



MCKRU

Mir Chakar Khan Rind University Sibi

Forever Learning , Through Knowledge and Hardwork

Personal Details

Full Name: Kamran Naeem
Designation: Assistant Professor
Department: Department of Management Sciences
Faculty: Business Administration
Contact Number: 0300-3888785
Email address: kamran.naeem@mckru.edu.pk
kamrannkk@hotmail.com

Qualification: PhD
Date Awarded: July 2019
Awarding Institute: Harbin institute of technology
Harbin, China

Subject areas: Business Administration



Publications

- High-performance work practices versus work-role ambiguity. Human system management (HSM), Volume 37, Issue No 4, 2019. DOI 10.3233/HSM-180381 (ESCI, EI Source)
- Competition shadow relation with organizational learning. Pakistan Studies – ISSN: 2311-6803, Vol 10, Issue No 2 (Jul-Dec 2019)
- Dynamics behind the rising prices of livestock in Balochistan: A qualitative appraisal. Pakistan Studies – ISSN: 2311-6803, Vol 11, Issue No 1 (Jul-Dec 2020).
- Competition Shadow Relation with Firm Performance; Mediating Role of Organizational Learning. 31st International Business Information Management Association Conference (IBIMA), Milan, Italy. ISBN: 978-0-9998551-0-2, (Bi-Annual), Page 2234-2241. (EI, CPCI and Scopus)
- Impact of Big Five Factors of Personality on Work Life Conflict in Private Banking Sector. 31st International Business Information Management Association Conference (IBIMA), Milan, Italy. ISBN: 978-0-9998551-0-2, (Bi-Annual), Page 2230-2234. (EI, CPCI and Scopus)
- The Assessment of the Entropy Production in Organization Based on Proposed Entropy Management Model, 32nd International Business Information Management Association Conference (IBIMA), Seville, Spain.

Contributions

- Acted as the member of organizing committee of the seminar on “Training and Development” at University of Balochistan, Quetta on 4th August 2007.
- Participation in first dialogue on the topic “Economic issues of Balochistan” at University of

Balochistan, Quetta on 17th of June 2008.

- Contributed to the academic community by serving and achieved award of excellence as member of International Committee Board of 35th IBIMA international conference (2020).
-

QUALIFICATIONS

MBA

Qualification: Master of Business Administration
Date Awarded: 2008
Awarding Institute: Institute of Management Sciences, University of Balochistan
Human Resource Management

BBIT

Qualification: Bachelor of Business and Information Technology
Date Awarded: 2005
Awarding Institute: University of Balochistan
Business and Information Technology
HEC Approved Supervisor: Yes

WORK EXPERIENCE DETAILS

- ***(July 2019 till Feb 2021) PIA (Pakistan International Airline), Opposite to MPA Hostel, Hali road Quetta, Pakistan***
Assistant Manager Pax Sales
 - To ensure to meet assigned revenue targets.
 - Achieve Revenue Targets assigned to his territory by sales promotional activities and by facilitating all selling outlets through mobilizing the field officers.
 - Prepare and analyze the relevant information/market intelligence in his area for developing effective action plan for guidance of sales promotion in achieving the sales goals.
 - Prepare action plan for providing guidance and implementing plans in their area.
 - Review daily activities of competitors in the market constantly and suggest ways and means to management to achieve maximum revenue for PIA.
- ***(May 2011 till April 2018) PIA (Pakistan International Airline), Opposite to MPA Hostel, Hali road Quetta, Pakistan***
Passenger Sales Manager
 - Worked as Hajj coordinator Balochistan (2013 till 2017)
 - Achievement of yearly targets assigned to the territory
 - Assign agents to SPOs and monitor SPO performance agent wise
 - Define the capping level for sales activity of the agent; keeping in view the financial security of the airline while focus on achieving overall targets assigned.

-
- Coordinate with Revenue Management team on flights, fares and RBDs offered in order to maximize airline revenue.
 - Make feasibility and suggestion of new flights and frequencies based on market inputs
 - Visit agents and dealing queries if any
- ***(Sep 2009-Oct 2011) PIA Head office Shahra e Faisal Karachi, Near CAA (Civil Aviation Authority) head office.***

Senior Brand Officer

- Master Trainer for IFE (In-flight Entertainment) (2010) *PTC (PIA Training Center), Pakistan International Airlines. Shahra e Faisal Karachi, Near CAA (Civil Aviation Authority) head office.*
 - Analysis of sponsorships, organizing campaigns and management of the sponsored and corporate events (Management of Brand and promotion only), help in developing the promotional materials and align them with the brand key etc.
 - Product Promotions with detailed media selection, planning and execution
 - Analyze and capitalize on prospective co-brand partnerships
 - Manage Corporate Events with thematic and creative concept in line with the Company's Vision, Mission and Values
 - Develop strategy for and ensure proper branding of the assigned area of branding
 - Working on the PIA brand key and brand equity.
 - Developing the advertisement and promotional campaign keeping in view the brand key, brand essence and brand values.
 - Being in the special project with director special project I am working on In-flight entertainment.
 - For one month attached with IFE planning to learn what the department do IFE planning? At the end of the period submitted the report having the suggestions to improve it keeping in view the problems it is facing.
 - For one month attached with IFE Line Maintenance to learn what line maintenance is? and how the department maintains IFE equipment. At the end of the period submitted the report having the suggestions to improve it.
- ***(Mar 2012 till Aug 2012) (May 2009 till Aug 2009) IMS (Institute of Management Sciences) University of Balochistan, Sariab road, Quetta.***

Visiting Lecturer

- Developing and implementing new methods of teaching to reflect changes in research; • Undertaking research projects and actively contributing to the institution's research profile
- Teaching in areas allocated by the head of department

-
- ***(Mar 2009 till Aug 2009) BUITMS (Balochistan University of Information Technology and Management Sciences), Sumangli road, Quetta.
Visiting Lecturer***

[Click here and enter involvement in extra school activities eg: coaching]

Publications in HEC Recognized Journals:

S. No	Title of Paper	Name of Journal	National/ International	Publication Date
1.	High-performance work practices versus work-role ambiguity	Human system management	International	2019
2.	Competition shadow relation with organizational learning	Pakistan Studies	National	2019
3.	Dynamics behind the rising prices of livestock in Balochistan: A qualitative appraisal	Pakistan Studies	National	2020