



# PARTNERSHIP **PROPOSAL**



**Saturday | January 23, 2027**

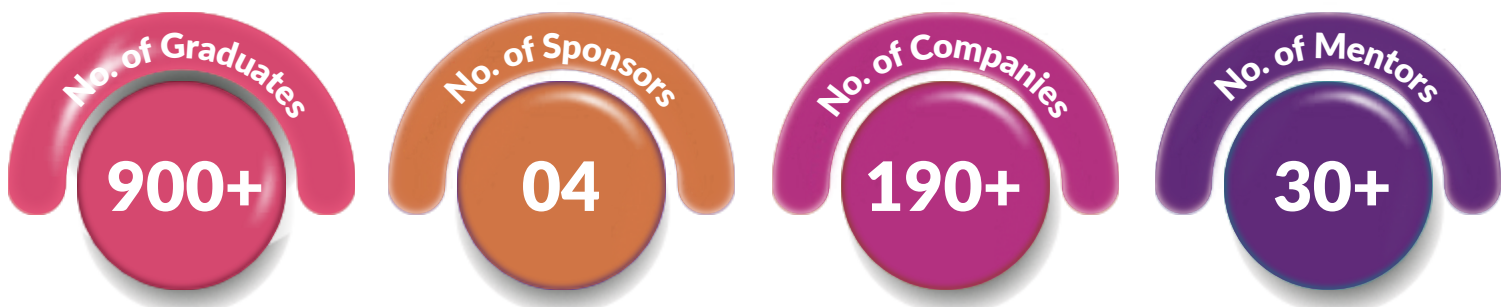
## Career Development Center, IBA

The Career Development Center (CDC) is a cornerstone of IBA's commitment to nurture the professional growth and success of our students and alumni. Career Development Center offers a wide range of services, including career and grad counselling, resume and interview preparation, and access to internship and placement opportunities. Additionally, the center hosts workshops, seminars and awareness sessions on crucial career development and further education themes, empowering students to make informed decisions about their future professional journeys

For our esteemed alumni, the Career Development Center remains a valuable resource for career transitions and lifelong learning. Whether graduates are seeking new job opportunities, considering a change in career direction, or pursuing further education, the Career Development Center provides guidance, access to networking events, and job postings tailored to their needs

Having said that, the services Career Development Center offers will not be possible without esteemed partnerships with the respective employers, organizations and institutions across various industries. By way of such partnerships, not only our graduates steps into their professional lives, partners too gain access to valuable pool of talented and motivated resources that eventually contributes towards their productivity. Our partners, throughout the year participate in various interventions to build stronger industry academia linkages. One of the key interventions is IBA's Annual Career Fair.

## Career Fair 2026 Highlights



## About IBA Career Fair'27

For over 70 years, IBA has been the premier contributor of human resources to the corporate landscape of Pakistan and around the world. The annual Career Fair plays a significant role in maintaining the edge in graduate employability - bridging the gap between the leaders of today and tomorrow.

IBA Career Fair connects the students and the employers through recruitment booths, on-spot interviews, mentoring, counselling, and interaction with company representatives, to determine their paths for professional growth and experience.

## What to expect from this year's Career Fair:



## Want to be a Partner? Register As

### A. Sponsor

**Platinum Rs. 3,500,000/-**  
**Gold Rs. 2,500,000/-**  
**Silver Rs. 2,000,000/-**  
**Bronze Rs. 1,500,000/-**

*\*Partners can bid in for Lead and in-kind sponsorships as well*

### B. Recruitment Partner

**Tier 1 Booth Rs. 195,000/-**  
**Tier 2 Booth Rs. 170,000/-**  
**Tier 3 Booth Rs. 140,000/-**

*\*All price are exclusive of taxes*

### C. Mentorship Lounges

**Opportunity to invest in knowledge sharing by one on one Mentorship to our students.**

## Specialized Areas

**Food Kiosk**

**Product Promotion**

**Mentorship Lounge**

**Luncheon Hosting**

**In-kind Sponsorship**

# Welcome Onboard

## PROUD SPONSORS

### Gold Sponsor



### Silver Sponsor



### Bronze Sponsor



### Elegance Partner



## A.Sponsorship Packages

Organizations interested in partnering with IBA's Career Fair 2027 are invited for sponsorships as per following sponsorship packages.

