

Dr. Adnan Jamil

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CAREER OVERVIEW

Versatile teacher's trainer, a researcher at national & international level with over 10 years of experience as an educator at various capacities.

AREAS OF EXPERTISE

- Teaching & Certified Trainer
- Research Analysis
- Curriculum Developer
- Examiner
- Campus Procurement
- Student Affairs
- Innovator of modern teaching methodology

EXPERIENCE

1 – Assistant Professor (Feb 2021-Present)

*Department of Leadership and Management Studies
National Defence University (NDU), Islamabad, Pakistan,*

- **Teaching: (under & post grad level)**

Course Instructor: Delivering lectures (9 credit hours /week), leading group-based discussions

Course Development: Designing and developing course syllabi, objectives, and materials.

Assessment: Creating and grading assignments, exams, and projects.

Mentoring: Advising and mentoring undergraduate and graduate students, including thesis or dissertation supervision.

Curriculum Improvement: Participating in curriculum development and enhancement.

- **Research:**

Conducting Research: Engaging in personal and collaborative research in field of expertise.

Publication: Publishing research findings in academic journals, books, and other scholarly publications.

Grant Writing: Securing research funding through grant applications and proposals.

Collaboration: Collaborating with colleagues, students, and external partners on research projects.

- **Service:**

Departmental Leadership: Assuming leadership roles within department (need based)

University Committees: Serving on academic committees, such as curriculum committees, review committees, and faculty governance bodies.

- **Community Engagement:**

Contributing to the university's outreach and community engagement efforts.

Professional Organizations: Involvement in professional organizations related with class work

Peer Review: Reviewing research papers, grant proposals, and tenure/promotion materials for other academics.

- **Professional Development:**

Continuing Education: Staying current with developments in their field through conferences, workshops, and seminars.

Pedagogical Training: Pursuing training in teaching methods and pedagogical innovations.

- **Advising:**

Student Advising: Advising students on academic and career matters.

Research Guidance: Providing guidance to students on research projects and academic paths.

2-Lecturer (Marketing) August 2011- Jan 2021

*Department of Leadership and Management Studies
National Defence University (NDU), Islamabad, Pakistan,*

- **Teaching: (under grad level)**

Course Instructor: Delivering lectures (12 credit hours /week)

- **Administrative Duties:**

Academic Planning: Participating in long-term academic planning and strategic initiatives of the university.

3-Relationship Manager (liabilities) July 2008- Oct 2010

Barclays Bank PLC, Islamabad, Pakistan

- Responsible for meeting budgetary and sales targets through deposits mobilization and to render customized banking services to customers
- Managed and maintained a portfolio worth Rs:274 million
- Carry out due diligence on potential clients and local partners and complete risk assessments on activities and opportunities in order to assess risk for bank policy and recommend action and mitigation options.
- Supported management and staff to help create their own successful and productive team and become effective team leaders
- Communicated daily with Customer Support Centre / Compliance / - to ensure effective control and operation of all areas
- Expertise in cultivating and maintain key relations establishing lasting banking relations and strategic alliances
- Increased brand awareness and reputation by creating professional network and through public relations
- Optimizing revenue generation and growth ensuring comprehensive risk management and monitor strict adherence to compliance standards
- Initiated new approaches/processes aimed at increasing performance.
- Cross sell all products to the customers available under Barclay's umbrella

EDUCATION

National Defence University, Islamabad, Pakistan

- *Doctorate of Philosophy (PhD)* (Dec 2020)

SZABIST University, Islamabad, Pakistan

- *Masters in Project Management (MPM)* (Nov 2012)

University of Westminster, England

- *Masters in International Services Management (MSc)* (Sept 2007)

Bahria University, Pakistan

- *Bachelors in Business Administration (BBA-Marketing)* (May 2006)

Magma School of Advance Studies, Pakistan

- *A-level's* (Sept 2002)

PAF Intermediate College, Islamabad, Pakistan

- *SSC (Science)* (July 1999)
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TRAININGS ATTENDED

- Basic commercial banking and financial products
 - Financial sanctions & policies, Compliance (KYC), Anti-money laundering (AML), Fraud and Risk Management
 - FOREX/ treasury trading, conducting client's due diligence
 - Capacity building (NDU training)
 - SME livelihood for rural development – NCRD (2021)
 - Curriculum Development & Program Learning Outcomes ORIC-NDU (2022)
 - PC I & PC II Preparation -PPMI (2023)
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CERTIFICATES

- **Certified Master Trainer** Good Governance Strategies for Organization Excellence 6-13th May 2018 HEC –**Turkey**
- **Certified Master Trainer** by Higher Education Commission, 27th MT-FPDP, 8th March -29th April 2016
- Sell like a Guru (Octara certification)
- 1st Foundation Course on International Humanitarian Law (Oct 2nd – 13th, 2017-ICRC-NUST)
- Workshop on SIX Sigma, 20 CPD from ICMAP (certification)
- Teaching through English –HEC certification course

AWARDS

- Barclays champions club induction (award/certification)
- Best performer of quarter 2010 (award/certification)

RESEARCH

- **Doctoral Thesis:** Adoption of Green Marketing Strategies, Analyzing the Paradigm Shifts and Its Impact on Customer Buying Behavior.
- **Masters Dissertation:** Business-to-Business (B2B) E-commerce adoption in Pakistan SME`s.
- **Bachelors Thesis:** Financial Independence of Women and Its Impact on Pakistan Auto Industry

PUBLICATIONS & Other Research

*(list attached separately)

- **Author** (2019). "Green Marketing Strategies: Paradigms and Assessment". *Global Social Science Review (GSSR)* Vol. IV-issue II, pp 363-374.
- **Co - Author** (2021). "Can Identification and Branding Augment Employee Engagement? An Empirical Analysis", *Pakistan Journal of Social Research* Vol.4, No. 3, December 2021, pp. 67-78
- **Co - Author** (2022). "Undefined Cases of Fiscal Deficit: An Empirical Analysis from Pakistan", *Journal of Tianjin University Science and Technology*, Vol. 55, issue VII,

Training (organized as Committee member Faculty Development Center – NDU)

- 1st Faculty Development Workshop – 29th -31st August 2018
- 2nd Faculty Development Workshop – 10-12th October 2018

TRAININGS

Conducted as Resource Person

Sq #	Training	Topic	Institute	Dates
1	Teachers Training	Using Tech for Teaching	International Grammar School	July 2016
2	Parliamentary Protocol and Social Graces	Culture Orientation and Communications (Batch-I)	Pakistan Institute of Parliamentary Services	March 2017
3	3-day Faculty Capacity Building workshop under Continuous Professional Development Program	Entrepreneurship	National Defence University	7 -9 August 2017
4	Parliamentary Protocol and Social Graces	Sensitivity to Cross Culture Difference (Batch-II)	Pakistan Institute of Parliamentary Services	Nov 2017
5	3 rd National Research Workshop	SEM using SmartPLS 3.0 for Research	National Defence University	October 2019
6	Leadership training	Time and Work Management	National Intelligence Academy	June 2021
7	Parliamentary Protocol and Social Graces	Communications and Culture Difference	Pakistan Institute of Parliamentary Services	7 TH July 2021
8	Leadership and Management Training	Project Management: A Development Perspective	Benazir Income Support Program	12 TH July 2021
9	Leadership and Management Training	Digital Marketing for Poverty Alleviation	Benazir Income Support Program	2 ND Aug 2021
10	High Risk Environment Awareness Training for EU delegation	1 -Stress Management 2- Conflict Management	Yaldram Security Services	11 th Sept 2023

REFERENCES

To be provided on request
