

NEWSLETTER

Volume 3 Issue 2 July - December 2016



MOTIVATION

MORALE



COMMITMENT

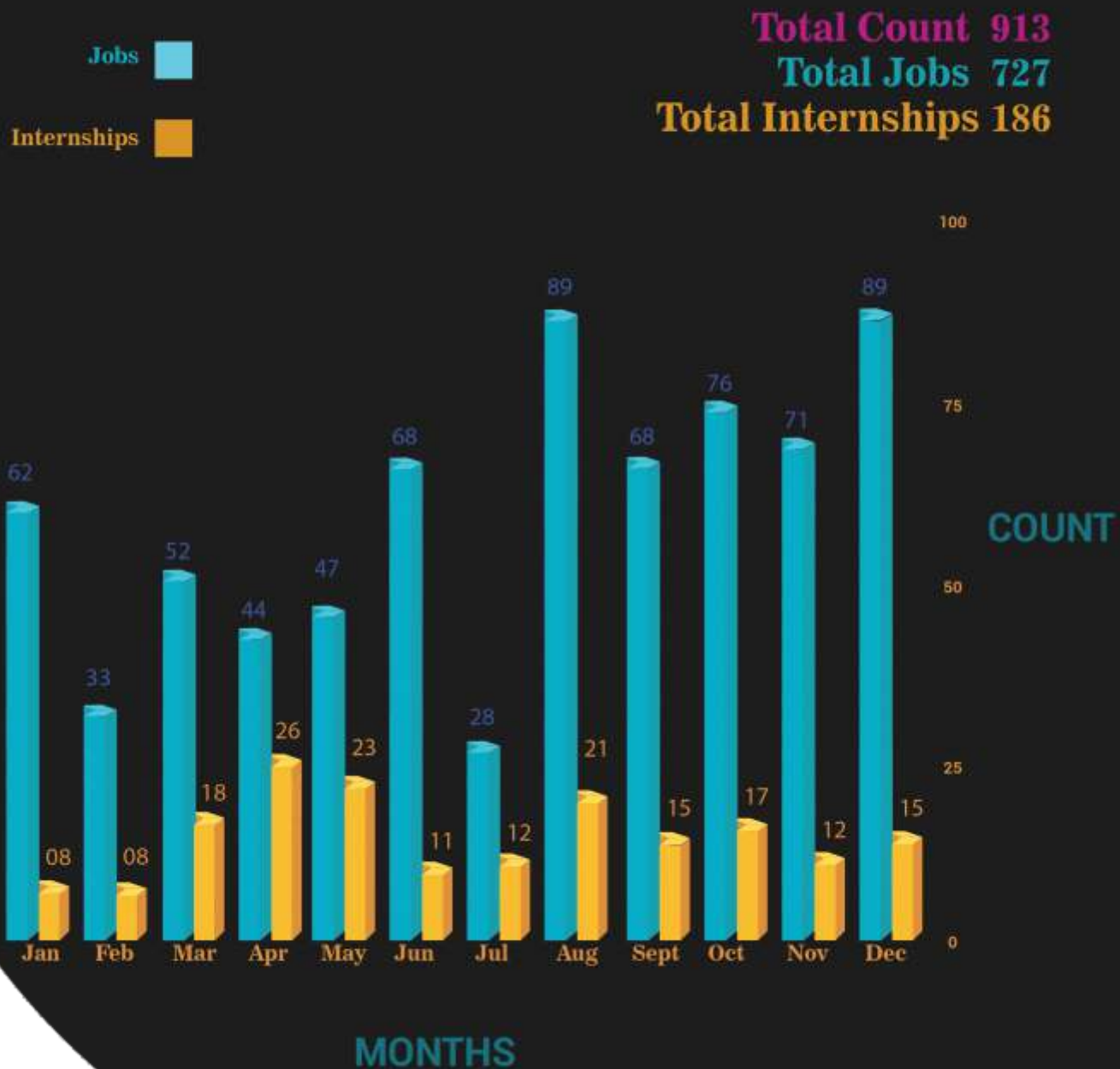
EDITOR'S NOTE

'Morale, Motivation and Commitment' are the hallmark of personal and professional success. You cannot make it big if you haven't planned where you want to be in the next few years. It is essential that you start planning and seeking guidance about your career progression while you are still studying – not when you are already employed and struggling to make a mark. When you are focused on your career aspirations, you are better poised to weigh the pros and cons of the kind of degree you are aiming for. The moral of the story is that

'Morale, Motivation and Commitment' of the workforce are key drivers for organizational growth and success. Every organization dreams of getting a workforce that owns the organization, takes initiative, and is as committed to the success of the business as the employer. But it is the job of the universities to produce graduates who are not only interested in getting a degree but actually know their discipline well. The challenge for academia is to help graduates focus on their career aspirations so that they can plan their future accordingly. The challenge for employers, on

the other hand, is to connect every employee with the larger organizational goals, strategy and vision for the future. The win-win situation for all lies in the convergence of these strategies so that the workforce of the future is aligned with the broader organizational goals as well as personal and professional growth. OCS is always there to support all stakeholders in facing the challenges of tomorrow especially the upcoming Industrial Revolution 4.0 with all of its complications.

Market Opportunities - OCS Portal 2016





Human Capital Development

The Way Forward

....*A Think Tank Forum*....

Coming Soon

- Bringing Together CEOs and Key Decision Makers of 200+ Organizations
- Human Capital Development Excellence Awards 2017
- Industry - Academia Linkages
- Creating Internationally Competitive and Enriched Human Capital
- Intellectual Capital Formation

CORPORATE INDUCTION



Gooline Pvt. Ltd. | December 01, 2016

Company representatives from Gooline Pvt. Ltd. Michael Hu, Director Gooline Pakistan, Fahad Azhar, Senior Business Development Manager and Jawwad Zia, Head HR, presented the organization's overview and briefed the job applicants about future job prospects and job requirements.



Induction Session by DGS | November 10, 2016

Wayne Braganza, Recruitment Specialist Supervisor at DGS, detailed the participants about the vacant positions and selection criteria in DGS after a brief info session on high impact communication. Later that day, he also conducted screening interviews of MBA participants.

Style Textile Ltd. | November 23, 2016

Style Textile Ltd. Srilankan representatives Kumudu Galapitige, Group General Manager (Quality Assurance) and Shehan, Head Business Improvement along with Naseem Sajid, Director General Manager HR, Waqas Saleem, Talent Acquisition Specialist and Huma Kamal, Recruitment and Selection Specialist, conducted an induction session about their organization and their recruitment process. They presented a video on their overall production processes and held an aggressive Q&A session along with the recruitment activity.



