

Hassan Mujahid

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SUMMARY

With 10 years of professional experience, I excel in project management, market and business analysis, and ensuring operational excellence. My skill set includes adeptly managing, leading, and training teams to achieve exceptional outcomes. I possess a keen ability for comprehensive project documentation, ensuring all aspects are thoroughly covered. My in-depth understanding of the software development life cycle allows me to navigate its complexities with precision. I have a natural inclination for tackling challenges head-on and am driven by the satisfaction of discovering effective solutions.

EXPERIENCE

- **PROGRAM MANAGER**

Punjab Information Technology Board (P.I.T.B) Arfa Software Technology Park (Lahore) (April 16 – Present)

- ✓ Spearheaded the implementation of automation and digitization strategies for client systems.
- ✓ Conducted comprehensive analysis of budget and cost projections to ensure project viability.
- ✓ Facilitated communication with clients and stakeholders, providing insights on funding availability and long-term financial implications.
- ✓ Developed and documented software development processes, delivering tailored training sessions to project personnel.
- ✓ Collaborated cross-functionally with Tech, Procurement, and Infrastructure teams to ensure alignment with contractual agreements and budgetary constraints.
- ✓ Drafted and curated essential project documentation, including proposals, BRDs, tender documents, and vendor contracts, while maintaining high standards of quality.
- ✓ Provided crucial support to Senior Managers in drafting project infrastructure plans.
- ✓ Implemented rigorous monitoring processes to track implementation progress and optimize strategies for achieving project objectives efficiently.

- **ASSOCIATE MERCHANDISER PRODUCT DEVELOPMENT & PRODUCTION COORDINATOR (Dec' 13 – April 16)**

The GBO Group (Textile Buying House) (Lahore)

- ✓ Established collaborative partnerships with suppliers and manufacturers to ensure precise execution of plans.
- ✓ Analyzed customer feedback to anticipate sales patterns and forecast seasonal demand for inventory.
- ✓ Facilitated the management of Protos/Samples/Pre-Production activities, ensuring their timely delivery to meet project deadlines.
- ✓ Formulated a comprehensive accessories order plan, optimizing product availability in terms of timing and quantity.
- ✓ Stayed abreast of market trends and customer preferences to inform product development strategies.
- ✓ Initiated the development and validation of seasonal material innovations in collaboration with the product team.
- ✓ Negotiated pricing and facilitated large-volume orders with suppliers and distributors to optimize cost-efficiency.
- ✓ Promoted sustainable manufacturing practices and ethical sourcing in material procurement.
- ✓ Provided support in resolving quality issues and conducted shade band and preproduction approvals.

- **MANAGEMENT TRAINEE OFFICER**

(May '13 – Nov'13)

The GBO Group (Textile Buying House) Lahore

- ✓ Served as a Management Trainee in both the Merchandising Department and Quality Assurance division.

- **INTERNSHIP**

(Summer 2012)

Nippon Paint Pakistan Lahore (Assignments/Projects)

- ✓ Effectively oversaw and organized National Sales Conference 2012, Nippon Paint Young Designer Award 2012, Nippon Paint Pakistan Facebook Fanpage

EDUCATION

NATONAL COLLEGE OF BUSSINES ADMINISTRATIVE & ECONOMICS (NCBA&E) Lahore (2015 – 2016)
✓ MBA

NATIONAL UNIVERSITY OF COMPUTER & EMERGING SCIENCES (FAST-NU) Lahore (2008- 2012)
✓ BBA (Hon's)

EDUCATIONAL PROJECTS

- **DISSERTATION**
 - ✓ Students Opinion and Perception while taking admission in Business Schools of Lahore, in which Conducted research analyzing the feasibility of admission to business schools.
- **FINAL YEAR PROJECT**
 - ✓ The Brand Audit and Repositioning of Flora Juice which is a brand of Pakistan Fruit Juices Pvt Ltd. In FYP. Conducted research to perform a brand audit and proposed strategies for repositioning Flora Juice in the market
- **ANALYSIS OF A PRODUCTION DEPARTMENT OF HICO ICE CREAM**
 - ✓ Conducted an analysis of the production department, identifying issues and providing recommendations for resolution.
- **PRODUCED A MARKETING CAMPAIGN REPORT FOR HICO ICE CREAM**
 - ✓ Examined Ice Cream brand and formulated its marketing campaign
- **ANALYSIS OF THE SALES AND MARKETING OF HICO ICECREAM**
 - ✓ Assessed the sales and marketing department of Ice Cream
- **FEASILBILITY REPORT OF EXPORTING YOUGURT TO IRAN**
 - ✓ Conducted research on the Iran market and its regulatory framework

SKILLS

Microsoft Word- Advanced **MS Excel** – Advanced **MS Power point** – Advanced
Good communication skills (English, Urdu & Punjabi), **Marketing research**, Data Analytics