

Hasan Raza

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EDUCATION

University of Toronto

Bachelor of Commerce, Intend to Specialize in Finance & Economics

- Current GPA: 3.74

Toronto, ON

Class of 2025

Deira International School

IB Diploma & IGCSE

- IB Diploma: 45/45 (Math HL: 7, Business HL: 7, Economics HL: 7)
- IGCSE: 6 A*s and 3 As

Dubai, U.A.E.

Class of 2021

EMPLOYMENT EXPERIENCE

ZAFCO

Management Intern

- Responsible for devising Q3 competitive pricing and marketing strategies for the largest tire distributor in the UAE by conducting market research, resulting in a 5% increase in sales for three major in-house brands
- Utilized Excel to gather customer data analytics by classifying top performing customers based on revenue and profits
- Devised social media marketing strategies including influencer marketing on platforms such as Instagram, TikTok, and Snapchat for the company's Saudi Arabia business

Dubai, U.A.E.

May-Aug. 2021

ZAFCO

Project Intern

- Pitched to the CEO and multiple department heads about implementing smart business cards through incorporating RFID and NFT technology across the company's different business lines.
- Pitched to management the idea of creating an additional revenue stream by renting out unused office spaces.
- Successful execution of both projects was carried out in January 2021, with smart business cards increasing cost savings per employee by \$100 and generating an addition recurring revenue stream of \$3000 per month through office space rentals

Dubai, U.A.E.

Jul. - Aug. 2020

ZDEGREE

Consulting Intern

- Completed an internship with ZDEGREE, an automotive servicing company in the U.A.E.
- Conducted research to create a 50+ page consulting report on the decision to renovate one of two ZDEGREE automotive service centers
 - Interviewed 3 executives and 10 employees to understand their pain points and perspectives
 - Analyzed financial reports (income statements, balance sheets, and cash flow statements) to quantify impact

Dubai, U.A.E.

Jun.-Jul. 2020

SOLAPLUG

Co-Founder

- Conceptualized the idea of a multi-functional portable socket powered by solar energy
- Worked in a team of five people to bring the idea to fruition
- Forecasted financial statements, worked on product design using Autodesk Fusion 360 and marketing strategy
- Created pitch presentation for senior executives of local UAE businesses to obtain funding

Dubai, U.A.E.

November 2019-August 2020

EXTRA-CURRICULAR ACTIVITIES

Rotman Commerce Finance Association

Intern

- Selected as 1 of 8 interns out of 160 applicants to join the RCFA first year intern program
- Attended weekly training sessions covering financial industries, accounting, valuation, and other technical skills
- Hosted Forays into Finance to introduce various finance careers to first and second year Rotman students and covered the investment banking sector
- Collaborated with TD Securities to host a diversity and inclusion workshop focusing on capital markets through moderating panels, managing logistics and marketing, resulting in more than 50 students attending the event

Toronto, ON

Fall 2021 – Present

Global Research and Consulting Group

Consultant

- Selected as 1 of 8 interns out of 50 applicants to join GRC Toronto chapter's intern program
- Conducted research and proposed policies on issue of child marriage within Canada for a non-profit organization
- Collaborating with interns on the theme of revenue generation for JA Ottawa on pro-bono consulting project
- Gained proficiency in creating slide decks through Microsoft PowerPoint and presenting them to clients

Toronto, ON

Fall 2021 – Present

SKILLS, ACTIVITIES, COMPETITIONS & INTERESTS

Skills: Bloomberg (BMC), Microsoft Office (PowerPoint, Word, Excel), Canva, Procreate, Urdu (Native), French (Intermediate)

Activities: Head Boy (2019-2020), House Captain (2019-2020), Prefect (2019-2020), Debate Club Coach (2018-2020)

Competitions: World Scholar's Cup (7th in Dubai Round, 36th in Barcelona Round, 28th in Yale Round), Global Entrepreneurship Challenge finalist, RCSA CEO Case Competition participant, KPMG Ideation Challenge Participant

Interests: Fitness & Nutrition, Public Speaking, Photography, Chess, Digital Art, Cryptocurrency