Syed Akbar Abbas Jafri

Male
XIMB Batch of 2022-2024

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Published Author	Green Belt -Lean Six Sigma Certified	National Case Comp Semifinalist

SUMMER INTERNSHIP

Sales Specialist Intern		IBM
Project Title		Initiation of pipeline creation for future by assisting in converting opportunities using existing client interest
Highlights		• Orchestrated compelling **client engagement models** and delivered demos for IBM's **Product** offerings • Leveraged tools like **Salesforce cloud CRM, Seismic & ZoomInfo** for conducting **Market Research** • Led a **competitive analysis**, pinpointing **vulnerabilities** and providing **actionable items** via industry trend initiatives based on **Regression Analysis, Predictive Analysis & Forecasting using SPSS** • Reviewed & analyzed all the client interests of **Top 28 companies** accounts responsible for **50% revenue** in India • Streamlined Validation Process, Suggested Targeted **Event Strategy** & Improved **Pitching Relevance** • Developed a comprehensive **dashboard** for all 28 accounts, facilitating the identification of potential opportunities

PROFESSIONAL EXPERIENCE (34 months)

Associate (Full-Stack Developer)	Cognizant	July,2019- May,2022
Roles & Responsibilities	• Supervised the international **database migration** while being accountable for knowledge database on **Confluence** • Responsible for **resource management, knowledge & mentoring** of **6 employees** onboarded on the team • Orchestrated the architectural & data flow diagram for the application which stores the data for **100 million+** users • Maintain **documentation** related to project plans, processes, and key decisions on **Confluence** • Co-ordinated the Project deployment and **regression** test planning activities with timely successful implementation • Moderated Client governance calls on operational **performance**, **risk** & **challenges** for adaptive **CI/CD** requests • Collaborated with stakeholders to define **project scope**, **priorities**, and **acceptance criteria**, ensuring alignment with Agile principles and customer needs by creating and managing **Agile boards**, dashboards, and custom reports • Utilized **Rally** to manage **user stories**, **backlog grooming**, **sprint execution**, and **tracking** of project progress	

MBA ELECTIVES

System	Business Transformation using AI	System	Business Process Management
Marketing	Customer Relationship Management	**Marketing**	Marketing Research
Strategy	Design Thinking for Managers	**Strategy**	Strategic Management

IMMERSION COURSES

Strategy	Product Management	Strategy	Business models and business model innovations

EDUCATION BACKGROUND

MBA (BM)	2024	Xavier Institute of Management, Bhubaneswar	60.80 %
B. Tech (IT)	2019	Galgotia's College of Engineering & Technology, Greater Noida (AKTU)	75.56 %
XII (CBSE)	2014	St Fidelis School, Aligarh	88.20 %
X (CBSE)	2012	St Fidelis School, Aligarh	83.60 %

POSITIONS OF RESPONSIBILITY

Placement Committee	• Coordinator, Student Placement Committee (CAS), XIMB o Responsible for preparedness, logistics and placements for **1000+ students** & **200+** Companies	2023-24

PROFESSIONAL CERTIFICATION

Bloomberg	• Completed **Bloomberg Market Concepts** certification	2023
IBM	• Attained **AI Product Management** certification with **85% marks**	2023

ACADEMIC ACHIEVEMENTS/PROJECTS

Double Dose Digital	• Engaged in **Digital Transformation consulting** to oversee the **orchestration** of the **business's landing page** and successfully implemented **data collection** and **payment gateway solutions**	2022
Gymmedaari	• **Automated** my **fitness-based Instagram** handle with over **1313 followers, 400 posts** and **50 Clients**	2020-23
Published Research Paper	• Research paper published on "**A New User Identity Based Authentication, Using Security and Distributed for Cloud Computing**" in an International Journal with **600+ downloads** & **8 citations**	2019
Case Competitions	• **National Semifinalist** among **19000 Teams** in **Reliance T.U.P.** Corporate case competition • Qualified as **Top 100 from 71,101 Teams** in National case competition **Air India SOAR Challenge** • **1st Runner up** in "**Save Life and Transform Healthcare of India**" in **international case competition** by **University of Bath (UoB),** Bath, United Kingdom	2024 2023 2023
Certifications	• Completed a virtual internship in "**Strategic & Experience Design**" offered by **BCGX** • Completed a virtual internship in **"Power BI"** offered by **PWC** • Completed a virtual internship in "**Digital Intelligence**" offered by **PWC** • Attained "**Project Management**" certification offered by **Harvard Business Publishing** • Achieved a certification on virtual internship in "**Data Analytics**", offered by **Accenture**	2024 2023 2024 2023 2024

EXTRACURRICULAR ACHIEVEMENTS

Leadership	• **Co-head & Chief Coordinator** of Hockey Club representing Galgotias Educational Institutions	2018-19
Philanthropy	• **Child Welfare Specialist & Event coordinator** for **Rotary R.I. Distinct 3011 & WINGS**	2016-17
Govt. Of India	• Awarded "**Zila Baal Viqyani**" at district level and progressed till pre-state level at **NCSC**	2012
Interest	Fitness/Nutrition Solo Travelling Blockchain GeoPolitics	