### Media and Promotions

|                                                                                                               | Gold<br>Rs. 25,00,000 | Silver<br>Rs. 20,00,000 | Bronze<br>Rs. 15,00,000/- |
|---------------------------------------------------------------------------------------------------------------|-----------------------|-------------------------|---------------------------|
| <b>Pre-Fair</b>                                                                                               |                       |                         |                           |
| Sponsorship message on our IBA Career Development Center social media handles                                 | Gold Sponsor          | Silver Sponsor          | Bronze Sponsor            |
| Sponsorship message from the company's spokesperson on the IBA Career Development Center social media handles | ✓                     | ✓                       |                           |
| Product ad on our IBA Career Development Center social media handles                                          | ✓                     | ✓                       |                           |
| Recruitment details available to prospective graduates before the event                                       | *20 Days              | *10 Days                |                           |
| <b>On the Career Fair</b>                                                                                     |                       |                         |                           |
| Promotional activity with product placement options at 'arena' (subject to IBA-Admin Approval)                | ✓                     | ✓                       |                           |
| Sponsor's logo on our media wall                                                                              | ✓                     | ✓                       | ✓                         |
| Special Mention during the welcome and the thank you note                                                     | ✓                     | ✓                       | ✓                         |
| Promotion on IBA Job Portal and IBA Career Development Center website                                         | ✓                     | ✓                       | ✓                         |
| Media Coverage (1-minute video message)                                                                       | ✓                     | ✓                       |                           |
| Logo Display on the backdrop / SMD and Banners                                                                | ✓                     | ✓                       | ✓                         |
| Standeers at the Mentorship and Executive Lounge as per the agreed space                                      | ✓                     | ✓                       |                           |
| Visibility at our lunch/dine area                                                                             | ✓                     |                         | ✓                         |
| Opening of the Fair as chief guest                                                                            | ✓                     |                         |                           |
| Closing of the Fair as guest of honor                                                                         |                       | ✓                       |                           |

## Visibility on Merchandise

Logo imprinted on the souvenirs and T-Shirts



## Other Benefits

Certificates for Management Team



Souvenirs to Management Team



T-Shirts to Management Team



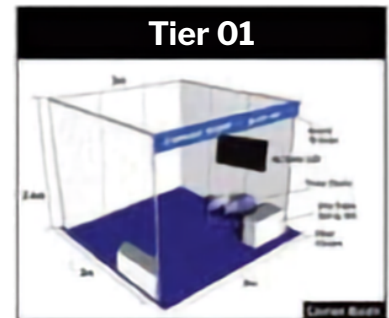
Slots for mentoring and counselling sessions

Dedicated space for assessment test and interviews

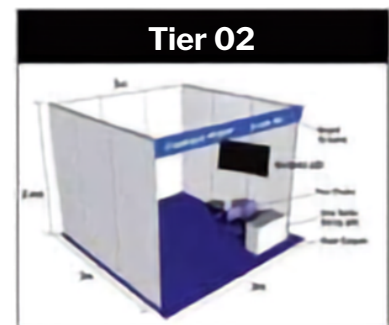


## B. Recruitment Booths

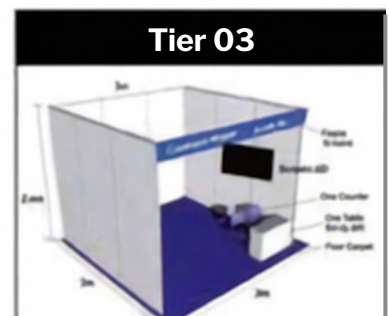
**Tier 1 Booth (Corner booth two side open)**  
**3 x 3 x 2.4m**  
**Rs. 195000/-**



