

Haseeb Ali

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PROFILE

Graduate student in Business Analytics and Information Management with a proven track record as a sales and operations specialist, leveraging data-driven analysis and strategic insights to manage large portfolios, drive market expansion, plan demand, and deliver actionable business solutions. Currently seeking an internship to apply advanced analytics expertise, contribute to cross-functional teams, and further develop operational leadership skills for future business success.

EDUCATION

Purdue University, Daniels School of Business <i>Master of Science in Business Analytics and Information Management</i> <ul style="list-style-type: none">Recipient of Purdue Graduate Scholarship	West Lafayette, IN December 2026
Institute of Business Administration <i>Bachelor of Science in Accounting and Finance</i> <ul style="list-style-type: none">Dean's Honor List Fall 2020Sindh Educational Endowment Scholarship Recipient	Karachi, Pakistan May 2023

PROFESSIONAL EXPERIENCE

Unilever Pakistan Limited <i>Territory Manager - Karachi</i> <ul style="list-style-type: none">Managed a portfolio of 200+ B2B accounts across Karachi, achieving high client satisfaction and consistent MoM growth of 10%Led a team of Sales Representatives, set and monitored KPIs, and consistently surpassed sales targets through data-driven coaching and performance managementOversaw monthly turnover approximately Half Million Dollars by implementing robust sales management strategies and driving revenue accelerationDirected cash recovery operations, conducted financial feasibility analyses, administered discount strategies, and ensured optimal stock management to maximize profitabilityCoordinated with supply chain teams to guarantee timely SKU delivery to distributors, improving order fulfillment accuracy and operational efficiency	Karachi, Pakistan April 2025 – August 2025
Sales Operations Analyst <ul style="list-style-type: none">Provided weekly updates on Reach and Penetration across all regions to track and meet sales targets effectivelyOversaw the consolidation of primary and secondary sales data for comprehensive analysisDeveloped and maintained Power BI dashboards to enhance visibility of the food portfolio's performance metricsConducted the creation and modification of new distributor codes in SAP, ensuring accurate tracking of sales data and performanceDelivered insights on weekly stock cover at distributor and distribution center levels to support marketing in planning promotional activities	April 2024 – April 2025
Meezan Bank Limited <i>Assistant Relationship Manager, Treasury and International Banking</i> <ul style="list-style-type: none">Led client acquisition efforts by proactively pitching services to potential clientsSpearheaded the onboarding process, facilitating integration with client systems through coordination with various departmentsVerifying and processing incoming remittances from abroad, adhering to strict compliance and security protocolsManaged and maintained Nostro accounts for clients, ensuring accuracy and reliability in financial transactionsMonitoring global currency trends to make informed decisions on currency conversions	Karachi, Pakistan September 2023 – April 2024

LEADERSHIP ACTIVITIES, AFFILIATIONS, HONORS

- Excel Skill for Business – Macquarie University
- Introduction to Financial Markets – Indian School of Business
- The Language and Tools for Financial Analysis – The University of Melbourne
- Financial Modelling and Investment Analysis, Python, SAP, SPSS, Power BI, MS Excel VBA
- Team Captain, IBA Sophomore Cricket Team
- Workouts, Paddle Tennis, Anime geek, CS2 Gamer