

	<p style="text-align: center;">Farzana Munaf, FCA</p>
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QUALIFICATIONS & CERTIFICATIONS:

- SSC, 1977.
- HSC, 1979.
- B.Com, 1983.
- C.A. Inter, 1984.
- C.A. Final, 1988.

PROFESSIONAL JOURNEY:

➤ THE INSTITUTE OF CHARTERED ACCOUNTANTS OF PAKISTAN APRIL 2016 – DECEMBER 2022

Executive Director Legal Corporate and Membership Affairs deals reporting to Chief Operating Officer & Secretary ICAP and Chairmen of various Committees.

Responsible for assisting the Secretary in formulation of the departmental strategic plan and its implementation thereof in addition to core responsibilities of providing oversight to membership investigation and legal functions. responsible to formulate an annual operational plan and subsequent budget for the department, oversee the management of council meetings, render support to Secretary in undertaking everyday operations, lead the team in analysis and effective disposal of all investigation and legal claims, supervise the execution of membership related functions.

➤ PAKISTAN REINSURANCE COMPANY LIMITED OCT 2007 – MARCH 2015

- **Chief Financial Officer** reporting to the Chairman/CEO, Audit Committee, Investment Committee and Board of Directors with an overall responsibility of Finance Department. my responsibilities include:

1. Investment

Overall responsible for

- Managing portfolio of around Rs.7 billion including equity and non-equity instruments.
- Active trading in the Capital Markets to earn profit through trading portfolio.
- Monitoring of PIBs and T-Bills auctions and their secondary market for investment of surplus funds.

2. Finance Wing

Overall responsible for

- For all kinds of payments including for capital and non-capital projects.
- Payroll handling, other employees related payments including employees loans, reimbursements etc.
- Corporate Taxation and compliance with withholding tax requirements.
- Coordination for external audit and audit carried by government auditors (AGPR Audit).

3. Retirement Funds

Overall responsible for

- Management of employees' pension scheme and provident fund scheme.
- Investment of funds for retirement funds scheme.

4. Technical Wing

Overall responsible for

- Payment and receipts to all local insurance companies and foreign underwriters.
- Reconciliation of account balance positions and resolution of differences to ceding companies as well as foreign underwriters.
- Evaluation of various proposals for foreign reinsurance proposals.

➤ INSTITUTE OF BUSINESS ADMINISTRATION, KARACHI OCT 2004 -SEPT.2007

- A world-class business school for leadership and innovation in management established in 1955 as a USAID finance project appointed by Governor House, as a gazzeted officer.
- As Director Finance reporting to the Director - Audit & Finance Committee and Board of Governors with an overall responsibility of Finance Department.

➤ HOUSE BUILDING FINANCE CORPORATION OCT 2002 -OCT 2004

- A leading non-banking financial institution that provides housing finance has country wide presence through 11 zonal & 58 district offices.
- As Chief Internal Auditor reporting to the BOD's Audit Committee with an overall responsibility of the Internal Audit Division.

➤ FIRST WOMEN BANK LIMITED AUG 2001-OCT 2002

- FWB with 38 branches and an asset base of over Rs.6 billion during my period of association went through a restructuring phase to develop it into a dynamic banking institution.
- As Chief Internal Auditor, reporting to the BOD's Audit Committee. In addition, participation in ALCO meetings and secretary to the BOD's Committee on Business Planning.

➤ NATIONAL INVESTMENT TRUST LIMITED AUG 1998 -AUG 2001

- With NITL, the largest open-ended Mutual Fund in Pakistan. Fund size Rs. 19 billion, 65,000 Unit Holders served through a network of 24 branches. The experience in NITL included as Head of Accounts, Deputy Head of Finance and Head of Internal Control, Audit and Compliance.

➤ PAKLAND GROUP 1997 -1998

- Worked as Group Financial Controller

➤ **FORD, RHODES, ROBSON, MORROW (FRRM) 1983-1997**

Associated with FRRM, one of the largest professional firms of Chartered Accountants, in various positions reporting directly to the Senior Managing Partner.

1. **AUDIT.....** as Senior Manager my portfolio included leasing companies, banks, PIA, PTCL, Pharma, Hotels, Insurance, Cement Companies, etc.