AIESEC | November 01, 2016

Representatives of AIESEC Lahore Chapter arrived at the Campus and encouraged participants to attend their training session at Ali Institute, Lahore. This session was based on a Youth Speak Forum opportunity opened annually for participants who look forward to pursue a career as entrepreneurs.



LIAISON SESSIONS

EL8 | October 04, 2016

EL8, a subsidiary of BP8 OOD Ltd., a Bulgarian based company, arranged an induction session at the UMT Lahore Campus. Zarlish Altaf, Country Head EL8, introduced the organization and guided the participants about the recruitment process and positions available at the organization.



AIESEC | September 22, 2016

AIESEC came to UMT for their Annual Recruitment Plan Induction Session where after a brief introduction to AIESEC world, the representative of Lahore Chapter provided an opportunity to the UMT participants to become one of their ambassadors. This also included an opportunity for participants to gain benefit from their exchange programs in various countries.



Amna Inayat Medical College | July 21, 2016

Amna Inayat Medical College (AIMC) informed participants about their current MTO Induction Plans. Jawwad Zia, Head HR along with his team initiated the induction session with a company presentation taking it forth towards the recruitment activity on the same day for the position of MTO.

INDUSTRY-ACADEMIA LINKAGES

MoUs

Research, Entrepreneurship and Innovation



Careerz360 | November 01, 2016

MoU was signed between Careerz360 and UMT in collaboration with OCS. Farooq Ahmed, CEO Careerz360, showed gratitude towards OCS-UMT and assured to help 24,000 UMT participants and alumni to unleash their potential. The collaborative effort of involving Research, Entrepreneurship and Innovation in the MoU will guide UMT participants and alumni to achieve milestones in their careers.

"My name is Farooq Ahmad and I am the CEO and Founder of Careerz360. We are a growing platform for online recruitment services and our aim is to place best professionals on the job. Being in the business of recruitment, we have had a great experience collaborating with Office of Career Services-UMT, and very pleased to sign MoU with OCS. I also commend the efforts and commitment of Mr Khalid Naqi (Director OCS) and Mr Aqeel Baloch (Manager OCS) for their commitment to help UMT graduates and alumni move forward in their careers."



Stylo Group | October 28, 2016

Yasar Rashid - Group CEO, Stylo Group and Abid H K Shirwani, DG, UMT inked MoU with OCS-UMT based on collaboration in Research, Innovation and Entrepreneurship. The MoU will not only strengthen the bond between the two organizations but will keep improving to deliver the best services by bridging the gap between academia and industry.



Bayt.com (Strategic Career Partner) | October 24, 2016

Bayt.com (Strategic Career Partner) signed MoU with OCS-UMT to collaborate in academia-industry linkages. The agreement was signed between the two organizations for the exchange of professional services of mutual benefit for the UMT Career Fair 2016. It is pertinent to mention that as per the MoU, Bayt.com will provide 'Creating a Powerful CV & Personal Brand' workshop for hundred (100) UMT participants free of cost. The actual cost of this workshop is \$100 per participant.

MoUs in Pipeline: Cotton Web Pvt. Ltd, Honda Atlas, Urban Sole, Starlet Shoes, Havoline and MDS Foods (Hardees)

INDUSTRY-ACADEMIA LINKAGES

UMT-OCS Visited Zong CMPak | October 06, 2016

High officials delegation of 20 members visited Zong CMPak regional office in Lahore. Zong's top management including Director Operations, Senior Manager Technical, Manager HR, Regional Manager and Manager Relations welcomed the UMT delegation and presented Zong's credential and outlook on collaboration with academia.

The two organizations discussed about industry-academia linkages and how critically it is important for economic growth. The initiative taken by Zong is commendable since it will strengthen such linkages.



Shezan International Limited | December 02, 2016

OCS arranged an industrial visit to Shezan International Limited factory for participants of Doctor of Nutritional Sciences (DNS), School of Health Sciences at UMT. Thirty three (33) female participants along with two (02) faculty members visited the factory to explore various processes of production, quality control and R&D.

Faculty Feedback

"Thank you very much for arranging this factory visit for our participants. It was a great visit to Shezan International Limited. We are pleased with their hospitality. I would like to convey my special thanks and gratitude to Shezan Management Team who allowed us to visit their production premises in a planned manner.

I am sure that participants have learnt a lot today by practically looking at various processes of production, quality control, and R&D. Thanks again and will keep in touch!"

- Dr. Rao Sanaulah Khan
Assistant Professor,
School of Food and Agricultural Sciences, UMT Lahore

Learning Focus Group Interaction (LFGI) | August 28, 2016

Mr. Khalid Naqi, Director OCS, chaired the first session on "Learning Focus Group Interaction (LFGI)" initiated by The Training and Development Section of Office of Planning and Development at UMT. In this session, he gave detailed briefing on Human Capital Development that broadens the horizons of the participants through discussion on specific case studies, books review, articles review, business games or movies show.



CLASSROOM

SCHOOL OF BUSINESS AND ECONOMICS (SBE)

High Impact Communication with Invictus | November 10, 2016



Dr Ali Jarrar, Consultant & Master Trainer at Invictus, talked about the techniques for creating high-impact and meaningful communication with colleagues and stakeholders. With extensive corporate experience and having T&D career spanning over a decade, Dr Ali had the opportunity to provide 'Hands on Coaching' to MBA participants. He used various games and role plays to help participants determine their own communication style and identify barriers to effective communication with a purpose to overcome them.

Twenty nine (29) participants from the MBA program attended this session and participated with full energy.

Four Tips to Success by Taleem O Ta'alum | November 04, 2016

Waheed Rasool, RJ VD, CSSMBB at Taleem O Ta'alum (TOT), trained MBA participants about the useful strategies for being successful in today's competitive world. He also briefed participants about how to set a plan, achieve life's greatest goals and how to work through them. His talks led his audience to not only introspect and discover their true hidden potential but also to reflect upon their life strategies and tactics, and bring about subtle yet a high impact change in their personal and professional lives.

About thirty seven (37) participants from SBE gained valuable insights from this session.



