

HD EXCLUSIVE INTERVIEW WITH MR AFTAB SYED,
CEO AINIT CONSULTANCY SERVICES (PVT) LTD
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PAGE: CAN YOU TELL ME SOMETHING ABOUT
YOURSELF AND YOUR BUSINESS, PLEASE?

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AFTAB SYED: I was born in 1965 in a well-to-do religious family in Pakistan's biggest Metropolis, Karachi. Karachi is a port city and an industrial hub, a city which never sleeps and the one which has the capacity of embracing every individual from all over Pakistan. I received my early education in Karachi and completed my SSC from Karachi as well. I did my Bachelor's of Science from University of Karachi in 1987 and further enhanced my education by doing electrical engineering from Sydney in 1994. By profession I am an electrical engineer, specialising in ISDN and worked for Telstra, Australia in the capacity of Senior Telecom Technical Officer from 1994 till 1999. It has always been my passion to keep myself abreast with the latest trends and terminologies and just because of this I have always kept myself updated regarding industry standards, which in one way or the other led to various certifications and professional body memberships. Relevant details are outlined as under:

Became Qualified Education Agent Counsellor- QEAC with the PIER, Australia in Sept 2010. QEAC Registration No. F309

Got Immigration Advisory licence in March 2010 from Immigration Advisory Authority-New Zealand Government. To see current registration please visit <http://www.iaa.govt.nz/adviser-register/Adviser/Details/8b4b5fc0-9121-df11-ba0d-005056ac4763>.

Registered as a Registered Migration Agent in June 2009 with Office of Migration Agent Registration Authority, Australia a subsidiary of Australian Government. To see current registration please visit <https://www.mara.gov.au/search-the-register-of-migration-agents/registered-migration-agent-details/?id=048350f6-a252-e311-9402-005056ab0eca>

Completed Graduate certificate in Australian Immigration Law and Practice in April 2009 from Victoria University, Melbourne, Australia

Completed a certificate of Immigration Law for Migration Agents in 2002-2003 from Deakin University, Australia.

Have been managing three off shore offices including two offices in Pakistan, one office is Riyadh, Kingdom of Saudi Arabia and one office in Sydney, Australia since 2001, primarily promoting Australian immigration/New Zealand Immigration and education sectors.

Have successfully catered and assisted thousands of aspiring students and migrants for Australia and New Zealand, under applicable various visa subclasses. We have sent most of the Professionals People and their families to Australia in the field of Accountants, IT Professionals, Engineers and students.

We have also sent hundreds of students for their further studies to various countries including Australia, New Zealand and now we focussing to other countries like **China**, Turkey, Malaysia, Canada and Germany.

Considering the immense talent of Pakistani professionals and immense availability of experts from diverse industry sectors simply made my mind to emerge as an entrepreneur.

AINiT is a large customer based service provider which includes customers from diverse sectors of the industry. Australian immigration network and IT was established way back in 2001 and since then AINiT has made its name in the industry, by adhering strictly to quality standards and its sheer commitment towards the establishment rationale. As we are the trend setters in the consultancy industry, therefore people are using our services with great satisfaction such as professionals, associate-professionals, trades personnel, students and business personnel. We firmly believe that our success is purely because of our strong observance to quality services at affordable rates.

I am a registered member with the following professional authorities:

In conjunction to the explanation provided above and the educational needs foreseen regarding Middle eastern students, AINiT Consultancy services (Pvt) Ltd has finally established an office in Riyadh, Saudi Arabia, thereby catering to the needs and requirements of students belonging to Saudi Arabia and other adjoining middle eastern countries.

AINiT consultancy services (Pvt) Ltd with its sheer passion and commitment towards effective delivery of service is always considered as a benchmark and a beacon light for others to follow.

PAGE: YOUR VIEWS ON IMMIGRATION TO AUSTRALIA AND NEW ZEALAND FROM PAKISTAN IN 2014:

AFTAB SYED: The last three decades saw Australia develop into one of the world's most prominent international destinations for professionals. Immigration to Australia and New Zealand is a booming prospect

and these countries are in need of professionals in the field of IT, Engineering, Accounts/Finance HR. etc. It is expected that due to scarcity of professionals in Australia and New Zealand along with development work being going on in both countries down under the demand of such professionals will continue for the next decade.

AUSTRALIAN DEMOGRAPHY:

Figures from a reliable source indicate that there are about 31,277 Pakistani Australians. Sydney has one of the largest Pakistani communities in Oceania, and has been increasing since the point system was introduced to allow immigrants into Australia. According to the 2006 Census in Victoria there were an estimated 4,703 Pakistani born persons, with the majority living in Melbourne. The number has since tripled from the previous census which was in 1996. Those living in Victoria that are Pakistani born are highly educated with more than a third working in professional positions and about half working in clerical, production, service, transport and sales positions. There are many other shops with Pakistani and other South Asian related items for **sale** such as Pakistani clothing and entertainment. It is home to the largest South Asian marketplace in Oceania.