2. **MANAGEMENT CONSULTANCY.....** as Head of MCS my assignments were:

- Company formation, acquisition and public floatation.
- Advise on corporate laws, exchange controls and banking regulations.
- Due - diligence studies, feasibility studies.
- Review of systems and internal controls.
- Corporate plan and Budgets for Habib Bank Limited.
- Inspection of National Modarba.
- Liquidation of former BCCI.
- Internal audit system for Security Leasing.
- Special audits of NDLC for SBP and IFC.
- Special report on American Express Bank for travel and Consumer Banking Services.
- Amalgamation of Pakistan Jute with THAL Jute.
- Public floatation of Shahtaj Textile.
- Recommendations for delegation of powers for NDFC.
- Review of cash and bank system of Sui Southern Gas Company Ltd.
- Feasibility study for Bahria Foundation.
- Studies for Privatization Commission.
- Proprietary audit of Banks and DFIs.
- Privatization of PTCL. .. Worked with foreign consultants.
- Special studies of NGOs for USAID.
- Procedural manual for Duty Free Shops.
- System development for Hub Power.

PROFESSIONAL ASSOCIATIONS:

Remained associated with Education Committee and Technical Services of ICAP in past.

OTHER INTERESTS:

- | | |
|--------------------------------------|--|
| • All Pakistan Memon Forum (APMF) | - Ex-Member Ladies wing |
| • United Memon Jamat (UMJ) | - Ex-Member Ladies Wing |
| • Chartered Accountants Women Forum | - Ex-Member Management Committee |
| • Junior Chamber International (ICI) | - Ex-Advisor to the Board of ICI spring |
| • Memon Professional Forum (MPF) | - Ex-Hon. General Secretary Management Committee |

Brief Profile

Mrs. Sama Aman is a highly motivated and accomplished Human Resources Executive with a proactive approach to addressing organizational challenges. Armed with a Master of Science in Management from the University of Geneva and a Bachelor's in Business Administration from the Institute of Business Administration in Karachi, the Director boasts a diverse career history. With a current role as the HR Consultant in Karachi, focusing on workforce analysis, recruitment, and organizational change. Her experience extends to the role of COO at WARHAM Healthcare, where she founded two healthcare-related services and established a forward-thinking company culture. With a background in executive search, Mrs. Sama Aman executed C-level assignments for Fortune 500 companies at Signium International, showcasing a versatile skill set in talent acquisition and management.

SAMA AMAN

Contact

Address

75 B/2 Khayaban Hilal
Phase 7 DHA Karachi

Phone

+923343534712

E-mail

sama_aman@hotmail.com

Skills

Planning and execution

Excellent

Recruitment strategies

Excellent

Negotiation

Excellent

Analytical and Critical
Thinking

Excellent

Highly self motivated and accomplished Human Resources Executive, proactive in meeting company issues head-on with creative and innovative approach. Knowledgeable about changing industry and employment market demands. Expertise includes benefits administration, compensation structuring and recruitment.

Work History

2018 -

Present

HR Consultant

Karachi

- Develop and implement comprehensive HR strategies aligned with organizational goals.
- Conduct workforce analysis to identify talent gaps and recommend recruitment and retention strategies.
- Led end-to-end recruitment processes, including sourcing, interviewing, and onboarding.
- Implement effective employer branding strategies to attract top talent in a competitive market.
- Facilitate organizational change by developing and implementing change management strategies.
- Assist leadership in communicating changes and managing employee transitions.
- Collaborate with cross-functional teams to address organizational challenges and achieve business objectives.
- Implement initiatives to promote diversity and inclusion within the workplace.

2016 - 2018

COO

WARHAM Healthcare, Karachi

- Founded two web-based and mobile application based Health Care related services in Pakistan, Mysehat.pk and Clinic On Wheels.
- Defined company roles and responsibilities to establish and enhance processes.
- Cultivated forward-thinking, inclusive and performance-driven company culture to lead industry innovations.



- Established, optimized and enforced business policies to maintain consistency across industry operations.
- Identified business development challenges and customer concerns for proactive resolution.
- Established and maintained strong relationships with customers, vendors and strategic partners.
- Represented organization at industry conferences and events.
- Developed innovative sales and marketing strategies to facilitate business expansion, including social media and digital marketing.

