

Aimal khan

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Academic Qualification

- **Institute of Business Administration (IBA)** August 2020 – Present
BS Economics | 3rd Year
 - **Islamia College Peshawar** August 2017– May 2019
Intermediate Pre-Engineering
 - **The Quaid-e-Azam School Swabi** August 2015– May 2017
SSC Sciences | 90% Top 50 Mardan Board
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Professional Experience

Jetzy

December 2021- March 2022

Sales team – USA

- Generated a 15% increase in sales revenue by prospecting and securing new business with US-based clients through targeted outreach on LinkedIn and Instagram.
- Built strong client relationships by utilizing excellent communication skills to understand their needs and pain points and offer tailored solutions.
- Managed sales activity and forecasted revenue by maintaining a sales pipeline in Jetzy's CRM system while collaborating with cross-functional teams to ensure high customer satisfaction and meet or exceed monthly sales targets.

AIESEC

November 2020- Present

Vice President -Youth Speak Forum

- Led the organization and execution of a conference centered around UN Sustainable Development Goals, resulting in a successful fundraising campaign of approximately 600,000 PKR and a profit of 250,000 PKR.
- Coordinated the participation of around 200 delegates and facilitated the promotion of an entrepreneurial mindset through a competition designed to engage attendees.
- Recognized as a nominee for the "Best Youth Speak Forum Award" at the National Leadership Conference in 2023 in Karachi, Pakistan.

Team Leader-Intern Servicing

- Created 25+ international placement opportunities in Karachi by developing partnerships with like-minded organizations such as Daraz, EBM, and Berlitz.
 - Achieved 219 applicants through effective international marketing, mailer campaigns, and developing relations with 35 global offices in 14 countries while leading change management and launching new products.
 - Supervised logistical and operational aspects of international candidates during their stay in Pakistan, resulting in 100% delivery of customer standards, while managing stakeholders and a team of 3.
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Achievements & Certifications

- AIESECER of the Quarter – 2022
 - Hult Prize Runners up – 2022
 - Certification in Introduction to R–Data Camp
 - Certification in Financial Literacy Program– State Bank of Pakistan
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Major Reports

- Produced top-ranked field report on Pakistani macroeconomics, outshining 120 peers, covering key indicators such as inflation, GDP, and other significant macro terms.
 - Developed a successful case study on Agricultural Resurrection Project, including a detailed analysis of a 200-person business plan and execution strategy for the Hult Prize competition.
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Skills

- Sales operations & Customer Experience Management
- Project Planning & Execution
- Stakeholders Management
- Basic Python, Minitab, Stata, R, Canvas.