SCHOOL OF SCIENCE AND TECHNOLOGY (SST)

New Emerging Trends and Challenges in the IT/CS Industry with CureMD, Style Textile and DGS | November 08, 2016



Guest speakers; Noman Majeed, Chief Information Officer (CIO) at Style Textile, Adil Sikandar, Manager HR and Talha Majeed, HR Generalist at CureMD and Wayne Braganza, Recruitment Specialist Supervisor at DGS, enlightened the participants about the application of the IT/CS degree and the techniques for enhancing their employability chances after the completion of their degree.

The seminar broadened the horizons of participants by sharing the dynamic trends of the IT field. Fifty two (52) participants from SST attended the seminar.

SESSIONS

SCHOOL OF COMMERCE AND ACCOUNTANCY (SCA)

Career Management Workshop with Careerz360 | October 25, 2016



Muhammad Adil Dar, Team Head Recruitment and Zeb Azhar, HR/Admin Officer at Careerz360, gave participants an overview of Resume Writing. Useful competitive techniques and thoughts were shared by the guest speakers. Careerz360 also introduced their career portal to the participants to enhance employability chances in today's highly competitive job market.

Twenty seven (27) participants of the School of Commerce and Accountancy (SCA) attended the Career Management Workshop and cleared their ambiguities regarding resumes and personal branding statements.

Career Management Workshop with OCS | October 25, 2016

OCS team including Khalid Naqi, Director OCS, Aqeel Baloch, Manager OCS, Saira Iqbal Khan and Namra Rehman, Officers OCS, presented on importance of Personal Branding and advised SCA participants to make a strong and competitive resume with a powerful personal branding statement.

Twenty five (25) participants of SCA attended this session.



SCHOOL OF COMMERCE AND ACCOUNTANCY (SCA) and SCHOOL OF BUSINESS AND ECONOMICS (SBE)

Future of Pakistan's Capital Market by 1st National Equity Limited | December 02, 2016



A classroom session on 'Future of Pakistan's Capital Market' was arranged in collaboration with OCS for SCA and SBE participants of UMT. Ali Nadeem, Sales Head at First National Equities Limited (TREC Holder Pakistan Stock Exchange Limited) along with team OCS hosted this session. Ali Nadeem discussed the current trends of Pakistan's capital and international market. He also shared the current statistics of Stock Exchange and Pakistan's position in international equity market.

Fifty Five (55) participants from both the schools attended this informative session.

ORIENTATION AND QUIZ COMPETITION BY HUAWEI TECHNOLOGIES

OCS-UMT in coordination with OTS-UMT collaborated with Huawei Technologies and Corvit Systems to develop a corporate liaison between Huawei Technologies and UMT. Huawei conducted a quiz competition based on networking protocols at the campus for candidates who specialized in the domain of Networking. Total 400 participants attempted the quiz. The top 10 qualified candidates were awarded with free vouchers worth \$150 for HCNA certification by the honorable chief guest Mr David Guo during Career Fair 2016.



The top 10 qualified students are: Muhammad Yar, Salman Shareef, Abdul Rehman, Uzair, Fouzia Durrani, Aqsa Nawaz, Syed Aun Haider, Hamza Ahmad, M Usail Arif and Yasir Akram.

A week prior to this, an orientation session was arranged for the same audience to introduce Huawei Technology and communicate the test pattern, content and preparation techniques to the candidates. Few important visual notes were shared on the spot with the audience.

OCS appreciates the efforts of Rashid Malik, Head OTS-UMT and his team for the unconditional support provided in this strategic collaboration.



Huawei Technologies Corporate Dinner

In order to strengthen relations and increase corporate liaison for bridging the gap between industry and academia, OCS in collaboration with OTS hosted a corporate dinner at KIMS, Avari Hotel Lahore.

The guests including Mr David Guo (Director of Training & Certification, Enterprise Business Dept, Middle East, Huawei Tech), Ms Jessica (Director Marketing, Huawei, Head Office, China), Mr Liangdong Jimmy (Channel Service Director, Huawei Enterprise Business Group) along with Director UMT Mr Ibrahim Hasan Murad, Dean SST, SEN, UMO Heads, Director Career Services and Manager Career Services attended the dinner.



Student Corner



Usman Mahmood
13004077003
BS-Media and Communication
SSSH, UMT

Sense of Responsibility

We all need to have a sense of responsibility in ourselves. Blaming others is very easy and simple, it takes courage to embrace something and take responsibility of something that matters. It's our life and we need to take charge of it. The lack of responsibility never allows you to take your first steps in life. If you don't take charge of your life: somebody else will. It doesn't matter if you make mistakes, these little mistakes are what help you to become a great man tomorrow. It is an old quote that: "The person who has never made a mistake, has never learnt anything new". We need to enlighten our vision and broaden our mind to learn new things in life. If we do so, great things await us. Learn to embrace hurdles and conquer them. Have a dream and dare to chase them. It is often said that there is a silver lining in every thunder. So instead of running from the responsibilities, learn to clinch them and overcome them. To spend a happy life, we need to stay positive in every aspect of life irrespective of sorrow or pain; it will pass away but if you stay positive you can handle them in a very good manner. Try to help people without any expectation of reward and you will feel happy from the inside. It will not only increase your self-esteem but you will have a good impact on your society as well. Just as P.B. Fitzgerald says "Character is the sum and total of a person's choices." We need to give importance to everything no matter how small they are. Everything should be done wholeheartedly so that we can live in peace. Once you have peace in your life it can help bring peace in the lives of the people surrounding you. It is our religious obligation as well to make peace with ourselves so that we are a productive member of this society.

Blind Alley!

It seemed to me and always has,
To work hard is work-hard,
Surprisingly though it may have been,
There those who feel the urge within.

I did what does look easy,
So naturally,
Those who knew, knew me!
Reflect that no effort I applied,
Hard work and Dedication- my kin vanished.

All I value is money,
Never work hard to earn, honey!
But Shame and Guilt never halted- my
enemy,
And in the long run,
Shame and Guilt became antisocial,
No communication, pitiable social skill,
Result in waste and depression,
Now all that left is regression.
In the pursuit of Almighty Divine Holy Rupee,
Ultimately end up downhill in stripy.

I can't recall when this all begin,
But race was run and stopped me none,
So a new race set, set close at hand,
Only if that could be back banned.