2010 - 2012

Executive Search Consultant 
Signium International, Karachi

- Executed C-level search and contingency assignments for Fortune 500 companies across industry verticals including consumer goods, engineering, heavy industries, oil & gas, construction and public sector.
- Extensive research and mapping conducted in various geographical regions such as Middle East, Europe, North America, South East Asia and handled hardship mandates in Africa, Iran and Iraq.
- Analysis of key industry players, operations, organization structures, compensation benchmarks, talent concentration and recruitment strategies.
- Proposal development and preparing position description based on needs analysis.
- Interviewed and evaluated candidates based on competency framework and other defined parameters.
- Mentored and trained a team of 4 researchers in all aspects of executive search and developed their research skills.

2009 - 2010

Strategy & Marketing Analyst 

The Resource Group PVT Ltd, Karachi

- Developed and executed external and internal branding strategy for trg tech, to create brand image distinct and separate from the call center image of TRG.

NUST Islamabad.

- Handled all marketing budgets, worked with agencies on print advertisements, branding campaigns and events.
- Designed and developed marketing collateral across Karachi, Lahore and Islamabad offices
- Revamped and upgraded content of the official trg tech website
- Created collateral for the launch of trg tech's services and product offerings in the local market.

2008

Bancassurance Intern

Standard Chartered Bank, Karachi



Education

2013 - 2016

Master of Science, Management

University of Geneva - GSEM Switzerland



2005 - 2009

Bachelors of Business Administration

Institute of Business Administration - Karachi



2003 - 2005

A'Levels

Karachi Grammar School - Karachi

Interests

Travel

Swimming

Cinema

AKBAR ALI PESNANI

Mr. Akber Ali Pesnani is an MBA and fellow member of both the Institute of Chartered Accountants and Institute of Cost and Management Accountants of Pakistan. He has served as Chairman Gwadar Port and Gwadar Port Implementation Authority from 2004 to 2006. Mr. Pesnani has been associated with the Aga Khan Development Network (AKDN) at senior levels for over 47 years. Mr. Pesnani has also served as a Diplomatic Representative for AKDN in Tajikistan for 7 years.

Presently he is the Chairman of Cherat Packaging Limited and the Aga Khan Cultural Service Pakistan. He is also a Director on the Board of Cherat Cement Company Limited, Jubilee General Insurance Company Limited.

Detailed Profile

Aman Shah is a highly accomplished businessman, youth leader, and social entrepreneur, boasting a distinguished career marked by notable achievements. Holding an MBA from the esteemed Institute of Business Management, his professional trajectory commenced as a banker at NIB Bank in Karachi. Subsequently, he transitioned into entrepreneurship, collaborating with major corporations and hotel chains in Pakistan, making significant contributions to the tourism industry. Aman Shah has also formed partnerships with various hotel chains both nationally and internationally, specifically in Pakistan and the UAE, honing his expertise in management and marketing.

Presently, Aman Shah is actively engaged in the construction and property business, particularly in Karachi and Quetta. Beyond his entrepreneurial endeavors, he serves as a seasoned consultant, offering invaluable financial and marketing expertise to diverse firms. This underscores his versatility and impactful contributions to the global business landscape.

In addition to his corporate roles, Aman Shah holds the position of a chapter member for ISSRA's AAN in Balochistan and serves as a Member of the Senate for Bahadurkhan Women's University in Quetta. His commitment extends to serving as a Board Member with the prestigious Pakistan Red Crescent Society (PRCS) and as the Convener for the Union of Small and Medium Enterprises (UNISAME) in Balochistan.

Aman Shah has represented Balochistan at esteemed workshops conducted by the National Defence University, including the 21st National Security Workshop in October 2019 and the 10th National Media Workshop in November 2020. These roles underscore his commitment to national representation and engagement with critical issues. Beyond his professional pursuits, He is a dedicated philanthropist, actively contributing to education, social uplift programs, and charitable fundraising in his native area and Quetta city. His philanthropic initiatives underscore a commitment to community development and well-being.

With his remarkable achievements, diverse expertise, and unwavering commitment to both business and philanthropy, Aman Shah emerges as a leader whose impact resonates across business and community spheres. His blend of academic excellence and practical experience positions him as a professional consistently making a positive and lasting contribution to any endeavor he undertakes.