In 2012, around 7,400 Pakistani international students were studying in Australia, an increase from close to 5,000 in 2007. Under the Australia-Pakistan Scholarship Program, 500 scholarships were available to Pakistani students from 2005-2010 to facilitate postgraduate studies in Australia. Australia has become one of the largest markets for Pakistani students outside the United States and United Kingdom.

DEMOGRAPHY OF NEW ZEALAND:

According to 2001 statistics, Pakistani Kiwis size around a population of 3,000. However, since that time, the population of Pakistani Kiwis has been growing at a fair pace across many parts of the country with significant figures in Auckland. Now the population has grown to 5,000. Pakistanis are located in almost all the major cities and towns of New Zealand, including Auckland, Hamilton, Wellington, Christchurch, Tauranga, Otago and Dunedin.

As per the demography of both the countries, professionals along with vast number of students will make their way to these technologically advanced countries. Pakistan is a hub for professionals, whether its an engineer, doctor, other field champions, majority of them are appropriately qualified and thoroughly experienced, which particularly in some way or the other fulfill the requirements of the relevant assessing authorities and mainly the respective immigration department in question. Year 2014 will see a major brain drain and this will be primarily due to the high number of professionals needed in these countries.

PAGE: DO YOU THINK YEAR 2014 COULD BRING PROSPERITY TO PAKISTAN IN TERMS OF REMITTANCES FROM FOREIGN COUNTRIES?

AFTAB SYED: The remittances of Pakistanis living abroad have played an important role in Pakistan's economy and foreign exchange reserves. In 2013, Pakistan received a total of \$14.9 billion from its nationals working abroad, says a report prepared by a US think-tank, Pew Research Centre. Prosperity is something which every Pakistani is looking forward to, remittances, foreign currency reserves do provides stability to the economy, but there are other factors too, which if worked upon can simply provide Pakistan with a better future.

PAGE: HOW WOULD YOU COMMENT ON POLICY FOR IMMIGRATION?

AFTAB SYED: Immigration policy is normally governed by the requirements of a country's labour market demands. Every country whether big or small, moves on with the statistical figures provided by their relevant statistics department, it basically provides them with a clear picture that should the policy be tightened up or it should be relaxed, thus creating a ground to attract sound professionals from abroad. Australia has been accepting migrants since a long time, a giant leap has occurred since the inception of point based immigration policy.

Australia is an English speaking nation and they are keenly asking for those technically sound professionals who have confident familiarity with English language and can intermingle with Aussie environment easily. Take my home as an example, not everyone is allowed to enter the house, there is a standard, a decorum which needs to be followed and accordingly the ones who fulfil the criteria are more than welcomed. Australia is an extremely popular destination for highly skilled young people wishing to start a new life in another country.

The country's economy is strong and Australia is actively encouraging the immigration of skilled migrants. Skilled migrants wishing to work in Australia will be assessed on a points based system with points awarded for work experience, qualifications and language proficiency. Other ways of obtaining immigration visas to Australia include the Australian Family Migration and Humanitarian Programs. Australia's Migration Program for 2007-2008 provides for up to 152,800 places, with 102,500 of those under skilled migration -- such as the Australian Skilled Independent visa.

New Zealand has been actively encouraging skilled immigration to fill labor shortages as well as providing numerous other paths to residence. New Zealand's Skilled Migration Category (SMC) allows people with the skills and qualifications that New Zealand values to get residence or a permit to work. Applicants are scored against a points-based system and entered into a pool of potential migrants. Applicants are chosen every fortnight for an invitation to apply for migration to New Zealand. If a professional has good experience and has a relevant job experience along with competency and fluency in English he is eligible for immigration to Australia and New Zealand.

PAGE: YOUR VIEWS ON TALENT IN PAKISTAN:

AFTAB SYED: Pakistan is blessed with highly talented individuals who are a great asset for Pakistan waiting to be exploited. It is necessary to channelize and utilize this talent for economic prosperity of the country. Unfortunately due to slow progress in terms of development work in Pakistan they are not being properly and effectively utilized.

PAGE: YOUR VIEWS ON JOB PROSPECTS IN AUSTRALIA AND NEW ZEALAND FOR PAKISTANIS:

AFTAB SYED: This answer to this question can be linked with the previous one. The untapped talent in Pakistan, due to recessive development work, can better be utilized by sending them to Australia and New Zealand abroad. Australia and New Zealand both have a booming and highly developed economy in need of professionals for their development work. There are currently shortages of skilled workers in many sectors, including IT, Engineering, and Finance/Accounts. It's estimated, for example, that there will be thousands of vacancies in these sectors in the next decade.

STATISTICAL ANALYSIS AUSTRALIA:

Australian employers report encouraging signs for job seekers in the first quarter of 2014 with 20 percent expecting to increase staffing levels, according to the latest employment outlook survey from Manpower. The results show nearly all sectors and regions in Australia are expecting a modest increase in hiring to bring in the New Year. Overall, employers in the Australian Capital Territory and Northern Territory reported the strongest employment outlook. In the ACT, hiring outlook is expected to increase by 9 percent quarter on quarter to reach a Net Employment Outlook of plus 17 percent, while in the Northern Territory the outlook is set to improve by 2 percent. In Queensland, employers expect hiring to increase by 8 percent quarter on quarter to a Net Employment Outlook of plus 6 percent, an adjustment to the market after a sharp fall last quarter.