**Tier 2 Booth (One side open)**  
**3 x 3 x 2.4m**  
**Rs. 170000/-**



**Tier 3 Booth**  
**3 x 2 x 2.4m**  
**Rs. 140000/-**

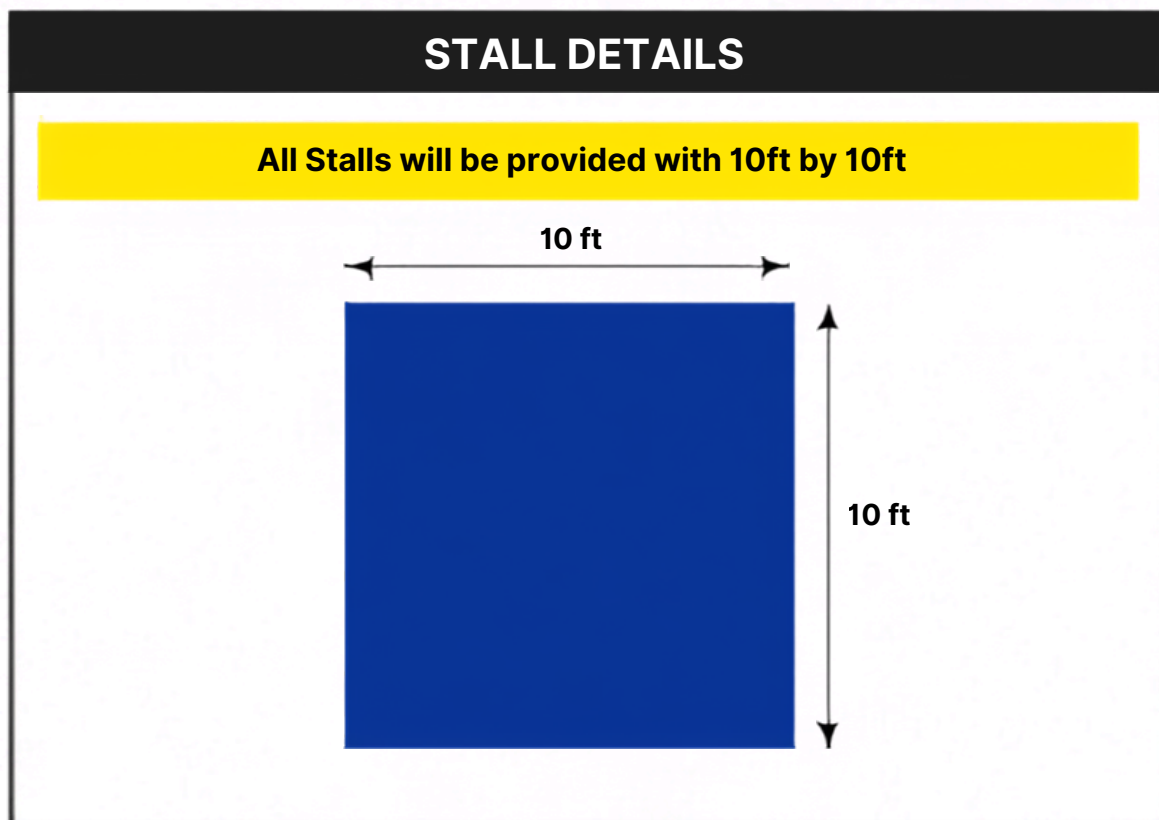


**8% Early bird Discount**  
**(Valid till Oct 20, 2026)**

## B.1 Other Type Spaces

### Food Stalls:

- Food & Beverage Sales
- Product Sampling & Tasting
- Product Marketing & Brand Activation
- Food Promotion & Customer Engagement
- Direct Sales to Event Attendees