AMAN SHAH

Resume

✉ amanshah83@gmail.com
☎ +92333-2879600
📍 3-13/48, Tahir Khan Road, Quetta, 87300 Quetta
📅 May 6, 1983
📍 Quetta
📞 4230180425517#282
♂ Male
🇵🇰 Pakistan
🌐 Facebook: Aman Shah, Instagram: aman_shah, Snapchat: amanshah83, Twitter: AmanShah_

SKILLS

Communication

Leadership

Decision Making

Baluchistan Investment
Affairs

Baluchistan Tribal Affairs

Inter Provisional
Coordination

Culture and Tourism
Baluchistan

Industries and Commerce
Baluchistan

Broad Revenue Affairs
Baluchistan

Irrigation & Population
Welfare Affairs Baluchistan

EDUCATION

Masters in Business Administration 2011
Institute of Business Management, Karachi

Bachelors in Business Administration 2006
Institute of Business Management, Karachi

EMPLOYMENT

Board Member, Pakistan Red Crescent Society (Balochistan Chapter) Mar 2021 - Present
Quetta

Member Senate, Sardar Bahadurkhan Women's University Jan 2021 - Present
Quetta

Advisor Trade Markets, Balochistan Board of Investments Oct 2020 - Apr 2021
Quetta

Convener Balochistan Union of Small and Medium Enterprises Aug 2020 - Present
Quetta

National Defense University - Alumni Association (AAN) Jul 2020 - Present
Islamabad

Chapter Member - Balochistan Nominated by Institute of strategic studies, research and analysis (ISSRA)/ NDU 2020 - Present
Islamabad

Partner, Sunehri Traders and Builders, Mar 2014 - Present
Quetta

Mines and Mineral Affairs
Baluchistan

Energy Department Affairs
Baluchistan

Agricultural & Cooperatives
Affairs Baluchistan

Livestock and Dairy
Development Department
Affairs Balochistan

Social Welfare, Special
Education, Literacy/ Non-
Formal Education and
Human Rights Affairs
Balouchistan

LANGUAGES

English

Urdu

Pushto

Quetta

Partner, Royal Homes Hotel Apartments Mar 2012 - Jun 2015
Dubai

Director Floors-R-Us Feb 2008 - Jun 2013
Karachi

Entrepreneur Commodity trading, M/S Feb 2007 - Jun 2008
Jhandia International
Karachi

PROFILE

A well reputed businessman and social entrepreneur from the city of Quetta in Balochistan Aman Shah belongs to the Syed Mushwani family from Killi Muhammad Khel in Tehsil Panchpai. He is well connected with the trading community in the province and other centres of business across Pakistan, and also with prominent landlords, tribal leaders and social figures in Quetta. Shah has represented Balochistan twice at major workshops conducted by the National Defence University - these were the 21st National Security Workshop in October, 2019 and the 10th National Media Workshop in November, 2020. Following up on his stellar record at the workshop, Shah is now serving as a chapter member for ISSRA's AAN in Balochistan. He is the Member Senate, for Bahadurkhan Women's University, Quetta and Board Member - Balochistan with Pakistan Red Crescent Society (PRCS). He is currently the Convener for the Union of Small and Medium Enterprises (UNISAME) in Balochistan. He has served as the Advisor to the Balochistan Board Of Investment and Trade (BBOIT) on Business development and Border trade markets from October 2020 to April 2021. A true believer in serving his country, Shah has worked on education, social uplift programs and fundraising for charities in his native area and Quetta city. And was also previously nominated as an advisor on the Board of Investment during the tenure of the interim Chief Minister in Balochistan.

He is the son of Ibrahim Shah, a prominent businessman and notable from Quetta. Both Ibrahim Shah and Aman Shah serve as the Mutawalis of Jamia Masjid Sunehri - built by Ibrahim Shah's late father and is based in the heart of Quetta city. Shah's philanthropic programs are run through Jamia Masjid Sunehri as well.

Shah is currently a landlord and agriculturist in Balochistan province, owning commercial properties in the Liaqat Bazar area of Quetta. His agricultural lands are located in Killi Muhammad Khel, and he has previously accommodated Afghan refugees on humanitarian grounds on his personal land without any compensation on the request of the Government of Balochistan. Shah holds an MBA from the Institute of Business Management and was very active with extracurriculars in school and at university. He was an active athlete winning many medals in sports, ranging from cricket to swimming.

