

Kabir Pasha SM

Professional Summary:

A results-driven professional with over 25 years of experience in institutional marketing, placement management, and industry relations. With a proven track record in successfully connecting educational institutions with the corporate world, I have placed students across diverse sectors such as IT, BFSI, Manufacturing, Healthcare, FMCG, E-commerce, and more. I excel in managing placement teams, organizing recruitment drives, and establishing corporate partnerships that lead to successful placements and internships.

Professional Experience:

Koneru Lakshmaiah Education Foundation | January 2005 – Present (20 Years 1 Month)

- Lead the Placement and Industry Relations department with a focus on building strong, sustained corporate relationships to ensure placement opportunities for students across various sectors.
- Successfully managed placement initiatives in diverse industries, including IT/ITES, BFSI, Consulting, Manufacturing, Automobile, Electronics, Healthcare, FMCG, Retail, and more.
- Coordinated on-campus and off-campus recruitment drives, offering students placement opportunities across roles in Sales, Marketing, HR, Finance, Operations, and other domains.
- Developed and maintained a strong network with potential employers, ensuring consistent placement support and industry partnerships for students.
- Played a key role in securing industry tie-ups and MoUs, establishing Centre of Excellence (CoEs) within the university to collaborate with industry leaders and enhance the student talent pool.
- Actively involved in planning and executing internships, industry expert lectures, specialized training programs, career orientation workshops, and student counselling sessions.
- Led the tracking of student progress through pre-placement and post-placement activities, generating employment progress reports, and providing detailed placement MIS analysis.
- Ensured smooth communication between students and employers, facilitating placement updates and gathering feedback to improve placement outcomes.
- Successfully placed students across multiple industries, matching their skills and aspirations with employer expectations.
- Adapted the university's placement strategies by identifying industry trends and incorporating evolving corporate needs, which contributed to a more streamlined and effective placement process.
- Established long-term relationships with key corporate partners, ensuring consistent and diverse placement opportunities for students.
- Actively contributed to improving the employability of students by continuously adapting placement strategies to meet the demands of the ever-changing job market.
- Strong knowledge of industry sectors, corporate expectations, and trends, with a well-established network across multiple industries.
- Skilled in establishing long-term partnerships with corporate partners, fostering a collaborative environment for student placements.