Sonia Mukhtar
15001257006

MS Counseling Psychology IV
Institute of Clinical Psychology, UMT



UMT Career Fair 2016 Attracts 3000+ Job Seekers

The Office of Career Services (OCS) at the University of Management and Technology (UMT) organized UMT Career Fair on November 16, 2016, under the theme 'Campus to Corporate.' The Career Fair brought 105 companies including MNCs, local and SME organizations such as Nestle, Zong, Hino, Bayt.com, Huawei Technologies, Urbansole, HBL, Stylo, Hardees, Starlet, Netsol Technologies, Careerz360, Bank Alfalah Limited, Allied Bank, The Inksters, and many more under one roof. The Career Fair witnessed several thousand job seekers from UMT and other universities exploring internship and job opportunities in their areas of interest.

UMT is educating leaders of tomorrow whilst creating knowledge that has critical significance for both industry and society. UMT distinguishes itself with 600+ faculty members including 125+ PhDs, 16,000+ alumni and 10,000+ students, currently enrolled from 100 districts of Pakistan and 18 countries across the globe. The dedicated services of OCS play an important part in the lives of UMT graduates. From helping in crafting an outstanding personal branding opportunity to providing guidance through the recruitment process step by step as a result of 360 recruitment consulting, OCS makes UMT participants and graduates stand out from the crowd. UMT graduates who work with OCS vouch for the right mix of choices and decisions that OCS staff helped them to make. OCS extensive networking with employers benefits them as much as it benefits UMT participants and graduates.

One can say with confidence that the OCS led 'WOW factor' makes waves.

The objective of the



Career Fair was to provide an opportunity to the job seekers for personal and professional growth through interaction with top corporate organizations. It provided an excellent opportunity to meet top recruiters of the country with hundreds of job openings. It also provided organizations an opportunity to showcase their human resource function and employers branding, helping them to attract talented, qualified and motivated human resources.

Expressing their feelings, some of the students said that the UMT Career Fair was an exciting opportunity to interact with the companies of their choice. They said that the event had brought opportunities to learn from the exposure and polished their skills for seeking jobs in the competitive environment. To give this event a high impact, a skit was also performed by the UMT Dramatics Club based on career counseling and personality grooming.

To provide entrepreneurial orientation to the students and visitors from all over Pakistan, 30+ entrepreneurial stalls of different products were also exhibited; these stalls not only entertained the visitors with delicious food items but also inspired students with creative ideas and instigated them to become entrepreneurs.

The Career Fair 2016 was organized in collaboration with the Jang Group as an official media partner while Huawei Technologies, Careerz360, Bayt.com, Urbansole, HBL, Stylo Group, Hardee's, Starlet and The Inksters were the main sponsors of the event.

UMT Career Fair 2016 was inaugurated by Jamil A. Naz (Industrialist and Chairman WTO

Committees), David Guo (Director of Training and Certification, Enterprise Business Dept, Middle East, Huawei Tech), Ibrahim Hasan Murad (Director of Academic Quality and Assessment, UMT), F. Robert Wheeler III, J.D (Dean SBE) and senior management of UMT.

Mr Jamil A. Naz expressed his views by stating that the future of Pakistan lies in the platform like Career Fair and that all students here are lucky who have chosen a place to be where everybody wants to be.

Mr David Guo briefed about the collaboration of Huawei Technologies with OCS-UMT by arraigning a quiz competition and elaborated that they have shaken hands with good universities like UMT to give a chance to local students and to provide opportunities to them.

Mr Khalid Naqi (Director, OCS-UMT) addressed the audience by saying that industry is always looking for dream resources. The dream team of OCS has orchestrated the dream match by creating a platform named Career Fair 2016 - Bravo, team OCS! Today is the day of seamless transition to new realms, with proud parents enthused by the career launch of future leaders which they always dreamt of. The journey from Campus to Corporate is a time, of anxiety but today the anxieties of all the stakeholders are jettisoned as the dream constellation of stars have met on this launching pad to reach new pinnacle.

Begum Zakiya Shahnawaz, added that this country needs young people to help, promote and upscale the organizations by bringing them to national and international standards. She is 100% confident that learning from UMT won't go waste and this way youngsters can give back to the country what has been taken.

F. Robert Wheeler III, J.D welcomed the guests and visitors at UMT and advised the job seekers to gain



maximum benefit from the employers at the Career Fair by visiting their booths and networking with them.

Begum Zakiya Shahnawaz, (Minister of Higher Education, Population Welfare and Environment Protection) and David Guo (Director of Training and Certification, Enterprise Business Dept, Middle East, Huawei Tech) were the chief guests at the event's closing ceremony. They presented souvenirs to all the participating organizations and also congratulated UMT, OCS and ushers for arranging an efficacious event.

Lastly, Mr Aqeel Baloch (Manager OCS-UMT) commended all the visitors and attendees for making it a memorable success. A special thanks to the invited guests, event sponsors, participating organizations, OCS team and Ushers to make this event one of the biggest in the history of UMT.



PLACEMENTS...

Sr. #	Student	Degree	Position	Organization
1	Hafiz Muhammad Bilal	BBA	Investment Associate	Al Meezan Investment Management Ltd.
2	Shukrillo	BS Economics and Finance	Management Trainee Officer	Amna Inayat Medical College
3	Fakhar Mahmood	Masters in IT	Management Trainee Officer	Amna Inayat Medical College
4	Muhammad Farhan Liaquat	MBA Finance	Management Trainee Officer	Amna Inayat Medical College
5	Muhammad Fahad Darhi	MBA Marketing	Management Trainee Officer	Amna Inayat Medical College
6	Zubair Ali	Masters in Computer Science	Technical Graphic Designer	AUSCO
7	Farhan Qaiser Tanveer	MBA	Service Quality Officer	BankIslami Pakistan Ltd.
8	Aizad Raza	BS Aviation Mgt.	Data Entry Operator	BDS Law Firm
9	Muhammad Azeem Ashraf	BS Industrial Engineering	Case Handler	BDS Law Firm
10	Ammad Siddiqui	MPhil Media and Communication	Case Handler	BDS Law Firm
11	Aqsa Abdul Khaliq	MS Clinical Psychology	Case Handler	BDS Law Firm
12	Asif Saleem	MBA	MTO-Supply Chain	Berger Paints Pvt. Ltd.
13	Saddam Hussain	MBA Marketing	Sales Executive	Bizknights UK Limited
14	Muhammad Bilal	BBA	Intern	Cakes and Bakes
15	Hamza Tahir	BBA	Intern	Cakes and Bakes
16	Hafiz Tahir bin Ishaq	BBA	Intern	Cakes and Bakes
17	Nida Liaquat	BBA	Intern	Cakes and Bakes
18	Anam Zahra	BBA	Intern	Cakes and Bakes
19	Faiza Mahmood Salfi	BS Aviation Mgt.	Intern	Cakes and Bakes
20	Muhammad Furqan	MCom	Assistance Accountant	Chawla Group
21	Malik Ali Ahsan	BS Aviation Mgt.	Intern	Civil Aviation Authority
22	Ramish Omer	BS Aviation Mgt.	Intern	Civil Aviation Authority
23	Yasir Hameed	BS Aviation Mgt.	Intern	Civil Aviation Authority
24	Saad Pervez Omer	BS Aviation Mgt.	Intern	Civil Aviation Authority
25	Qasim Raza	BS Aviation Mgt.	Intern	Civil Aviation Authority
26	Aizad Raza	BS Aviation Mgt.	Intern	Civil Aviation Authority
27	Ali Khan	BS Aviation Mgt.	Intern	Civil Aviation Authority
28	Naveed Ahsan	BS Electrical Engineering	TAC Engineer	Cybernet Pvt. Ltd.
29	Bilal	BS Electrical Engineering	Software Engineer	Direct FN
30	Ahsan Naveed Kanwer	Masters in HRM	HR Officer	Dyson Laboratories