He began his professional career as a banker with NIB Bank in Karachi. Shah built up on his success at the bank and moved on as

an entrepreneur working in trading and then launched his own company, Floors R Us in 2008. With Floors R Us, Shah got the opportunity to work with some of the largest corporations and hotel chains in Pakistan. His company worked exclusively with RBS and Hotel 1 locations all over the country, and also worked on Arif Habib House in Karachi

Moving on from the Floors R Us venture, Shah became a partner at Royal Homes Hotel Apartments in Dubai, expanding his horizon and working in management and marketing. He is currently a partner in Sunehri Traders and Builders, working in construction and the property business all over Karachi and Quetta

EXTRACURRICULAR ACTIVITIES

National Media Workshop (NMW – 10)
Islamabad

**National Security Workshop (NSW – 21),
National Defense University**
Islamabad

**Landlord with holdings in Liaquat
Bazaar, Quetta**

**Caretaker of Jama Masjid Sunehri,
Quetta**
Quetta

**Agriculturist with land holdings in Killi
Muhammad Khel**
Panchpaj, Balochistan

**Previously accommodated Afghan
refugees on personal land on the
request of Government of Balochistan
without compensation and on
humanitarian grounds**

Financial donor at SIUT

**Philanthropist – currently involved in
supporting flood victims of 2022**

Brief Profile of Syed Asad Ali Shah

Chartered Accountant engaged in professional practice, with over 35 years of professional advisory services to most of Pakistan's prominent corporate and financial sector entities in private and public sector.

Current Engagements:

- Chief Executive Asad Ali Shah Associates, Chartered Accountants
- Chairman Befiler (Pvt) Limited, Paksitan's first and largest digital tax advisory firm.
- Board Member of Bank of Khyber
- Regularly writes on macro-economy, corporate and public sector governance and other matters of public interest.
- Working to promote public interest, entrepreneurship and innovation.

Significant past engagements

- Country Management Partner/Senior Partner of Deloitte Pakistan, member of world's largest professional services for 20 years till May 2018.
- President of the Institute of Chartered Accountants of Pakistan;
- Member of Board of International Federation of Accountants, (global body representing 180 professional organizations in over 135 jurisdictions & more than 3 million accountants);
- Chairman of Inter-governmental working group on accounting & financial reporting (ISAR), UNCTAD, United Nations Geneva.
- Member Policy Board : The Securities and Exchange Commission of Pakistan, apex regulator of Pakistan's Corporate Sector.
- Member Prime Minister's Taskforce on Government Restructuring
- Chairman Board of Directors of Pakistan Refinery Limited
- Board Member of Karachi Electric (KE).
- Board member of Thar Coal Energy Board and first Chairman of Sindh Engro Coal Mining Company – played pioneering role in developing Pakistan's largest public private partnership for development of Thar Coal with estimated investment of over \$ 5 billion.
- Advisor to Chief Minister Sindh on Finance (status & powers of Provincial Finance Minister) of Sindh Province from 1993 to 1996.

ATTESTED

MUHAMMAD ASAD-UR-REHMAN
OATH COMMISSIONER
KARACHI

11.4 NOV 2023





MUHAMMAD SULEMAN CHAWLA
SENIOR VICE PRESIDENT

Federation of Pakistan Chambers of Commerce & Industry (FPCCI)

Hailing from a business family, Muhammad Suleman Chawla was raised in Karachi. Studies in Habib Public School and graduated from Karachi University in 1990. After completing his formal education, he ventured into the intricate world of business and joined Barque Corporation, involve in distribution of FMCG. The company's phenomenal success can be attributed to Suleman's sheer hard work, passion and commitment. Today, Barque Corporation is recognized as one of the most reliable company in Pakistan dealing in distribution of FMCG.

Muhammad Suleman Chawla Possesses excellent management and leadership skills and is actively involved in business and community affairs, regularly contributing his time and effort for the benefit of business community of Pakistan. He was a Member Executive Committee in Karachi Chamber of Commerce & Industry in 2005. He also served as President SITE Association of Industries (2020). He was Senior Vice President of Lasbella Chamber of Commerce & Industry (2021) & currently serving as Senior Vice President of the Federation of Pakistan Chambers of Commerce & Industry. His commitment to national interests, economic and trade development, profession, and humanitarian pursuits, combined with impeccable knowledge of international trade, Industry, finance and economy has resulted in numerous accolades and achievements.

