**MUHAMMAD NASIRUDDIN**

**Phone: +8801973439799 ~ E-mail: Muhammad.n.uddin@gmail.com**

**EDUCATION**

**MASTER OF BUSINESS ADMINISTRATION*,*** May, 2005

***Binghamton University – State University of New York*,** Binghamton, New York

GPA: 3.44 – Concentration in Finance

**BACHELOR OF SCIENCE IN FINANCE*,*** May, 2003

***University of South Alabama*,** Mobile, Alabama

CGPA: 3.58 – GPA in Major: 3.90

Earned a place on the President’s List for the Fall Semester 2002.

Awarded a place on the Dean’s List for five consecutive semesters.

**PROFESSIONAL EXPERIENCE**

**DIRECTOR Jun 2012 – Jul 2014**

***The Allen Wilkinson Group*** –Global Executive Search and Strategic Consulting Firm, New York, NY

* Headed up the Allen Wilkinson Group’s Investment Banking practice in New York, NY
* Built-up the group from scratch by initiating and cultivating top level relationship with bulge bracket investment banks on wall street and exceeded the expectation of the senior management’s revenue target of $500k within the first year of joining the firm
* Successfully completed retained mandates placing 2 MDs and 3 VPs and 5 Associates in IBD group of two bulge bracket investment bank
* Hired, trained and mentored 4 team members in the group
* Streamlined the recruiting process, allowing greater efficiency of interviewing and hiring while maintaining top quality reputation. Negotiated compensation packages between clients and candidates

**SR. CONSULTANT Apr 2011 – Jun 2012**

***Kirkland West LLC*** – Executive Search and Strategic Consulting Firm, New York, NY

* Originated and executed the retained mandates for our non-financial Corporate and Private Equity (PE) clients
* Responsible for organizational design and development, strategic planning, creation and implementation of talent acquisition strategy for a portfolio company of a Private Equity Client in energy sector with annual revenue of $700MM.
* Led a team of 5 consultants in recruiting the entire Executive team of this energy company including CEO, CFO, COO and VP of Business Development
* Signed a lucrative RPO with Honeywell Oil & Gas; set up the talent acquisition strategy for senior most hires based on job scope, budget and resources of the business line involved; participated in day to day recruitment activities and long term strategic initiatives such organizational change, staff planning and process improvement

**VICE PRESIDENT Jul 2007 - Dec 2010**

***Options Group*** – Global Executive Search and Strategic Consulting Firm, New York, NY

* Client Relationship Manager for Credit Suisse RPO for North American Equity Team to recruit Quants and sales traders for the group; led the RPO team to hire top quality talent by partnering with the business line managers to implement  the  group’s  talent  acquisition  strategy
* Executed retained and contingency Searches on Capital Markets, Investment Banking and Private Equity and Hedge Fund Clients globally, mainly in US and in Asia
* Successfully placed candidates on front office sales and trading across major asset classes (FICC, Equities, Futures & Options and FX) for Bulge bracket Investment Banks and Hedge Funds, including Global Head of Debt Capital Markets, MD & VP of Investment Banking, Portfolio Managers-Sr. Analysts for a retained Hedge Fund Client

**EQUITY RESEARCH ANALYST Jun 2005 – Jun 2007*****Neuberger Berman, Lehman Brothers – Private Asset Management Group****,*New York, NY

* Developed understanding of business models and value drivers within consumer staples Sectors
* Performed Fundamental bottom up research, Fin Modeling including DCF, Comparable companies analysis to screen names for inclusion in the large cap select fund as part of consumer staple sectors
* Presented ideas and recommended names to Sr. analyst to pitch the PM for the Large Cap Select Fund

**EQUITY RESEARCH ANALYST (**During MBA**) Aug 2004 – May 2005**

***Binghamton University – Equity Fund*,** Binghamton, New York

* Selected on a competitive basis as one of two analysts responsible for the Consumer Staples Sector of the S&P 500 companies
* Analyzed industry and market trends to identify prime opportunities for investing the $500,000 endowment fund
* Produced comprehensive reports and sound recommendations regarding investment strategies

**TEACHING ASSISTANT (**During MBA**) Aug 2004 – May 2005**

***Binghamton University – Corporate Finance*,** Binghamton, New York

* Chosen based on knowledge and experience to assist undergraduate students with course assignments and projects
* Participated extensively in the grading and posting of examinations ensuring perfect accuracy and led dynamic discussions on course concepts for a group of fifty students

**FINANCIAL AND OPERATIONAL ANALYST Oct 2003 – Jul 2004**

***AFZ Gourmet, Inc.*,** Oneonta, New York

* Conducted financial analyses of investment opportunities with a focus on the consistency of returns and risk
* Evaluated a variety of business operations to identify areas for improvement and initiated positive changes
* Increased the return on investment (ROI) 6% in one year by introducing new business opportunities
* Reduced labor costs by 10% in the first six months by streamlining operations
* Grew revenue by 15% in one year by improving customer service and creating new local advertising campaigns

**ADDITIONAL SKILLS**

**Computer:** Fin Modeling, Proficient with Bloomberg Terminal, Microsoft Word, Access, Excel, and FrontPage; QuickBooks, Java, StockVal

**Language:** Fluent in English and conversant in Spanish and Hindi

**AFFILIATIONS AND HONORS**

Financial Management Association, 2001 – Present

Beta Gamma Sigma – Business Honor Society, 2002

Golden Key International Honor Society, 2001