Sr. #	Student	Degree	Position	Organization
31	Shaheer Malik	Masters in Supply Chain Mgt.	Supply Chain Executive	ELEMECH Pakistan Pvt. Ltd.
32	Abdul Mannan	BS Computer Science	Jr Software Engineer	Enghouse Interactive
33	M Luqman Afzal	BS Computer Science	Jr Software Engineer	Enghouse Interactive
34	M Bilal Chaudary	BS Computer Science	Jr Software Engineer	Enghouse Interactive
35	Sehar Qadeer	MCom	Accounts Associate	FINCA MicroFinance
36	Hassan Fareed	BS Electrical Engineering	Intern	GEPCO
37	Muhammad Farhan Liaquat	MBA Finance	Floor Supervisor	Gooline Pvt. Ltd.
38	Umais Saleem	Masters in Banking and Finance	Financial Analyst	Grandeur Solutions
39	Shanawar Ali	BBA	Trainee Floor Manager	Gul Ahmad Textiles
40	Rimsha Mahmood	BBA	Trainee Floor Manager	Gul Ahmad Textiles
41	Syed Shaheryar	BS Electrical Engineering	Management Trainee Officer	Haier Pakistan
42	Jurair Saqib	BS Electrical Engineering	Management Trainee Officer	Haier Pakistan
43	Muhammad Faisal	BS Industrial Engineering	Management Trainee Officer	Haier Pakistan
44	Zaeem Naseer	BS Industrial Engineering	Management Trainee Officer	Haier Pakistan
45	Shaheer Malik	Masters in Supply Chain Mgt.	Executive	Haier Pakistan
46	Hira Sajjad	MBA	Senior Officer	Haier Pakistan
47	Atif Khalil	BBA	Digital Brand Executive	HAUT BUYS Pvt. Ltd.
48	Hannan Sohail	MBA	Marketing Officer	ILM Group of Colleges
49	Sadaf Shahbaz	BBA	Intern	Joyland Pvt. Ltd.
50	Danish Naeem	Masters in Supply Chain Mgt.	Intern	Joyland Pvt. Ltd.
51	Asjad Saleemi	MBA Marketing	Marketing and brand Executive	Lahore Qalandars
52	Imran ul Hassan	BBA	Intern-HR	Looptex
53	Muhammad Safdar	Masters in Supply Chain Mgt.	Intern-Supply Chain	MAN Diesel & Turbo
54	Omer Malik	MBA Marketing	Relationship Manager-Corporate Sales and Investment Advisor	MCB Arif Habib Investment
55	Raza Saghir Barlas	BS Computer Science	Web Developer	MILLS
56	Abdul Qadeer	BS Computer Science	Android App Developer	MILLS
57	Ahmed Kamal	BBA	Management Trainee Officer	Nishat Chunian
58	Mubashar Nawaz	BS Aviation Mgt.	Intern	UMT

Sr. #	Student	Degree	Position	Organization
59	Sumbul Saleem	BS Media and Communication	Intern	UMT
60	Saeed Ahmad	BS Media and Communication	Intern	UMT
61	Tayyab Sohail	BS Software Engineering	Intern	UMT
62	Khawaja Farman	BS Software Engineering	Intern	UMT
63	Ajwad Imtaar	BS Software Engineering	Management Trainee Officer	OCS-UMT
64	Sannan Ahmad	MBA	Management Trainee Officer	OCS-UMT
65	Manal	MS Economics and Finance	Intern	UMT
66	Maryam Iftikhar	MS Management	Intern	UMT
67	Amna Irfan	MS SHRM	Intern	UMT
68	Namra Rehman	MS SHRM	Management Trainee Officer	OCS-UMT
69	Ali Sadiq	MS Management	Intern	UMT
70	Sarah Sheikh	MBA	Intern	UMT
71	Zeeshan Ali	BS Computer Science	PHP Developer	Octapult
72	Kinza Amjad	BS Media and Communication	Brand Manager	Origins
73	Maryam Mahmood	BS International Relations	Volunteer	Pegasus Consultancy (Pvt.) Ltd.
74	Ali Khursheed	MBA	Volunteer	Pegasus Consultancy (Pvt.) Ltd.
75	Mariam Hamid	MBA	Volunteer	Pegasus Consultancy (Pvt.) Ltd.
76	Azfar Dar	MBA	Volunteer	Pegasus Consultancy (Pvt.) Ltd.
77	Syed Ali Ahmad	MBA	Management Trainee Officer	QMS.9000
78	Ashba Khadim	BCom	Intern -Finance	Riphah University
79	Ashba Khadim	BCom	Finance Assistance	Riphah University
80	Rao Ali Gohar	MBA Supply Chain	Merchandising Executive	Sapphire Textile Retail
81	Awais Mujahid	BBA	HR Officer	Shafi Texcel
82	Tehreem Jalil Khan	MBA	AM Marketing	Shafi Texcel
83	Nimra Najeeb Gull	Masters in School Management	Academic Coordinator	Shajar School (project by Stylo Group)
84	Muhammad Shoaib	BBS Leading to MBA	Assistant HR Officer	Sigma Refrigeration
85	Muhammad Tauqeer Hafeez	MCom	Intern- Accounts	SJS International
86	Tauqeer Hafeez	MCom	Intern-Accounts	SJS International
87	Rimsha Mahmood	BBA	Visual Merchandiser	So Kamal