Muhammad Suleman Chawla professional acumen and remarkable understanding of complex trade, finance, economic, social investment and industrial issues are his forte, which not only earned him wide acknowledgment, but also helped him earn his spurs as a thorough professional.

Ahmed Munaf Lodhikawala

Address: House#186/1/A Adamjee Nagar Main Tipu Sultan Karachi , Karachi | Phone: +92(300) 8272723 | Email: ahmed_munaf@yahoo.com

EDUCATION

Institute of Business Management (IoBM)	BBA (Marketing), 2000-2004
Avicenna School	A Levels 1998-2000
The City School	O Levels 1996-1998

WORK EXPERIENCE

M-Tex August 2007-Current

Proprietor

- M-Tex is the sole agent for the Polyester yarn in the Pakistan market for Hangzhou Zhongli / Zhongcai China yarn. The company is involved in the business of indenting Polyester yarn where Ahmed has made it a house hold name in the B2B Textile space. The company does business with some of the largest textile exporters from Pakistan. In around 15 years Ahmed has made it one of the biggest imported polyester brands in the country.

Merit Packaging

May 2021-Current

Director and Audit Committee Member

- Nominated by shareholders to help improve and turn around the company which was in losses for the last 3 years. After coming on the board in a short time period of 6 months the company Merit Packaging has become cash flow positive. A huge improvement compared to the losses it was making earlier. I am a vocal member of the board helping the company improve its performance and also pushing management to be better.
- Director Training Programme qualified from PICG (Pakistan Institute of Corporate Governance)

International Memon Organization

Sep 2022-Current

Vice President, Pakistan Chapter

- Nominated as VP IMO (the largest Memon Organization) whose purpose is to help Memon's globally by indulging in social welfare along with helping the community at large.

EXTRA-CURRICULAR AND OTHER INFORMATION

- Appointed Convener of Federation of Pakistan Chamber of Commerce & Industry (FPCCI) Central Standing Committee on Polyester Filament Yarn.
- Nominated for the National Committee (Pakistan Chapter) for Developing-8 Countries Chamber of Commerce & Industry (D-8 CC) by the FPCCI.
- Ahmed is also the Chief Patron of IMO (International Memon Organization) Young Memons (with over 10 million global members) which is one of the largest Memon organizations in the world.
- He is the Vice President of Jampur Memon Association (JMA) for the years 2018-2021 and also serves as the Chairman of the Education Board of the JMA.
- Served as a member of the Managing Committee for Karachi Club for the years 2019-2020.
- Ahmed also believes in the concept of shareholder activism where he along with a group of other like minded investors help managements to improve their businesses creating value for both major and minority shareholders alike.
- He is currently on the Board of Merit Packaging Limited as a representative of the minority shareholders and also a member of the Audit Committee of the company.

Summary

Mr. Ahmed Munaf Lodhikawala is the proprietor of M-TEX, which indents Polyester yarn, and is the sole agent for the Polyester yarn in the Pakistan market for Hangzhou Zhongli / Zhongcai China yarn. He has more than 15 years of experience in leading businesses. Apart from this he also has interests in running a Textile Weaving mill, Real Estate projects, Car Dealerships along with exporting Hand Knotted Carpets from Pakistan.

Ahmed was also recently Appointed Convener of Federation of Pakistan Chamber of Commerce & Industry (FPCCI) Central Standing Committee on Polyester Filament Yarn. He has also been nominated for the National Committee (Pakistan Chapter) for Developing-8 Countries Chamber of Commerce & Industry (D-8 CCI).

Ahmed is also the Chief Patron of IMO (International Memon Organization) Young Memons (with over 1 million global members) which is one of the largest Memon organizations in the world. Nominated as VP IMO whose purpose is to help Memon's globally by indulging in social welfare along with helping the community at large. IMO is also involved in significant social work across Pakistan where it helps underprivileged individuals improve their lot through scholarships along with improving access to sports and helping the memon community navigate tough times. Ahmed also devotes his time to helping advance the cause of education where he is the Vice President of Jetpur Memon Association (JMA) for the years 2018-2021 and also serves as the Chairman of the Education Board of the JMA. They have started a white fund scholarship for all kinds of students including Masters Programmes and currently supporting around 1,500-1,700 Students with support of WMO (World Memon Organization) and JMA. He has also served as a member of the Managing Committee for Karachi Club for the years 2019-2020.

