

NAWAB ZAKARIA HAQUE

MALE, 27

EDUCATION			
YEAR	DEGREE	INSTITUTE/SCHOOL	PERCENTAGE
2019-21	PGDM	IMI Kolkata	64.08
2012-16	B Tech (CE)	RSET, Guwahati	65.80
2010-12	HSC	Maria's Public School, Guwahati	69.40
2008-10	SSC	Maria's Public School, Guwahati	74.10

SUMMER INTERNSHIP		
Jaro Education – EdTech Industry	Intern – Business Development Specialist	May '20–July'20
Objective	<ul style="list-style-type: none"> A study on consumer behavior towards full-time MBA program in Covid-19 pandemic in India. To achieve sales targets 	
Roles and Responsibilities	<ul style="list-style-type: none"> Generated leads from the data-base through cold calling and email-marketing with regular follow-up with the hot prospects. Maintain a quality pipeline by targeting the right set of audience Conduct a competitive analysis with other higher-end products in the market. Counsel the students on their ongoing career related issues during the pandemic times. 	

CERTIFICATIONS		
Six Sigma Green Belt	Lean Six Sigma Green Belt certified by KPMG	2020
Power BI	Power BI training certified by Intellipaat	2020
Excel	Excel Basics for Data Analysis by IBM	2020
Cost and Economics	Cost & Economics in Pricing Strategy certified by University of Virginia & BCG	2020
British Council	Business Communication Course certified by British Council	2019
Digital Marketing	Digital Marketing Course certified by Google Digital Unlocked	2019

POSITION OF RESPONSIBILITIES		YEAR
Member, Atom Club	<ul style="list-style-type: none"> Conducted case study-based events, simulation games, guest lectures as part of Atom, the Operations club of IMI Kolkata. Coordinated the complete registration process, handled payments, resolved queries for successful completion of KPMG Green Belt Certification. Handled social media like the Instagram, designed posters for social media content. 	2019-20

EXTRA CURRICULAR ACTIVITIES		YEAR
Content writer, Insider Notion	Published an article “Beat the stress before it beats you”	2020
Poetry and Singing	Participated in Solo singing competition at IIM Shillong respectively	2020
Confero 8.0	Member of Logistics Committee, IMI-K	2020
Club Events	Participated in various Club events across IMI-K	2019
Voluntary services	Engaged for social causes at NGO Shristi-Prabhat	2017
Research Paper	Contributed a paper titled “A Comparative Study on the Feasibility of Drip Irrigation in Assam “	2013

LIVE PROJECTS		YEAR
Market Research (Pladis Global)	<ul style="list-style-type: none"> Conducted a research/survey among 500 participants to gather consumer insights for Marie Biscuit in the East India. Prepared a report giving a detailed analysis of Marie Biscuit and provided actionable solutions. 	2020
Project Cure (HWC)	Raised funds for the people who had been impacted by the pandemic.	2020

ACHIEVEMENTS	
2nd position, IIM Shillong	Great Indian Debate , Coup De Grace organized by the Zeitgeist club of IIM Shillong

OTHER INTERESTS	
<ul style="list-style-type: none"> Singing, Playing Guitar and writing. 	

PERSONAL INFORMATION	
Date of Birth	February 22, 1994
Permanent Address	Sixmile, Juripar, House No-1, Guwahati-Assam-781037
Alternate Email ID	zakariahaque2345@gmail.com
LinkedIn ID	www.linkedin.com/in/nawab-zakaria-haque
Languages Known	English, Hindi and Assamese
Passport Details	Valid till 26/12/2021
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