Sr. #	Student	Degree	Position	Organization
88	Haider Ali	BCom	Intern	State Bank of Pakistan
89	Fatima Jamil	BS Economics	Intern	State Bank of Pakistan
90	Fazl e Azeem	BBA	Management Trainee Officer	Style Textile
91	Mughees Irshad	BBA	Management Trainee Officer	Style Textile
92	Zainab Javed	MBA	Management Trainee Officer	Style Textile
93	Muhammad Fahad Darai	MBA Marketing	Management Trainee Officer	Style Textile
94	Ahmad Kamal	BBA	Management Trainee Officer	Stylo Group
95	Hasnain	Masters in HRM	Store Manager	Stylo Group
96	Abdul Majid	Masters in Supply Chain Mgt.	Supply Chain Executive	Stylo Group
97	Safee Sadat	Masters in Supply Chain Mgt.	Management Trainee Officer	Stylo Group
98	Mohammad Salman	MBA Marketing	Management Trainee Officer	Stylo Group
99	Hamza Shafqat	MBA Marketing	Branch Manager	Stylo Group
100	Amna Mushtaq	MBA Supply Chain	MTO-Supply Chain Executive	Stylo Group
101	Muniba Ata	MS SHRM	Business Process Analyst	Stylo Group
102	Shahrukh Butt	BS Software Engineering	Lab Engineer	Superior Group
103	Mustasim Baloch	BBA	Intern	Szaram International
104	Ahsan Naveen Kanwar	Masters in HRM	Intern	Szaram International
105	Aqeel Babar	BS Computer Science	Intern - Web Developer	Trade Ally International
106	Irfan Tariq	BS Software Engineering	Intern- IT Leading to job	Trade Ally International
107	Abdul Basit	BS Software Engineering	Intern- IT Leading to job	Trade Ally International
108	Asim Hussian	BS Software Engineering	Intern- IT Leading to job	Trade Ally International
109	Rana Muhammad Zain Sabir	MBA	Sales Executive	Trade Ally International
110	Ahsan Anees Khan	BCom	Intern - Investment Advisor	UBL Fund Managers
111	Talha Saeed	MBA	MTO-Marketing	US Denim Mills
112	Mudassar	BS Industrial Engineering	Project Engineer	US Denim Mills
113	Mashood	BS Textile Engineering	Management Trainee Officer	US Denim Mills
114	Muhammad Ashar Hassan	BS Electrical Engineering	ITC Engineer	Volvo Group

ON-CAMPUS

Sr #	Company Name	Event Date	Position	Attendees	Discipline	Placement
1	Cakes & Bakes	July 03, 2016	Summer Internship	11	BBA, MBA and BS Media & Communication	06 Placed
2	Amna Inayat Medical College	July 21, 2016	MTO	47	Business, IT and Psychology	04 Placed
3	CHT Pakistan	July 21, 2016	Trainee HR Officer	06	MBA (HR)	01 candidate shortlisted but couldn't qualify the final assessment.
4	Samsons Group of Companies	July 26, 2016	Telesales Executive	17	Graduation/ Communication Skills	01 candidate shortlisted but couldn't qualify the final assessment.
5	Fabric Club	August 2, 2016	MTO	33	Business and Textile Engineering	06 candidates shortlisted but couldn't qualify the final assessment.
6	Hira Terry Mills	August 8, 2016	MTO (Merchandising)	17	Business and Textile	01 Placed
7	YUM Group of Companies	August 11, 2016	MTO	27	Business	Position on hold
8	7 News	August 31, 2016	News/Program Anchor, VO Artist and Reporter	40	Media and Communication	No one was selected
9	OCM-UMT	September 7, 2016	Interns	08	Computer Sciences	02 Placed
10	EL8	October 4, 2016	Marketing, Sales and HR Officers	18	Business	02 candidates shortlisted but couldn't qualify the final assessment.
11	Reem Rice Mills	October 25, 2016	MTO	09	Business (HR)	02 candidates shortlisted but couldn't qualify the final assessment.
12	Starlet	October 26, 2016	Business Analyst	09	Business and Commerce	Position on hold
13	Joyland Pvt. Ltd.	November 4, 2016	Interns (Marketing), Customer Services Representatives	14	Business and Commerce	02 Placed
14	Style Textile Pvt. Ltd.	November 23, 2016	MTO	42	Business, IT and Industrial Engineering	04 Placed
15	Gooline Pvt. Ltd.	December 1, 2016	MTO	19	Business, Industrial Engineering and Textile	02 Placed



Reem Rice Mills



Cakes & Bakes

RECRUITMENT DRIVES



Starlet Shoes



Cooline Pvt. Ltd.



7 News



Samsons Group of Companies



Fabric Club



EL8



Hira Terry Mills



Style Textile



Yum Group of Companies



Amna Inayat Medical College (AIMC)



Joyland Pvt. Ltd.

PLACEMENT TESTIMONIALS

Mian Saddam Hussain
MBA-Marketing (2016)
Marketing Executive
BizKnights UK Limited



OCS is truly a guideline not only for me but for all the alumni. I received a call almost a month before from BizKnights UK Limited, they got my CV through OCS Databank, called me and conducted an interview. ALHAMDULILLAH I was offered this job. The coordination of OCS did not just end with this, OCS representatives called my office for follow up of the hirings and confirmed it from me as well. THANKS OCS!

Thanks to OCS team for providing such a great opportunity. I am very encouraged to have the services of OCS team who help us with such insights. School of Business and Economics at UMT trained me in the fields of Business and Management with in-depth professional knowledge. There was still one month to go before completion of my degree and I was being offered jobs.



Farhan Kaiser
MBA – (2016)
Service Quality Officer
BankIslami Pakistan

Zaeem Naseer
BS-Industrial Engineering (2016)
MTO
Haier Pakistan



OCS is continuously working for students career that gives motivation to UMT students in competitive environment. UMT provides best research environment with fully furnished laboratories and highly qualified faculty. After graduation, student acquire ability in applying learning principles to practical problems. Working with Haier gives confidence because of corporate working environment.

OCS is doing a great job by helping students and alumni of UMT in seeking as well as developing themselves as professionals. I visited OCS to drop my resume for job vacancies where my resume was reviewed in personalized counseling session and I developed my personal branding statement. Afterwards, I received interview calls from renowned companies. In short, it's a great platform for students to get their professional profiles developed and an effective medium to get employed in well reputed organizations.