Ahmed also believes in the concept of shareholder activism where he along with a group of other like minded investors help managements to improve their businesses creating value for both major and minority shareholders alike. He is also on the Board of a listed company Merit Packaging Limited (A Lakson Group Company) as a Non Executive director/Audit Committee member serving the interests of minority shareholders as an independent Director. Ahmed has also completed a Director Training Programme course from Pakistan's Premier Institute of Corporate Governance called PICG (Pakistan Institute of Corporate Governance).

Shakeel Ahmad Choudhary

Construction/Banking

Address Lahore, PB 54792

Phone +923218446595

E-mail shakeelchoudhary@yahoo.com

Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.



Skills

- ◆ Relationship Management
- ◆ Account management
- ◆ Business Management
- ◆ Risk Assessments
- ◆ Business Development
- ◆ Staff Management
- ◆ Budgeting
- ◆ Operations management
- ◆ Contract Management
- ◆ Profit & Loss
- ◆ Microsoft Office usage



Work History

- ◆ **Nov 2013 - Sole Proprietor**
Current *Zaaria Associates, Lahore, Pakistan*

- Reviewed individual department performance and worked with leadership to improve processes, procedures, and practices.
- Negotiated with suppliers and delivery workers and ordered materials according to forecasted customer demand.

- Engaged positively with staff and leadership colleagues, soliciting and encouraging feedback and collaborative spirit.
- Negotiated terms of business acquisitions to increase business base and solidify market presence.
- Analyzed and tracked business metrics and made appropriate adjustments to meet supply and demand needs.
- Made large-scale financial decisions and supervised company spending to reduce material losses and maximize profits.
- Managed financial, operational and human resources to optimize business performance.
- Developed innovative sales and marketing strategies to facilitate business expansion.
- Established and maintained strong relationships with customers, vendors and strategic partners.

◆ Sep 2012 -
Oct 2013

Branch Manager

MCB Bank Ltd., Multan, Pakistan

- Maintained friendly and professional customer interactions.
- Engaged employees in business processes with positive motivational techniques.
- Assessed employee performance and developed improvement plans.
- Interviewed and hired talented individuals with top-level strengths, improving organizational talent, and skill set.
- Created strategies to develop and expand existing customer sales, resulting in increase in annual sales.
- Resolved various issues impacting sales management and business operations.
- Complied with regulatory guidelines and requirements.
- Generated financial and operational reports to assist management with business strategy.

◆ Dec 2007 -
Sep 2012

Branch Manager

NIB Bank Ltd., Multan, Pakistan

- Maintained friendly and professional customer interactions.
- Engaged employees in business processes with positive motivational techniques.
- Met deadlines by proactively managing individual and team tasks and streamlining processes.
- Interviewed and hired talented individuals with top-level strengths, improving organizational talent, and skill set.
- Resolved various issues impacting sales management and business operations.
- Implemented service improvements to enhance sales cycle.
- Complied with regulatory guidelines and requirements.
- Examined customer loan applications for loan approvals and denials.

- Reviewed and edited loan agreements to enhance clarity and monitor compliance with requirements.

◆ Sep 2003 -
Dec 2007

Relationship Manager

Bank Alfalah Ltd , Multan , Pakistan

- Built and maintained relationships with new and existing clients while providing high level of expertise.
- Responded to customer inquiries and resolved complaints to establish trust and increase satisfaction.
- Maintained knowledge on banking products and distribution to provide optimal service support.
- Created and maintained databases to track customer discussions and preferences for accurate, updated records.
- Designed and maintained financial models to identify and measure risks.
- Created financial dashboards to provide insights into key performance indicators.
- Complied with established internal controls and policies.



Education



Sep 2000 -
Dec 2002

Master Of Computer Science : Software Engineering

Hamdard University - Lahore



Sep 1998 -
Aug 2000

Bachelor Of Science: Computer Science

Bahauddin Zakaria University - Multan



Languages



Urdu



Native or Bilingual



English



Professional Working