

## UZAIR ARBAB

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### Education

#### NAMAL INSTITUTE MIANWALI

Bachelor of Business Administration (3.58 CGPA)

Mianwali, Punjab  
2018-2022

#### GHSS DANDA SHAH BILAWAL

Faculty of science

Danda Shah Bilawal, Punjab  
2016-2018

### Professional Experience

#### AMAL ACADEMY

Lahore, Pakistan

Education startup funded by Stanford University that teaches professional skills to students and corporations

Career-Prep Fellow: August 2021 – October 2021

- **Communication:** Completed a competitive written application and interview process to be selected from over 4500 applicants for intensive 3-month Fellowship funded by Stanford University
- **Skills development:** Invested 150 hours in order to develop business skills (e.g., communication, leadership, problem solving, teamwork, etc.) that will help me make a deeper impact on the job

#### MILLAT TRACTORS LIMITED

Lahore, Pakistan

Tractor manufacturer with 60% market share based in Pakistan since 1964.

Business Management Intern: (August 2019 – September 2019)

- **Problem Solving:** Conducted different types of smaller researches e.g How to do business in crisis, Better relationship between dealers & company. After conducting the research, I gave suggestions on how to improve company-dealer relationship, how to maintain sales levels in a crisis.
- **Observation:** Analyzed all the business operations (Marketing, Finance, HR, Administration, Assembly, Warehouse, Parts department) throughout the internship period.

### Academic Experience

#### IMPACT OF BLASPHEMY ON PURCHASING INTENTION

Mianwali, Pakistan

Semester project; Business Research Proposal (Namal Institute Mianwali)

Co-Researcher: October 2020 – February 2021

- **Consumer Behavior:** Researched and found that blasphemy negatively impacts the consumer behavior; mediating role of religious commitment. It means the more a person is connected to religion, the more negative behavior he will show towards the blasphemous country's product.

### Extracurricular & Volunteer Experience

#### NAMAL IDEA CLUB

Namal institute Mianwali, Pakistan

- **Director Marketing:** Lead 7 members team in which we organized, advertised different events and workshops e.g Forex trading workshop, Extreme Commerce, Business canvas workshop. Almost 300 students benefited from these workshops. (2019-2021)

#### NAMAL SOCIETY OF SOCIAL IMPACT

Namal institute Mianwali, Pakistan

- **Member emergency Medical Service wing :** Acquired the basic training regarding first aid & provided first aid (in case of minor injuries) to almost 10 students of University (2019-2020)

### Honors and Awards

#### ACADEMIC SCHOLARSHIPS

Mianwali, Pakistan

- Received full merit-based academic scholarship from Namal Institute Mianwali (2018-2022)

#### ONLINE COURSES

- Excel Skills for Business: Essentials - Coursera – MACQUARIE University, Sydney, Australia (2020)
- Digital marketing fundamentals - Google – The Open University (2022)

### Additional

- **Technical Skills:** Microsoft Word, Excel, Powerpoint, Tableau, Google Ads
- **Interests:** Book reading, Case study solving, Research