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Experience

3rd Sept-2015 to date

AA Quality Builders
Chief Operating Officer Posted at Karachi- Pakistan.

Raised company revenue from **15 Crore** to **49 Crore** per month within 4 month.

Supervise Construction Project worth **21 Billion PKR**

Project at BTK, Askari Housing, DHA City, Gwadar DA and Fazia Housing etc.

Represent Company at all Board/Seniors levels at Private & Public Sector.

With personal efforts form JV With Malaysian Business Tycoon M?S Bina Puri Bhd Sdn.

Design and implement business strategies, plans and procedures, paid off **57 Crore** bad debts.

Set comprehensive goals for performance and growth and saved **15% construction** cost.

Establish policies that promote company culture and vision

Oversee daily operations of the company and the work of executives (Sales, Operations Marketing, Client Relations, Procurement, Government Relations, and Finance etc.)

Lead employees to encourage maximum performance and dedication

Assist Chairman in all matters of importance

Participate in expansion activities (investments, acquisitions, corporate alliances etc.)

Manage relationships with partners/vendor, various government departments.

Arranged machinery, materials, chemicals, iron, cement and shuttering on credit from market worth **70 Crore** on discounted rates.

Hired about **5000 to 7000** employee.

22nd Nov-2013 to 21 July 2015

CTC of Qatar -

Business development consultant for Pakistan and South Asia .

Posted at Pakistan and Malaysia.

- Establish relationship and dealing with government and non-government bodies.
- Negotiated M-9 Project and successes in getting the Project.
- Represent company at Board/Senior levels in Private & Public Sector.
- Brought 3 BOT project on board.
- Set comprehensive goals for performance and growth and saved **10% office expenses..**
- Retain old clients and brought new client on board.
- Ensure business relations across a galaxy of local and Corporate Sector.
- Arrange meeting for company President and CEO at C level with Public and private sector.
- Set comprehensive goals for performance and growth and saved **14% office expenses..**

19th April 2010 to 12nd Oct-2013

CBOSS Switzerland.

Sales & Commercial Director Middle East/Central Asia / Africa & Partially Europe.
Posted at Dubai, Switzerland and Russia.

- Retain old clients and brought new client on board.
- Oversee daily operations of the company and the work of executives (Sales, Operations Marketing, Client Relations, Procurement, Government Relations, and Finance etc.).
- Apart from my region, help company grow in Europe.
- Registered Company globally as approved vendors of leading Telecom Group
- Globally set up network of dealers and local agent/re-seller, were company do not operate office.
- Increased revenue **50%** by achieving sales target.
- Establish relationship and dealing with government and non-government bodies.
- Managing recovery of company old debts.
- Set comprehensive goals for performance and growth and saved **25% office** cost.
- Represent Company at each and every Telecom Exhibition and Conferences.

- 20 July` 2006 till 15th March 2010

Consistel Singapore PTE Limited. Singapore.
Business Director Pakistan, Bangladesh and Gulf Region
Posted at Bangladesh & Singapore.

- Introduce new techniques to enhance company revenue by **45%**.
- Single handed retain **16 million** worth contract, and saved **20%** construction cost.
- Single handed achieved full one year target in first month of Q-1.
- Overall In-charge of the region with focus on generating business and creating a business platform for the company provide operational support and act as a catalyst between the clients and company management.
- Oversee daily operations of the company and the work of executives (Sales, Operations Marketing, Client Relations, Procurement, Government Relations, and Finance etc.)
- Acquire more than **300** corporate building/Mall/Hotels and **400** Micro/Marco sites in the region for IBS installation, on the lowest rent which was highly appraised by Key people of GSM Operators.
- Timely delivery of the items and ensuring realization of the resultant payments.
- Got 20% more discount from the Vendors on final payments.
- Supervise 21 million dollars project and deliver in time in Pakistan & Bangladesh.
- Hire and trained about **350** employee for company.

- 12th March` 2004 – 25th June`2006

Telecall Payphone Pvt Limited which rename as Burraq Telecom Pvt Limited Islamabad –Pakistan

Regional Head,
Posted at Lahore -Pakistan.

- Raised sales company by **100%** .
- With my hard work company name was remove from defaulter list of Government as good pay master
- Government awarded License for broadband on the basis of good pay master.
- Recover all the bad debts and introduced sale on cash payment, this stop leakage of revenue.
- Achieved sales above target before launching the product.
- Undertake business dealings major Financial Institutions and Government Departments, Manage Funding.
- Manage all administrative matters including office acquisition & management provision of all logistics etc.
- Ensure business relations across a galaxy of local and Corporate Sector.
- Appointing distributors and agent.
- Saved every month about **50%** company cost.

- 31st July` 1995 to 2nd February`2004

City Trading & Contracting Company Kuala-lampur - Malaysia

Country Head for Malaysia and Pakistan.

