue targets.

Jul 10 to Jun 11 **Al-Abid Silk Mills Ltd.**
Executive International Marketing

Responsible for business development through market research, consumer behavior analysis, customer acquisition and development of new markets and products. Also looks after streamlining the company operations by developing SOPs and standard workflows to ensure minimum redundancy in supply chain and efficient resource utilization.

Develop market analysis of customers like Macy's, JCP, Walmart and Target to identify the fashion and sales trends in home textiles. Increased sales revenue by \$1m by signing a home textile contract with Macy's.

Jun – Aug 09 **Lakson Tobacco Company Pakistan an Affiliate of Philip Morris Intl'**
Supply Chain Intern

Identified, designed and re-engineered the business processes at Supply Chain Department. Also responsible for standardizing the work flows and eliminating redundancies for efficient day-to-day activities. Suggested methods to reduce low value P/Os, resulting in cost reduction in procurement through qual-quant analysis of SAP-ERP data.

Aug 06-Jul 08 **Safmarine Pakistan Pvt. Ltd an Affiliate of A.P Moller Maersk**
Senior Executive Sales & Marketing

Job Description

- Responsible for customer acquisition and key client management while boosting the sales revenue and profitability on export shipments through effective pricing and distinguished client services.
- Developed and marketed new trade routes and collaborate with regional and country managers for efficient and cost effective trade between newly developed routes.

Achievements

- Increased sales revenue by USD 20m in 2 years by securing major shipments amounting to 7,000 containers ex Pakistan to USA in 2006-08.
- Successfully increased the customer base through aggressive customer acquisition averaging 4 customers per month
- No customer turnover throughout the career
- Successfully developed South American trade ex Pakistan with Safmarine as carrier of choice for customers.

PROJECT

MBA Final Year Project – LUMS

Market Feasibility Studies for Mortgage Finance Company in Pakistan

A market research project to develop the feasibility studies for setting up the mortgage finance company in Pakistan. This has been initiated by Chicago based mortgage company, Chicago Capital LLC. This project covered all the necessary information regarding the local market that an investor may need to make an investment decision. Four main areas are:

- Market Analysis
- Regulatory Environment Analysis
- Risk analysis
- Competitor Analysis

HONORS AND AWARDS

- Led LUMS HR Confluence 2010 teams as Manager Guest Relations.
- Led LUMS Synergies 2010 business plan competition team as Chief Organizer.
- Led LUMS Synergies 2009 case study competition as team Coordinator
- Nominated as Employee of the Quarter for 3rd Quarter 2007 in Safmarine Pakistan Pvt. Ltd.
- Led the FAST All Pakistan Programming Competition 2006 (PROCOM) Guest Relation team as Deputy Director
- Led the PROCOM 2004 Hardware Competition team as Senior Coordinator.
- 1st prize in intra-university quiz competition 2004 at NUCES-FAST.
- Led the PROCOM 2003 Guest Relation team as Junior Coordinator.

INTERESTS

Reading fiction, movies, computer gaming, sporting activities, social gatherings, traveling and internet surfing.

COMMUNITY WORK

- Arranged and participated in blood donation campaigns every 6 months with Fatmid Foundation in NUCES-FAST, Karachi, Pakistan; between 2002 – 2006. This campaign was directed towards blood collection for poor children suffering from Thalassemia.
- Arranged and participated in annual blood donation campaigns with Red Crescent, Lahore, Pakistan.

WEBSITE

<http://www.linkedin.com/pub/saqib-shakil/19/165/1b>