

SAIM ABBAS

OBJECTIVE

Seeking a management position with an organization where I can utilize my skills and experience to improve operations, increase profitability, and enhance growth

PERSONAL PROFILE

Father's Name: Syed Dildar Hussain Shah (Late)

Mailing Address: House-91, St-20, G-8/1 Islamabad

Email Address: saimabbass06@gmail.com

Mobile No: 0345-5921051

EDUCATION

◆ Associate Certified Chartered Accountant (ACCA)

2010 - 2014

Studies focused in:

- Strategic Management
- Econometrics
- Managerial Accounting
- Auditing
- Budgeting

(*Minors: change management, quantities techniques for IAS, strategic management and management research methods*) **Research projects:**

- Employees Burnout and Intention to Leave in Set of Banking Organizations of Pakistan
- Impact of corporate governance on firms' performance.
- "Pay for performance" effects.
- OGDCL; Human research models and the role of OGTL. Hiring, firing and motivating factors.
- Downsizing: A Tool for Organizational Change.
- Analysis of data, standard deviation and variance based comparisons.
- Intra group conflicts and their resolution with respect to group performance.
- SLEPT Analysis of different operational banks in Pakistan

◆ Bachelors of Commerce

Punjab University (Punjab College of Commerce)

2004 - 2007

Studies focused in:

- Accounting,
- Economics
- Introduction To Business

(*Minors: Advance Accounting, Cost Accounting, Computer Application, Mathematics and Statistics*)

WORK EXPERIENCE

Business Analyst Motorway M-2 at Hascol Petroleum (PVT) Limited(January 2016-current)

1. Daily Sales Analysis and Record Keeping of M-2 & North COCO(Company Own Company Operated) Sites:
2. Critical analysis on inflow and outflow payments Of M-2, it includes
3. Ensuring Company Declare SOP'S
4. Ensure compliance with HSSE standards
5. to ensure implementation of risk management tools
6. Prepare budgets and approve budget expenditures.

MARKEKING MANAGER at Ear-technic Pakistan from (January 2015 - September 2015)

1. Monitoring and Analysing market trends
2. Studying competitors' products and services
3. Exploring ways of improving existing products and services, and increasing profitability
4. Identifying target markets and developing strategies to communicate with them.

TEAM LEADER at Jubilee Life Insurance AKFED from (2011 - June 2014).

- Budget preparation
- Project management accounting
- Office administration
- Confer or consult with department heads to plan advertising services and to secure information on equipment and customer specifications.
- Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase.
- Determine price schedules and discount rates.
- Direct clerical staff to keep records of export correspondence, bid requests, and credit collections, and to maintain current information on tariffs, licenses, and restrictions.
- Monitor customer preferences to determine focus of sales efforts.
- Oversee regional and local sales managers and their staffs.
- Prepare budgets and approve budget expenditures.

INTERNSHIPS/PROFESSIONAL DIPLOMAS

- Internship six months from MOBILINK Islamabad
- Internship three months from STATE LIFE INSURANCE CORPORATION OF PAKISTAN
- Internship eight months from Askari Bank

PROJECTS

- Analysis of Financial Ratios
- Project on Business Communication
- Case study on Employee's motivation.

MEMBERSHIPS

- Membership of Youth Advocacy Network Pakistan (A United Nation's Subsidiary)
- Membership of Youth Parliament of Pakistan.
- Chief volunteer at Sabaq foundation Islamabad

SEMINARS/WORKSHOPS

- Enhance Human Productivity using LUMS and HUMS Models by National Productivity Organization (29 October 2009).
- Skill Builder Level-I Plus by Jubilee Life (09 - 14 January 2012)
- Skill Builder Level-II Plus by Jubilee Life (14 - 19 May 2012)