

## REEBAL A QADEER

Address: E/42, Street 8, Old Cavalry Ground, Officers Colony, Walton Cantt, Lahore

Cell:+923085587888, [reebalaq@gmail.com], 35201-1247334-3

LinkedIn Profile: <https://www.linkedin.com/in/reebal-a-qadeer-6ab554100/>

### EDUCATION & QUALIFICATIONS

**MSc International Management (CGPA 3.76)**

**November 2017**

University of Strathclyde, UK

**BSc Double Majors (Economics & Finance)**

**April 2015**

Lahore School of Economics

### PROFESSIONAL EXPERIENCE

**Akmal Qadeer & Company (Pvt Ltd) – Director of Business Development**

**July 2019- Present**

- Insurance Loss adjusters
- Communicating with the insurance company and the clients to come to a mutual agreement on the settlement
- Providing executives of insurance companies the best possible customer service in order to enhance business

**BenchMatrix – Risk Advisory Consultant**

**July 2018- June 2019**

- Product development (LOS) - MCB group
- Relationship management, Gap analysis and implementation of various in-house developed solutions

**RDZ Distribution (A3 Foods) – Business Development Executive**

**August 2017-June 2018**

- To find prospective markets and products
- Quarterly forecasting of already existing products and markets

**Standard Chartered Bank - Branch Sales and Service Executive (BSSE) – Retail**

**February 2016-September 2016**

- Responsible for cross-selling banking products; assets/liabilities and wealth management
- Achieved **7<sup>th</sup> position** in NSR on the scorecard all across SCB Pakistan (Q1)
- Received *accolade for over-exceeding sales* in starting month

### VOLUNTEER WORK EXPERIENCE

**Imran Khan Foundation (IKF)**

**June-August 2015**

- Responsible for funds arrangement for the underprivileged, internally displaced person (IDP's) and flood affectees

**Saeeda Bano Foundation**

**October- December 2015**

- Responsible for funds' management for the education of underprivileged

### PROJECTS

**Masters' Dissertation (Awarded with Distinction)**

**2017**

An assessment into the motivations of start-up culture in Pakistan with comparison to the UK

**Bachelor's Thesis**

**2015**

Impact of E-governance initiatives and Foreign aid dependencies upon institutional effectiveness: In case of Pakistan

### IMPORTANT ASSIGNMENTS

**Consumer Research and Marketing Strategy**

- Researched on the milk drinking culture of SEC C of Lahore and identified needs of the target market
- Customer profiling and proposed a marketing strategy

**Consultancy in Practice (CIP)**

- Lee Hecht Harrison which was losing sales wanted help in saving the business. We utilized their strength in technology and networking and proposed a diversification strategy of expansion to innovate the current business.

**Professional Management Practice (PMP)**

- Developed and enhanced awareness and supplementary capabilities for higher professional positions. Learned and utilized a Personal Development Plan (PDP) process to critically evaluate skills and attributes to be more effective

### HONORS & AWARDS

- Swimming Champion for Three years in School (Awarded with Medals)
- Member of Management at the Second International Conference on Entrepreneurship (ICE-2013)
- Member of Ghulam Ishaq Khan Model United Nations 2013 (GIMUN)
- Member of Management of Drama Production, Arts society, Sports Club of the Lahore School of Economics

### SKILLS

- Microsoft Office ,SPSS, AMOS, STATA,and StatGraphics

### HOBBIES

- Reading
- Tennis
- Swimming