

# MUHAMMAD NOUMAN AFRIDI

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## Education

- |                              |  |                       |
|------------------------------|--|-----------------------|
| ▪ BS Acc & Fin               | (IMS) Institute of Management Sciences, Peshawar | Oct 2021- June 2025.  |
| ▪ ACCA (Part Qualified) 9/13 |  | Oct 2021- June 2025.  |
| ▪ F.Sc (Pre-Eng.)            | Cadet College Kohat                              | Sep 2018 - June 2020. |

## Skills

Technical Skills: QuickBooks – Xero – Excel  
Analytical Skills: Market Research – Business Intelligence – Data Analysis – Performance Analysis – Growth Analysis  
Academic Skills: Foundation to Data Science – Analytical Approach to Marketing Decision– Optimization Techniques

## Professionals Experiences

- |  |                                |
|--|--------------------------------|
| <b>State Bank of Pakistan – Ambassador (Peshawar):</b>   | <b>November 2024 – Present</b> |
| <ul style="list-style-type: none"><li>Organized <b>10+ events</b> to educate <b>100+ SMEs</b> and women entrepreneurs on Islamic and conventional banking systems.</li><li>Conducted <b>5+ financial literacy campaigns</b>, promoting banking services to underserved communities, contributing to a <b>15% increase</b> in new account opening.</li><li>Collaborated with cross-functional teams to bridge the gap between financial institutions and rural entrepreneurs, resulting in <b>25% more loan applications</b> for startups</li></ul> |                                |
| <b>Ahmad Brothers Honda Showroom – Intern (Mardan):</b>  | <b>July 2023 – August 2023</b> |
| <ul style="list-style-type: none"><li>Utilized sales scripts to negotiate with <b>30+ potential customers</b>, closing <b>40% of leads</b> and boosting revenue by <b>18%</b>.</li><li>Conducted <b>3 market surveys</b>, identifying high-potential areas for sales campaigns, leading to a <b>12% increase</b> in showroom traffic.</li><li>Digitized <b>100% of inventory records</b> in <b>Excel</b>, reducing manual errors by <b>30%</b> and accelerating product availability tracking.</li></ul>   |                                |
| <b>Pakistan State Oil (PSO) – Sales Intern (Mardan):</b>   | <b>July 2022– August 2022</b>  |
| <ul style="list-style-type: none"><li>Increased fuel sales by <b>5% in 2months</b> through consumer incentives, including bonuses, lucky draws, and promotional offers.</li><li>Boosted customers visits by <b>10%</b> by introducing reward program and promotions.</li><li>Raised daily sales by <b>7%</b> by organizing events and reaching more customers.</li></ul>   |                                |

## Volunteering & Leadership

- **Artscape Carnival – Audit Team Member:**  
Ensured financial transparency during the event, gaining practical experience in auditing
- **Insaniyya Serving Humanity – Volunteer:**  
Organized **Iftar events** for **200+ underprivileged people** during Ramadan.
- **KP Culture Carnival – Core Team Member:**  
Managed event finances and budgeting for a **3-day event** with **1000+attendees**.
- **Business Fest – Host Team Member:**  
Helped organize a **500+ attendee** business event, coordinating logistics and team management.

## Certification

### XERO Advisor Certified

XERO

### QuickBooks ProAdvisor Online Certification

Intuit QuickBooks