

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 audienceConduct 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	<ul style="list-style-type: none">Lean Six Sigma Green Belt certified by KPMG		2020
Power BI	<ul style="list-style-type: none">Power BI training certified by Intellipaat		2020
Excel	<ul style="list-style-type: none">Excel Basics for Data Analysis by IBM		2020
Cost and Economics	<ul style="list-style-type: none">Cost & Economics in Pricing Strategy certified by University of Virginia & BCG		2020
British Council	<ul style="list-style-type: none">Business Communication Course certified by British Council		2019
Digital Marketing	<ul style="list-style-type: none">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	<ul style="list-style-type: none">Published an article “Beat the stress before it beats you”		2020
Poetry and Singing	<ul style="list-style-type: none">Participated in Solo singing competition at IIM Shillong respectively		2020
Confero 8.0	<ul style="list-style-type: none">Member of Logistics Committee, IMI-K		2020
Club Events	<ul style="list-style-type: none">Participated in various Club events across IMI-K		2019
Voluntary services	<ul style="list-style-type: none">Engaged for social causes at NGO Shristi-Prabhat		2017
Research Paper	<ul style="list-style-type: none">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)	<ul style="list-style-type: none">Raised funds for the people who had been impacted by the pandemic.		2020

ACHIEVEMENTS	
2 nd position, IIM Shillong	<ul style="list-style-type: none">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
Contact Number	70023-28830/82560-73775