

A professional with 20 plus years of progressive experience within the manufacturing, ICT industries and academia along with skills to drive organizational growth and capitalize on new revenue potential.

**Objective:**

To devise captivating, fascinating, and unique practices of teaching that creates interest in the students. With the help of my cordial nature, I would like to build good rapport with students as well as other teachers around me.

**Strengths and Teaching Capabilities:**

- Managed and conducted various training sessions and workshops in the areas of strategic and operations management.
- Designated keynote speaker in various technology exhibitions in US and Pakistan.
- Solid expertise in project management course teaching, PMP exam preparation in alignment with PMI USA.
- In-depth knowledge of industrial engineering and engineering management disciplines.
- Taught graduate level courses for Industrial Engineering department at University of Illinois under a Teaching Assistance program.
- Acted as a guest faculty member to deliver presentations and seminars to under graduate and graduate level classes for Stuart business school.
- Highly capable of managing graduate level business and management classes comprises of business professionals.
- Talented organizer with hands-on teaching style.
- Fluent understanding of advanced management strategies, theories and practices.
- Skilled to gain success as a mentor with patience and ambition to mold students in right manner.
- Operations strategist, excellent presenter with polished written and verbal communications skills.

**Teaching Style:**

Learnings facilitated through a high energy interactive presentations, personal reflections, open discussions, challenges, simulations, and case studies. Expert in the following knowledge areas as:

- Strategy
- Marketing Management
- ERP Systems
- Industrial Engg
- Operations Management
- Strategic HRM
- Supply Chain Mgmt
- Organizational Behavior
- Project Management
- Corporate Strategy
- ICT Systems
- Leadership

**Education and Certifications:**

- M.B.A: Strategic Management of Organizations, 2007. Illinois Institute of Technology Chicago IL USA
- M.S: Industrial Engineering Systems, 1995. University of Illinois at Chicago, IL USA
- B.E Mechanical Engineering, 1991. N.E.D University of Engineering and Technology, Pakistan.
- Project Management training PCI USA 2002 and AUC Technologies Pakistan, 2012
- Project Management PMI training course PMP, 2010
- Project Management Certification AUC Technologies, 2014
- Six Sigma (DMAIC) Certification Course, University of Wisconsin, USA 2003
- Balanced Score Card Systems, Norton Kaplan 2010
- LEAN Enterprise and Value Stream Mapping USA 2001
- Change Management Certified Coursework, MTI Sri Lanka 2008
- HR Coaching Certificate Program by Narejo Consultants 2012
- Leadership Certificate Program, 2010, Franklin Covey USA
- Situational Leadership by Ken Blanchard, 2002 USA
- Value Stream Mapping 2003 USA
- LEAN Enterprise Systems 2004, USA

**Honors and Award:**

- Research and Teaching Assistance Positions: (1992-1994). University of Illinois at Chicago IL USA
- Keynote Speaker at Oracle Apps Day (Karachi-Pakistan) for ERP knowledge promotions 2008-2011.

- Guest Speaker at ITCN Asia for ERP business and awareness held at Karachi expo 2009.
- Pod casted an interview for Harvard Review on strategy to develop prosperity for inner cities through Stuart Business School, 2007.
- Conducted seminars on technology advancement on Business Automation Week, held yearly at McCormick Place Chicago. 2005-2007.

### **Academic Experience:**

Visiting Faculty, IBA (Institute of Business Administration) Karachi Pakistan.  
(Spring 2011-present)

- Teaching and facilitating following subjects for EMBA/MBA programs.
  - Strategic Human Resource Management
  - Strategic Management
  - Corporate Strategy
  - Operations Management
  - Recruitment and Selection Techniques

### **Industry Experience:**

1. Consulting Head: 2014 - Present. Convolair Pvt Ltd.  
Manages Oracle Operations (ERPs, Databases and Systems) - (Gold Partner Oracle)
  - Responsible for identifying and developing competencies and overall strategic direction of consulting.
  - Cultivating relationships with potential clients, principals and customers. Manages the marketing pitch to lenders and investors, responsible for sustaining the company's business through continually developing collegial relationships with employees and repeatable clientele.
  - Manages principals and partners properly informed and that sufficient information is provided to the them to enable to form appropriate judgments;
  - Responsible for company's overall consulting performance and profitability. New product development of Oracle products and Cloud technologies. Monitoring the company's daily Oracle operations, ERP Projects, Product Development, Sales, Pre-sales and Marketing.
  - Responsible for leading the development and execution of the consulting business long term strategy with a view to creating bottom line results. Maintaining awareness of both the external and internal competitive landscape, opportunities for expansion, customers, markets, new industry developments and standards, and so forth.
  - Drafting Financial Contracts, JV's, MoU's, business models up to the value defined by all stakeholders.
2. Country Manager: 2008- 2014. Jaffer Business Systems, Jaffer Brothers Pvt Ltd. Karachi Pakistan  
Responsible to lead all business operations, sales and marketing related activities for Jaffer across a combination of industry and geographical regions, with the objective of creating a well defined business strategy for JBS's business.
3. Business Unit Manager, Federal-Mogul Corporation. 1999- 2008. 7450 N McCormick Blvd. Skokie Illinois, U.S.A  
\$18B international organization serves OEM and Aftermarket with a variety of products.
4. Project Manager, R.G.Ray Corporation, 1998-1999. 900 Busch Parkway, Buffalo Grove, Illinois. U.S.A.  
\$65M, annual revenues generated from Design, Development and Manufacturing of precision components.
5. Project Specialist, Caterpillar Inc. 1996-1998. Pontiac Illinois. U.S.A.  
\$125B organization with multiple facilities worldwide.
6. Industrial Engineer, Parkview Products Inc., 1993-1996. Chicago, Illinois, U.S.A:  
\$80M Manufacturing Process Plant involves in the Design, Develop and Manufacturing Industry.
7. Sales Engineer, SAS Corporation, 1990-1991. Karachi, Pakistan  
Sales and advisory services company involved in procurement and installation of Diesel generating systems.

### **Professional Affiliations:**

Senior Member: Project Management Institute (PMI), Member Harvard Business Publishing for Educators, Society of Manufacturing Engineers (SME), American Society of Mechanical Engineers (ASME), Pakistan Engineering Council (PEC).