

MUHAMMAD ARSAL KAMRAN

Islamabad, PK • arsalkam24@gmail.com • +92(333) 596-1553



PROFESSIONAL EXPERIENCE

KARVEL CONSULTING LTD

Technical Recruiter

Human Resource Specialist

ISLAMABAD, PAKISTAN

NOV 2022- PRESENT

NOV 2021- APRIL 2022

Collaborated with the Digital Hire team to optimize interview processes on the digital hiring platform, effectively generating leads for the clients as required. Instrumental in achieving a remarkable 200% growth in office revenue within the initial nine months.

- Collaborated with globally recognized clients via Karvel, managing full cycle recruiting and resource allocation for clients such as Campus Reel, Coding Aid, Gem Solutions, Mocq Communications and Request Boutique
- Successfully sourced and booked candidates from various platforms and executed daily interview schedules on the 'Digital Hire' platform to recruit 30 candidates daily for Karvel's clients
- Transformed the hiring process by introducing behaviour-based interview technique questions, leading to a 70% decrease in the time taken to fill key positions reducing early stage turnover
- Played a key role in expanding the client's technical team by recruiting and integrating top-tier talent, resulting in a 120% growth in team size within a six-month period meeting the client's project demands
- Achieved successful team development by spearheading training for over 100 employees, creating impactful presentation materials, and delivering engaging demos to enhance their skills and knowledge

MOTIVE

Account Executive

ISLAMABAD, PAKISTAN

MAY 2022- OCT 2022

Introduced and seamlessly integrated Motive's AI dashcams, Electronic Gateways, and supplementary internet solutions for the logistics of various companies, enhancing operational efficiency, safety protocols, and connectivity.

- Identified under-performing vendors, leading to a \$250K reduction in costs while targeting growth
- Identified and onboarded 15+ new high-value clients, driving an additional \$100K revenue within the first three months
- Demonstrated exceptional coordination skills by effectively collaborating with cross-functional teams, including marketing, product, and customer support, resulting in streamlined processes and improved client satisfaction

ABN OVERSEAS EDUCATION LTD

Assistant Manager

ISLAMABAD, PAKISTAN

JAN 2018- AUG 2021

Promoted from intern to social media and candidate management, realizing a 150% surge in candidate leads. Managed vendor communications for advertising materials.

- Offered expert guidance to candidates in selecting optimal international academic institutions, tailoring recommendations to align with individual preferences and specific requirements
- Successfully increased candidate engagement by 200% through the implementation of targeted email campaigns, strategic social media outreach, walk-in consultations, and leads generated from events
- Achieved a 100% improvement in candidate satisfaction by cultivating robust relationships with foreign embassies and university staff, offering support from pre-departure arrangements to the successful arrival of candidates at their chosen university and country
- Managed large-scale International Expos, attracting prospective candidates, and effectively showcasing foreign universities and their academic offerings, resulting in a remarkable 180% increase in annual student enrolment
- Effectively coordinated and maintained relationships with key vendors responsible for supplying essential advertising materials, including leaflets, billboards, standees, and banners, ensuring timely delivery and optimal cost-effectiveness

EDUCATION

CYPRUS INTERNATIONAL UNIVERSITY

TRNC, CYPRUS

Master of Business Administration, Major in Human Resources; Minor in Digital Marketing

QUAID-I-AZAM UNIVERSITY

ISLAMABAD, PAKISTAN

Bachelor of Business Studies

TECHNICAL SKILLS

- Cloud Computing: Career Lister, Zoho ATS, Bullhorn, Sage, Salesforce, Sales loft, Workday, Monday.com, HubSpot, JazzHr, Confluence, Slack, Teams, Nifty, Google Meet, Microsoft 365
- Certifications: Naukri Gulf Certified Recruiter, Project Management by Coursera, Social Media Marketing by Meta, Six Sigma White Belt and Black Belt by Coursera