

 **Muhammad Abu Bakar**

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 Date of Birth: 04-02-1999

**EDUCATION**

**Lahore University of Management Sciences**  **Aug 2018- May 2022**

BSc (Honors) in Accounting and Finance - **CGPA 3.102**

**Punjab Group of Colleges-** Intermediate (86% marks) **Aug 2016- June 2018**

**Divisional Public School-** Matric (94% marks) **Oct 2014- May 2016**

*Relevant Courses:* Organizational Behavior, Intro to Management Sciences, Intermediate Finance, Accounting, Business Process Modeling, Principles of Marketing, Retail Management.

**EXPERIENCE**

***Manager-Fine Polymer Industries*  July 2019- Present**

Fine Polymer is a Mid-sized Chemical Manufacturing Industry with a good reputation in the industry. They manufacture and trade paint industry-related raw materials. After my joining, I contributed to increase the company’s performance by following ways.

* Sales increased by 15%
* Handled monthly transactions of 20 million.
* Gained two new customers.
* Recovered 40% of companies bad debt.
* Overlooked manufacturing to increase the yield of the batches.
* Purchased supplies 30% cheaper than market.
* Due to Fine Polymer’s limited resources, I had to manage several departments.

***Internsip- Power Chemical Industries***  **June 2017- July 2017**

Power chemical Industry is a reputable chemical manufacturer and importer of various chemicals.

* Gained knowledge about supply chain.
* Gained Knowledge about credit system.
* Gained initial knowledge about import.

**ADDITIONAL SKILLS AND EXPERIENCE**

* Proficient with Microsoft Excel, Word, Access, PowerPoint and In-page.
* Tri-lingual: proficient in Urdu, Punjabi, and English which makes it possible to effectively communicate.
* Manufacturing: Experienced in manufacturing of the products which will allow me to explain the product better.
* Negotiation: Experienced in negotiating business deals with customers and suppliers.
* Leadership: Experienced in leading the people which will help me to manage my department.
* Customer Service: It will help me increase customer loyalty and improve after-sales services.
* Proficient with Rstudiuo and python coding languages.

**PROJECTS**

**Principles of Marketing**

For a course in principles of marketing, identified the flaws in the marketing strategy of different failed companies and suggested them solutions to increase their sale volume.

**Retail Marketing**

For a course in retail management, identified the flaws in customer journey, from thinking about purchasing a product to the after sale services, and improved them to increase the goodwill and profits of the firm.

**Marketing Models**

For a course in Marketing Models, collected market data on different products and build models to better segment and target the customers. Also forcasted the performance of an existing product and adoption rate of a new product.

**Decision Behavior**

For a course in Decision Behavior, used different human biases to close deals and manipulate the human psychy to increase the sales.

**HONOURS AND AWARDS**

***-Runner-up- All Pakistan Bilingual Competition:*** The largest bilingual Competition in Pakistan is held in Chenab college each year.

**EXTRA CURRICULAR**

* Assistant Director in LUMUN
* Member of The Music Society of LUMS
* Member of Spades
* Deputy Head Boy Divisonal public school

**INTERESTS**

* Technology
* Astronomy
* Politics