Namra Rehman
MS Scholar Strategic Human
Resource Management
SBE, UMT Lahore

OCS at UMT has been of a great help since day one. From getting an internship letter to attaining a permanent position, I have always found OCS very helpful. OCS conducted several recruitment drives that gave me the industry exposure currently required by the recruiters out there in the market.

OCS has helped me grow and develop my personal brand. Realizing the potential in myself, this is still helping me a lot in my job.



Sannan Ahmad
MBA Marketing
SBE, UMT Lahore

STAKEHOLDERS FEEDBACK

One of the best motivational documents that I have come across during my 6.5 year stay at UMT

Highly commendable!
Professor & Chairperson
Electrical Engineering Department
School of Engineering
University of Management and Technology (UMT)



We would like to congratulate you on conducting a marvelous Career Fair at UMT and thank you for having us on board. We received an overwhelming response from the students and appreciate their interests and enthusiasm to prove themselves in a challenging world. With our vision to bridge the gap between universities and the corporate sector, we are determined to help UMT students in their journey towards their professional career. We are confident in providing the best career building opportunities for young graduates and for a strong mutual cooperation with UMT on all such matters.

Respected Ma'am Saira Iqbal Khan,

"I am very thankful to you for what you have sent on being assertive. It is something I really needed to read as I am facing some problems with how to be assertive these days. Thanks a lot mam for sharing this information!"

In reply to: How To Be More Assertive: 3 Powerful Secrets: Episode 1

I am extremely excited to observe the extensive involvement by OCS and preparing graduates for the WORLD of WORK. It is unprecedented in my experience.

Osama Rasool
Business Development Manager
Bayt.com

Dear Zareen,

"My special thanks to you and OCS team for this wonderful opportunity. The time and effort Miss. Zareen put in the process of hiring is worthwhile. I express heartfelt thanks for all you do.

**Regards,
Muhammad Fahad Darai**

Thanks a lot for keeping us posted about these wonderful opportunities in CAA. Kindly share more Aviation related jobs as well!

**Usama Tariq
Adil M. Qureshi**

Senior Executive HR at Arbisoft

"We have been in touch with Zareen for fresh grads recruitment. She was confident, positive and very quick in her response. The way she helped us is commendable. I would highly recommend her services to all the recruiters interested in fresh graduates hiring."

"It was an enriched experience of working as an intern at Cakes and Bakes. Most importantly, I gained practical exposure which broadened my horizon and made me learn to see things from a different perspective in the professional world. This internship program assisted me with theoretical knowledge in the real business world. I wish my sincere gratitude to OCS which supported me for becoming a part of this invaluable internship program. OCS helped me to get exposure of today's turbulent and challenging market environment. OCS is making its utmost and endless efforts to eliminate the gap between participants and the professional world. I wish best of luck to every single member of OCS team!"

- Nida Liaqat
BBA (H)

ADVOCACY AND ADVISORY

HOW ORGANIZATIONS DEFINE JOB REQUIREMENTS WHILE HIRING – AN OFTEN OVERLOOKED KEY TO GETTING HIRED

Have you ever found yourself wondering why you didn't get hired for a job for which you found yourself to be well qualified and experienced?

We all experience these thoughts quite often during our job hunt, but tend to dismiss and attribute such occurrences to favoritism and similar ready-made rationales. To understand what influences a company's decision in selecting a candidate over the other, it helps to know how organizations define job requirements, because that is what establishes rules for them to get the right person on board.

Most organizations define requirements of a job based on:

- Responsibilities
- Education
- Experience required for the position
- Skills needed to perform well in the role
- The compatibility of the candidate with the organizational values such as team orientation, customer satisfaction, integrity, etc.
- The management style of the line manager

As an applicant, you should always read:

- The job description thoroughly
- Highlight relevant education
- Experience
- Skill set in your job application and resume

This will increase your chances of getting shortlisted for the interview phase in the interview, you should share specific examples from your experiences to support your answers on required competencies and skills.

While most job descriptions won't tell you about the key features of the organization's culture and the management style, you should try to get as much information about the company as you can. One effective way to do that is to visit the corporate website and career page/blog if any and go through all available information. Most corporate web pages reveal a lot about the organization's culture. Knowing the organizational culture can help you evaluate your compatibility with it, which you can bring up during the interviews for greater impact.

Your interview experience with the line manager can also help you in evaluating your 'fit' in the organization. To make the most out of the interaction, you should always prepare questions that you want to ask during the interview, in advance. One example of a relevant question is "What are the expectations of the supervisor from the new employee?" This will help you in knowing more about the role and line manager's expectations and will also show your will to meet those expectations.

Going through job descriptions with the aim of understanding the requirements of the job as well as of the organization will enable you to evaluate if you are a right fit for it. Applying for a role for which you find yourself highly compatible can increase your chances of getting shortlisted and will also help you do better in interviews than most other people. It is, therefore, unwise to submit your CV for everything that comes your way. Being thorough from the very beginning of a career move can help you in creating opportunities for yourself to excel professionally and play a role in making any organization more successful.

Source: "The Hiring Process" chapter of "Hiring and Keeping the Best People" by Harvard Business School Press.

Disruptive Innovation, New Millennial and Stakeholders

Streaming into future landscape

The age of disruptive innovation and emergence of new millennials in the work landscape has created new management challenges for the industry and the corporate sector across the world.

The norms of hiring and inspiring new millennials need to incorporate HR practices which are in line with their life styles and expectations. This has to be accomplished while keeping in view the technological obsolescence and advancement in the competitive world which needs constant upgradation of technology.

One must keep in mind that millennials are enthusiastic, tech savvy, entrepreneurial, opportunistic and risk takers.

Employers will be at better position to engage and retain new millennials by creating an environment where they will feel supported and valued by the leaders. It will eventually boost their productivity and create valuable relationships that will be mutually beneficial for the organization and employees in the long run.

Millennials have radically different expectations from their employment experience. They are more skilled in technology, confident, multitaskers and energetic than any other generation at the workplace. They have great expectations for themselves as well as from others. However, they do realize that their need for social interaction, immediate results in their work, and desire for speedy advancement may be seen as weaknesses by older colleagues who are more patient.

Therefore, in order to keep up with the fast moving millennials and transform them into human capital, employers need to identify key engagement drivers and threats that most significantly impact the working and mindset of millennials. This can be done by conducting annual engagement studies, and devising effective reinforcement strategies and retention policies.

