

ABDUL QAYYUM

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EDUCATION

One League | Global
MBA Candidate Class of 2023

One League is a global education institution connecting the world's highest potential change-makers to world-class education and opportunities to realize global impact.

- Class Co-CFO

Institute of Business Administration (IBA) | Karachi, Pakistan
BSc - Accounting and Finance
2016-2020

Dean's Honor List
4th position overall

HONORS & AWARDS

- Finalist of Harvard Business School Crossroads Emerging Leaders Program 2020
- 1st Runner Up at LUMS Consulting Competition 2020 (Team Leader)
- Represented IBA at CFA Institute Research Challenge 2019-20 Local Finale (Top 5 teams)
- Represented Pakistan at Financial Leaders of Tomorrow Summer Program '19, Tsinghua University, China

ONGOING CERTIFICATIONS

- Passed CFA Exam Level 2
- ACCA (10/13)

LEADERSHIP & COMMUNITY

- Manager at IBA Community Welfare Society, helping Syrian refugees get access to basic necessities and skills
- Treasurer at The Bridge School, a school for underprivileged children in Pakistan

SUMMARY

An aspiring finance professional with a Bachelor's in Accounting and Finance from the Institute of Business Administration, complemented with CFA Level 2. With an active participation in extra-curricular activities such as CFA Institute Research Challenge and LUMS Consulting Competition, I have been able to develop and polish my leadership and problem-solving skills. My keen interest lies in bringing about a betterment in the lives of people around us.

EXPERIENCE

Unilever | Karachi, Pakistan

Customer Development Finance | Nov 2022 - Present

- Managing the Trade Term Structure of nation-wide distributors, revamping the existing claims processing tool to cater for the upcoming challenge from non-traditional distribution channels

Bazaar Technologies | Karachi, Pakistan

Commercial Finance Manager | Apr 2022 - Nov 2022

- Developed a model for live inventory valuation, margins & category P&L optimizing inventory levels by 10% and analyzing positional buying worth more than PKR 1000 million

Finance Lead (Expansion) | Jul 2021 - Mar 2022

- Developed a financial reporting model for the consolidation of financial reports across different cities and business segments
- Represented finance team in the launch of 6 new cities setting up processes from scratch and handling financial reporting, taxation, treasury and commercials

Finance Associate (Operations Business Partnering) | Feb 2021 - Jun 2021

- Designed and executed a strategy to slash the distribution cost by 1% (as a % of sales) by re-negotiating with vendors and accurate tracking of vehicles

SAMI Pharmaceuticals | Karachi, Pakistan

Internal Audit Executive | Aug 2020 - Jan 2021

- Carried out a one-of-its-kind internal audit of Quality Control laboratory requiring extensive study and understanding of scientific knowledge

The Aga Khan University Hospital | Karachi, Pakistan

Internal Audit Intern | Jun 2019 - Aug 2019

- Project: HEC Grant Certification (Reporting to Chief Internal Auditor)
- Highlighted discrepancies in the financial report and proposed viable solutions for its resolution
- Introduced an efficient data management system to ensure easy referencing across all projects