Posted at Malaysia, Qatar and Pakistan.

- Achieved New Kediah City project for the company.
- Maintain relations with senior officials in different government and non-government bodies and ensure business development and fund for the project.
- Raised **20%** revenue.
- Responsible for contract negotiation, undertake customer relations and manage administrative matters at all levels.
- Established offices in Malaysia and Pakistan and taking care of all logistic of the two country offices.
- Recruit the entire staff for the country offices. Oversee daily operations of the company and the work of executives (Sales, Operations Marketing, Client Relations, Procurement, Government Relations, and Finance etc.)
- All types of procurement was supervise by me I saved about **30 %** from procurement.
- Hired and trained about **2500 to 3500** employees.
- Appointed vendors /supplier on the terms which was highly appreciated by the company MD.

- 01st July` 1987 to 30th June`1995

City Trading & Contracting Company Doha-Qatar

General Manager Operations.
Posted at Dubai and Doha.

- Successfully close deals of 2000 housing project.
- Achieved project of 200 houses of government low housing scheme.
- Ensure business development, sales and customer relation.
- Undertake dealing with the public and private sector.
- Responsible to maintain varied public relations and project management.
- Deal with the concerned Government department on constant basis.
- Oversee daily operations of the company and the work of executives (Sales, Operations Marketing, Client Relations, Procurement, Government Relations, and Finance etc.)

- 01st May` 1982 to 30th May`1987

Maqi Chemical Industries Pvt Ltd Lahore-Pakistan

General Manager

- Undertake dealing with the government department and looking all administrative affairs.
- Develop team of potential individuals through undertaking error free recruitment and selection process
- Responsible for financial matters, logistics, and procurement.
- Ensure business development, sales and customer relation.
- Responsible to maintain Safety and Security.
- Setting up of large Sales and Distribution networks.

education

- *MBA (Management)*
- *BBA (Human Resources Management)*

LANGUAGE

- *English*
- *Urdu*

REFERENCE

- Are available upon request.
- Can also read profile on linked :ae.linkedin.com/pub/sayed-iqbal-haider-jaffery/5/587/53/

SIGNIFICANT PROFESSIONAL ACHIEVEMENTS

- Manage to achieve the given target by obtaining license for Burraq for W.L.L from Government of Pakistan.
- Exceed the given target in one quarter, at Consistel and created a new history.
- Recover bad debts worth SGD 50 million within 3 months for Consistel in Pakistan & Bangladesh.
- Acquire about 150 critical and disputed sites for construction of deployment for IBS and outdoor sites in the region.
- Acquire 500 IBS and outdoor sites in the region.
- Successfully obtain NOC for construction from all relevant government authorities..

- Successful handle 35 terminated employees at Bangladesh.
- Manage meeting for CEO/MD with top level Corporate Head and high level government personal.
- Successful negotiation of project " Phase -1 Warid Bangladesh for Consitel and achieved sale for 4.5 mil USD
- Maintain personal relationship with key government official of Pakistan, Bangladesh and Middle East.
- Manage to get all relevant license for the Maqi Chemicals.
- Managing sales of 4.5 Million Rupees of Philips Street Lights & Accessories for Philip Pakistan to M/S Khalid Javed & Company (Unlimited Approved WAPDA Contractors)
- Identify new project for company before any competitor know.
- Recovered of bad debts equal to 40% of monthly running capital at Echo-West Pvt LTD.
- Tele Call pay phone increased sales 45% , declares good pay master by Government of Pakistan, when join was defaulter.
- Managed all logistics matter in Middle East and Africa Region
- Managed to resolved all government department matters of company successfully
- Got discount on final payment 25% from the Vendors on work done.
- Purchased equipment and saved every time 10% from the prevailing market rates.
- Resolved issues of existing clients and got additional business from them.
- Unique skills in making and maintaining relationship at any level.
- With Planning and Control increased 150% revenue.
- Achieved new projects by completing clients in hand work before schedule.
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Presentations on the International Conferences

Communica Asia Singapore.

Trade meeting at International Chamber of Commerce Dhaka- Bangladesh.

TETRA World Conference London – UK,

LTE Mina 2012 Dubai UAE.

DITF Austria.

GSMA World Congress Barcelona Spain.

Gramtech Germany.

AfricaCom South Africa.

Broadband World forum at Paris-France .

The Flagship Event of Pakistan ICT Industry.

TELSA 2012 Saudi Arabia.

Global IMS Conference Spain.

MNOs Industry Submit in Kuala Lumpur. Malaysia.

Policy Control and Real Time Charging event Amsterdam

References

*Mr. Rees Uddin Paracha.
Federal Insurance Ombudsman
Government Of Pakistan.*

*Brigader Mr. Aga Asif
Corp Office Karachi.*

*Mr. Ahtar Hussain Sajid
Addl. Secretary Government of
Pakistan.*