## C.Mentorship Lounge

The Specialized lounge will be available for advisory and guidance with industry experts for our students to gain insights about prospects for future. Expert professionals will be available for one-on-one counselling, mentorship, and CV reviews. Partnering companies can nominate suitable candidates to guide and support students on matters related to their professional lives

Tentative Program slots:



| Time slot          |
|--------------------|
| 11:00 AM – 1:00 PM |
| 2:00 PM – 4:00 PM  |

# Terms and Conditions\*

## 1. Placement Opportunities:

- The partnering company agrees to bring at least 2 current vacant positions or potential internship program by contributing to the career fair offering meaningful opportunities to the attending job seekers and students.
- The company shall provide detailed information about the positions available, including job descriptions, requirements, and application processes prior to the career fair.

## 2. Attendee Information:

- The Partnering company will provide the names and contact details of the representatives or colleagues who will be attending the event on behalf of the company.
- Partnering company will be responsible to ensure conduct of the nominated attendee and adherence to IBA's code of conduct.

## 3. Setup and Preparation:

- The Partnering company and sponsors will be responsible for setting up their booth or exhibit area prior to the scheduled start time of the event. CDC will inform about the security protocol for setup and preparation in due course.

## 4. Vehicle Restrictions:

- No heavy vehicles, including trucks or large commercial vehicles, will be allowed on the premises of the event venue on the day of the event.
- The company should make arrangements for any necessary equipment or materials to be transported and set up using appropriate vehicles that adhere to the venue's policies.

## 5. Payment and Confirmation:

- All Partnership fees, if applicable, should be paid in accordance with terms mention in the partner agreement.
- The partnership fees will be considered confirmed upon receipt of payment and the acceptance of the terms and conditions mentioned in the partner agreement.

## 6. Cancellation Policy:

- Any cancellation or withdrawal of partnership in the Career Fair must be communicated by the company in writing to CDC-IBA at least 20 days prior to the scheduled event. In such case the company shall be liable to pay 15 percent cancellation charges of the applicable participation fee.
- Any cancellation communicated less than 20 days from the date of the scheduled event shall be subject to 50 percent cancellation charges of the applicable participation fee borne by the company.
- This policy shall apply to all companies that have confirmed their participation in the Career Fair and/or have paid the applicable participation fee.

## 7. Compliance with Event Rules:

The partnering company agrees to adhere to all rules and regulations set forth by the event organizers, including but not limited to event timings, booth setup guidelines, and code of conduct.

## 8. Liability and Insurance:

The Partnering company is responsible for its own liability and insurance coverage for the event. The event organizers will not be held liable for any loss or damage incurred by the partnering company during the event.

**\* IBA-CDC reserves the right to modify or amend any terms mentioned above.**

## Contact Details

Should you be interested in any of the partnership packages, please feel free to contact:

### IBA Career Development Center:

**For sponsorship: Tehreem Noman**

Assistant Manager - Career Development Center

Email: [tnoman@iba.edu.pk](mailto:tnoman@iba.edu.pk)

Tel: 111-422-422 (Ext: 2237)

**For recruitment Booths: Hamza Kamran**

Intern - Career Development Center

Email: [cdcintern@iba.edu.pk](mailto:cdcintern@iba.edu.pk)

Tel: 111-422-422 (Ext: 1183)

**For Mentorship Lounge: Sabeela Mushtaq**

Executive Assistant – Career Development Center

Email: [smushtaq@iba.edu.pk](mailto:smushtaq@iba.edu.pk)

Tel: 111-422-422 (Ext: 1178)

**For Food Stalls and Product Promotion: Rukhsar Shahid**

Executive - Career Development Center

Email: [rshahid@iba.edu.pk](mailto:rshahid@iba.edu.pk)

Tel: 111-422-422 (Ext: 1174)

**All other General queries**

[careerfair@iba.edu.pk](mailto:careerfair@iba.edu.pk) & [cdc@iba.edu.pk](mailto:cdc@iba.edu.pk)