Government

Keeping in view the new emerging trends and challenges whereby technology and technological environment is continuously evolving, the Government should invest in R&D in the universities. The Government should also provide support and resources for developing tech based educational environment.

The Government should provide funds for the universities for the development of laboratories. The syllabus and teaching methodologies that are adopted in higher education institutions should also take this factor into consideration.

Academia

Academia should introduce student employability and career development as a core part of their mission. It is reasonable to expect from stakeholders how their students are prepared for the world of work.

New Millennials

To cope with the emerging trends and challenges of the competitive job market, new millennials should develop a personal brand through which they can create sellable elevator pitch and a unique selling proposition which will help them in taking the right career decisions.

New millennials should ensure that they have high social impact, networking and personal selling skills to develop 'WOW Factor' which will be reflected in the professional world.

Therefore, much closer collaboration between all the stakeholders (Government, Employers, Academia and New Millennials) and concrete initiatives are critical to compete in today's ever changing world of disruptive innovation.



OCS – SIALKOT ACTIVITIES

Jan 2016 - Dec 2016

Fulbright / GRE Preparation Workshop | November 29, 2016

OCS - UMT Sialkot Campus arranged an Orientation Session on Fulbright Scholarship and GRE preparation in collaboration with United States Educational Foundation in Pakistan. The Fulbright Scholarships have been announced in February 2017. Participants showed keen interest during the session followed by Q&A session.



Recruitment Drive by Naeem Electronics | October 27, 2016

Naeem Electronics (A Well Reputed Retail Firm in Sialkot) conducted on-campus recruitment drive in collaboration with OCS - UMT Sialkot campus. Interviews for Account Officers and Audit Officers for the Head Office were conducted. After initial screening and evaluation, twelve (12) students from SCA and SBE were shortlisted and finally two (02) SCA graduates were offered jobs as Audit Officers.



Industrial Visit SBE - UMT, Lahore | October 11, 2016

OCS - UMT Sialkot Campus organized an industrial visit for SBE Students of UMT Lahore Campus. Thirty (30) students visited Matrix Sports along with Mr. Kamran Rashid (Assistant Professor, SBE). Mr. Arshad Lateef Butt (CEO, Matrix Sports) with his team warmly welcomed the participants. Participants were presented production process by the management of Matrix Sports followed by an industry tour.



Mock Interview | May 26, 2016

OCS - UMT Sialkot Campus arranged a mock interview for the last semester students of SCA, SBE and SST. Twenty two (22) students participated in this session. Feedback was shared with the participants on the spot. The panel members for this session were:

- 1- Mr Muhammad Faisal - CEO, Karigar Web Solutions
- 2- Mr Ali Hyder - Regional Manager, Rozee.pk
- 3- Mr Abdullah Mir - Accounts Manager, Master Tiles



Career Management Workshop | February 27, 2016

Career Management and CV Writing Workshop was conducted by OCS - UMT Sialkot Campus in which twenty (20) students from different programs participated. During the workshop, the participants learnt how to develop a professional resume. After the session, feedback was collected from the participants. Participants showed full satisfaction and emphasized on having more of such sessions that will help in enhancing their career skills.



Placement Record

- 1- **Mr Muhammad Omer**
QA Engineer at Karigar Web Solutions
- 2- **Mr Hassan Sundhu**
CSR at United Bank Limited
- 3- **Mr Umair Ilyas**
Audit Officer at Naeem Electronics
- 4- **Mr Arslan Irfan**
Audit Officer at Naeem Electronics

- 5- **Mr Ali**
Business Development Executive at HG Market
- 6- **Mr Zunain Yousuf**
BDO at Meezan Bank
- 7- **Muhammad Mansoor**
PRO at The Surgical Instruments Manufacturers Association of Pakistan

AWARENESS CAMPAIGNS

Stalls

OCS-UMT organizes awareness campaigns at different platforms on periodic basis to aware the students of activities performed by OCS. Such initiatives include OCS stall at International Business Conference Exhibition (IBCE) at Expo Centre Lahore. Another stall was placed at SEN Building, Centre and North Block to inform the participants about the upcoming event i.e. Career Fair 2016. OCS also participated in the orientation sessions organized by SBE, SHS, SAP, SPA, and SCA to brief the first semester students about the importance of the development and enhancement of their personal brand.



WhatsApp Groups

Social media is a popular trend of this era. With the help of this medium, OCS-UMT has initiated an effort to guide and counsel UMT participants/alumni in career seeking with the use of WhatsApp. Different WhatsApp groups have been created for each school/institute. The objective of these WhatsApp groups is to share and educate the students about the availability of new jobs in the market and career related activities. It is pertinent to mention that all willing participants/alumni can become member of their respective groups by filling the consent form available on OCS career portal.



Groups names of different schools

OCS-STD- HCF	OCS-SBE- HCF
OCS-SEN- HCF	OCS-SPA- HCF
OCS-SAP- HCF	OCS-SCA- HCF
OCS-SHS- HCF	OCS-SST- HCF
OCS-SLP- HCF	OCS-SGS- HCF
OCS-SS- HCF	OCS-IAS HCF
OCS-SSH- HCF	OCS-IIB- HCF
OCS-MSCPSY- HCF	

OCS TRIBE



Director's Desk

Overarching stewardship in providing Advisory, Advocacy and Placement for UMT stakeholders with the spirit of shaping them as future leaders , policies and procedures with aim to enhancing employability potential of UMT Participants. Keeping watch on market trends, requirements and challenges. Development of task teams for swift implementation of envisaged plans aligned with the visions of UMT.



Manager's Desk

Managing, Controlling and Planning
Corporate Liaison
Connect with UMT Stakeholders



Project Handling
Portal Administration
Graduate Placement
Graduate Directory
Report Writing

Zareen's Desk



Maria's Desk

Branding
Job Posting and CV Extraction
Departmental Coordination
Job Leads



Personal Branding Tool Development
Talent Deficit Reduction Program Manager
Advocacy And Advisory to Stakeholders.
Content Development for Grooming Programs

Saira's Desk



Sannan's Desk

Market Research Database
WhatsApp Group (OCS)
Field Visits
Office Coordination
Student Coordination



Market Research
Counseling and Psychometric Testing
Organizing Guest Speakers
Career Workshops

Namra's Desk

Ajwad's Desk

Graphic Designing
Animation Developing
Office Coordination





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