

WALEED HASSAN

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. Hyderabad, Pakistan, 71000

OBJECTIVE

Highly motivated and results-driven business graduate with a positive and adaptive learning attitude. Actively pursuing an early career transition from supply chain to roles in sales or marketing, leveraging my education, skills, and enthusiasm for driving business success.

EDUCATION

Bachelor of Business Administration
SZABIST • Hyderabad, Pakistan

Aug 2019 - Dec 2023

Majors: Marketing

CGPA: 2.89/4.00

Percentage: 72.25%

Business Project: Research on factors affecting employee job satisfaction-Racers Motorcycle.

Community Service: Project: Eliminating Food Insecurity and Food Wastage through Food Redistribution Model.

WORK EXPERIENCE

Dispatch Officer
Colgate Palmolive (Pakistan) Ltd. • Hyderabad, Pakistan

Sep 2023 - Present

- Established a mechanism to remotely monitor nationwide dispatch operations.
- Accomplished a 50% reduction in the monthly dispatch discrepancy rate.
- Developed an efficient Inventory Management System.

Intern
Colgate Palmolive (Pakistan) Ltd. • Hyderabad, Pakistan

Jun 2023 - Aug 2023

- Administered a data collection survey targeting third-party workers for comprehensive insights.
- Conducted an analysis to pinpoint gaps within the company's supply chain processes, addressing complaints from warehouses nationwide.

Human Resources Intern
Sui Southern Gas Company Limited (SSGC) • Hyderabad, Pakistan

Feb 2023 - Mar 2023

- Learned the administration of leave encashment and leave for allowances (LFAs).

Content Writer
Altisnet Global • Hyderabad, Pakistan

Sep 2022 - Dec 2022

- Crafted persuasive content to engage audience and drive organic traffic in a dynamic content writing role.

VOLUNTEER WORK

Regional Product Head
AIESEC • Pakistan

Feb 2022 - Jan 2023

- Led sales operations for international corporate internships.
- Identified a market comprising 3500+ potential customers.
- Successfully executed cross cultural projects aligned with Sustainable Development Goals (SDGs).

Sales Team Lead
AIESEC • Hyderabad, Pakistan

Feb 2021 - Jan 2022

- Planned and executed sales campaigns while leading a team comprising 10 members.

Vice President
SZABIST Oratory Society • Hyderabad, Pakistan

Oct 2022 - May 2023

- Organized multiple events such as debates, public speaking competitions, and workshops at SZABIST University, Hyderabad Campus.

AWARDS AND HONOURS

Excellence in Sales Award 2022

- First ever vice president in the history of Hyderabad's local committee to receive this award.

CONFERENCES

- Attended National Leadership Conference 2022 in Karachi, Pakistan.
- Organized National Leadership Conference 2021 in Hyderabad, Pakistan.

EXTRA-CURRICULAR ACTIVITIES

- Served as a Vice President for External Relations in the Organizing Committee of AIESEC Fall Regional Conference 2021 in Hyderabad.
- Participated in Food Redistribution drives as a part of Robin Hood Army 2022-2023.
- Organized a music event (Battle of Qawals 2022) in Hyderabad.
- Organized a music event (Music Heist 2022) in Hyderabad.
- Served as a Head of Organizing Committee of AIESEC Fall Recruitment Conference 2021 in Hyderabad.

SKILLS

- | | | |
|---------------------------|--------------------------|-----------------------|
| • Leadership | • Communication Skills | • Presentation Skills |
| • Critical Thinking | • Problem Solving | • Adaptability |
| • Sales Campaigning | • Branding & Advertising | • Market Research |
| • Innovation & Creativity | | |

DIGITAL SKILLS

- | | | |
|-----------------|----------------|-----------------|
| • MS Word | • MS Excel | • MS Powerpoint |
| • Google Sheets | • Google Forms | • Canva |

LANGUAGES

- | | |
|-----------|--------|
| • English | • Urdu |
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