

# Mohammad Taha Waseem Hasan

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## Education

### Lahore University of Management Sciences

Aug 2018 - Jun 2022

BSc. Accounting and Finance, Minor in Mathematics - **CGPA: 3.50**

*Relevant Courses: Quantitative Finance, Operations Management, Applied Corporate Finance, Business Communication, Applied Financial Management, Financial Derivatives*

*Honors: Dean's Honor List*

### ACCA Finalist - 12/13 papers passed

Aug 2020 - Present

*Professional Level Papers: Strategic Business Leadership, Strategic Business Reporting, Advance Financial Management*

### Nixor College - A-levels: 1A\* and 3A

Aug 2016 - Aug 2018

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## Professional Experience

### Dastgyr Technologies - Strategy Analyst

Jul 2022 - Present

*Marketplace (Demand, Supply & Operations)*

- Enhanced **order fulfillment from 85% to 97%** in four months by cultivating positive supplier relationships and concurrently building operational capability including demand forecasting and inventory management system
- Decreased **Karachi returns from 20% to 7%** within three months through the efficient geofencing of over 7000 retailers and the implementation of location verification
- Reduced **monthly retailer churn by 21%** through the implementation of cohort-based campaigns
- Attained a **47% reduction in operational resource consumption** metrics in 3 months by re-engineering internal processes for retailer and seller onboarding
- Led the development of automated Power BI and Looker dashboards tracking daily, weekly, and monthly Actual vs Budgeted performance.

*Capital & Fintech*

- Established a credit marketplace for Dastgyr retailers and sellers, achieving a consistent **46% MoM credit disbursement growth** over six months
- Achieved a **37% reduction in cash transactions** within two months by integrating payment solutions e.g. digital cards, wallets, and online bank top-ups
- Reduced **idle cash by 20%** and increased monthly **profit/float income by \$85,000** through implementing centralized cash management system

### Engro Fertilizer - Supply Chain Intern

Jul 2021 - Aug 2021

- Reduced **warehousing costs by 20%** by auditing current warehousing capacity and optimizing customer hotspots
- Enhanced distribution **channel efficiency by 25%** through extensive quantitative analysis of past operations
- Developed an optimizing strategy to increase **distribution network by 13%** by linear modelling of local operations

### HMI Ventures - Financial Analyst

Jul 2020 - Aug 2020

- Raised **\$500k in pre-seed funding** for a portfolio company by developing and presenting an investor pitch deck
- Increased **valuation of a portfolio company by 30%** by modeling cash flows and rectifying estimation errors in the discounted cash flow model

### KPMG Taseer Hadi & Co - Deal Advisory Intern

Jul 2019 - Aug 2019

- Prepared a tax and financial due diligence report for a client by developing market intelligence tools
  - Led the creation of valuation reports for clients in the steel industry
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## Extra-Curricular Activities

### LUMS Community Service Society - Vice President

Aug 2018 - Jun 2022

- Led a general body of **over 300 members**, promoting collaboration and productivity across departments
- Reduced **operating costs by 50%** by renegotiating MOUs with over **10 vendors**
- Raised and distributed over **PKR 1,000,000** in credit to janitorial staff of LUMS in a single calendar year
- Pioneered the expansion of the Society's operations beyond Lahore for the first time in two decades by organizing medical camps in two new provinces

### LUMS Investment Club – President and Founder

Aug 2020 - Jun 2022

- Raised a pool of **PKR 400,000** by onboarding **15+ students**
  - Generated a **return positive return of 80%**, well above the market average through extensive market analysis
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## Projects

**Senior Project in Finance: Co-authored** a research paper determining the effect of individual and institutional investor sentiments on small and big firm returns

## Skills and Interest

**Skills:** MS Excel Financial Modelling (Solver, VBA, Data Analytics tools) & Office tools, STATA, Power BI

**Interests:** Travelling, Trekking, Civic Engagement, Investment, Formula 1