

KAINAT YAQOOB

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CAREER OBJECTIVE

I am a motivated Economics graduate seeking to leverage skills in data analysis, sales, and research within a dynamic organization. Committed to delivering impactful results while growing professionally.

EDUCATION

- **Bachelor's in Economics**
Fatima Jinnah Women's University, 2024
- **Intermediate (ICS)**
Govt Degree College for Women, 2020
- **Matric (Science)**
Govt Girls Higher Secondary School, 2018

PROFESSIONAL EXPERIENCE

Allied Bank Ltd. — Business Development Officer (BDO)

(Rawalpindi) | Sep 2025 – Present

- Engaging with clients to promote and cross-sell banking products and services, including accounts, deposits, and financing solutions.
- Building and maintaining strong customer relationships to drive branch growth and meet sales targets.
- Conducting financial needs assessments and tailoring solutions to enhance customer satisfaction and loyalty.
- Supporting branch operations through product pitches, customer service, and follow-ups to ensure smooth onboarding.

EFU Life Assurance Ltd. — Business Sales Officer NBP

Main Branch, Saddar Rwp | 2025

- Promoting life insurance and financial products to individuals & corporates
- Achieved consistent sales targets through relationship management
- Provided end-to-end policy & claims support

British Council — Invigilator

Westminster International School | Apr – Jun 2025

- Maintained exam integrity per global standards

- Supervised candidates, managed exam logistics, and ensured compliance

Oil and Gas Solutions (Pvt.) Ltd.— Intern Jul

– Sep 2023

- Rotated through R&D, Marketing, and Finance departments
- Assisted in market research, reporting, and cross-functional planning

SKILLS

- Data Analysis: *MS Excel, Stata, EViews*
- Communication & Teamwork
- Leadership & Initiative
- Statistical & Numerical Proficiency
- Presentation & Report Writing
- Graphics & Video Editing (Basic)

CERTIFICATIONS & WORKSHOPS

- Artificial Intelligence & Robotics – NAVTTC
- Sustainable Development (World Bank), Climate Risk, Quant Research
- Women Empowerment, Event Management, Sales Campaigns

RESEARCH

- Thesis: “*Sustainable Development in the Global South: Role of Political and Economic Institutions*”

LANGUAGES

- English | Urdu | Punjabi