Hiring in New South Wales continue to follow the national average, rising 4 percent to plus 7 percent. Employers in Victoria reported a slight increase in overall hiring outlook of 1 percent to an outlook of plus 8 percent. Western Australia should experience a similar increase in hiring, moving from a forecast of 4 percent to 5 percent in the first three months of the year. In Tasmania and in South Australia the Net Employment Outlooks should lift 3 percent to 1 percent, and 4 percent respectively. Across the sectors employers in finance insurance and real estate and **mining** and construction expect the largest hiring increases, both seeing a 6 percent jump in outlook to 16 percent and 1 percent, respectively. The **mining** sector is starting to see movement in projects after a tough year; however, this activity will take time to flow through to jobs on the ground.

Employers in the services sector are planning to increase hiring by 4 percent to an Outlook of 12 percent, while those in the manufacturing sector also report a 4 percent rise to a Net Employment Outlook of 6 percent, the sector's strongest outlook since the middle of 2012. Transport and utilities should see a small increase in hiring up 2 percent to a Net Employment Outlook of 7

percent while employers in wholesale and retail trade expect no changes to hiring and the Outlook will remain at 3 percent. In line with federal government cut backs, the public administration and education sector is expecting a slight fall in hiring intentions, down 2 percent to a Net Employment Outlook of 4 percent. The most important factors for organisations to succeed in 2014 will be adaptability, a willingness to embrace innovation at both an individual and corporate level, and the ability to look ahead in terms of human capital needs.

The new Australian government has promised to work more closely with businesses and it is expected that it will answer positively to the demands and needs of the labor market.

STATISTICAL ANALYSIS NEW ZEALAND:

Employment up, unemployment down as labour market continues to improve. The number of people employed in New Zealand increased by 0.7 percent for the quarter ending September 2013, according to Statistics New Zealand's Household Labour Force Survey. Both full-time and part-time employment increased in the quarter. Over the year to September 2013 the number of people in the workforce rose 0.9 percent.

The September survey also recorded a drop in unemployment, with the number of unemployed going from 6.4 to 6.2 percent. Unemployment was down from 7.3 percent a year ago. It is now at its lowest point since January 2010, though still well above pre-recession levels.

The improving employment and unemployment rates stem from the on-going economic recovery, which has translated into businesses being in a better position to take on new staff. Growing optimism that the economy is on the right track is reflected in employers hiring intentions for the year ahead.

AUCKLAND AND CANTERBURY LEADING THE WAY

Auckland and Canterbury continue to **lead** the way in employment growth. Much of this growth has been driven by retail trade, accommodation and food services, construction and manufacturing.

In the year to September 2013, Auckland employment rose by 55,500 people, while unemployment decreased by 12,000 people. The Auckland unemployment rate fell 1.9 percent to 6.7 percent over the year to September 2013.

PAGE: APART FROM GENERAL SKILLED MIGRATION AND STUDENT VISAS, WHAT OTHER VISAS COULD PAKISTANI CITIZENS GET?

AFTAB SYED: We have been processing and getting the following:

Partner visa

Tourist Visa

Temporary Residency Visa

Family Visa

Employer Sponsorship Visa

State Sponsorship Visa

Refusal Visa

MRT Visa

PAGE: WHY SHOULD PEOPLE MIGRATE TO AUSTRALIA?

AFTAB SYED: Because of:

Lowest Unemployment ratio.

Migrant can get un-employment benefits

Family allowance

Free education for your kids

Free medical

Politically stable and booming economy

World class quality health care system

Australian Passport can be obtained after spending 4 years in Australia as an immigrant

Australian Passport holder can visit most of the top world countries without a visa

PAGE: WHAT SORT OF SKILLED WORKERS DOES AUSTRALIA NEED FROM PAKISTAN?

AFTAB SYED: There are three main skilled categories which Australia needs and we also successfully recruiting the following professionals:

ACCOUNTANTS:

Experience: Internal and External Auditor, Accountant General, Management Accountant etc

Qualification: ACMA, ACA, FCA, ACCA and CIMA

We need at least three years of post qualification.

IT PROFESSIONAL:

Computer Network and System Engineers, Network Administrator, Data Base Administrator, Software Quality Assurance Engineers, Software Tester, ICT Business Analyst, System Analyst, Analyst Programmer, Software Engineers, Developer Programmer, etc.

ENGINEERS:

Civil, Electrical, Mechanical, Petroleum and **Mining** and Agriculture, Engineer Manager, Electronics etc

OTHERS:

Architect, HR Manager/Advisor, Financial Investment Advisor, Sales and Marketing Manager, Finance Manager, Supply and Distribution Manager, University Lecturer etc.

BUSINESSMEN: Owners, Investors and Entrepreneurs
-- NO IELTS*

PAGE: WHY PEOPLE SHOULD MIGRATE TO NEW ZEALAND?

AFTAB SYED: Because of:

One of the safest and clean country

Politically stable and blooming economy

Advance technologies

Sustainable growth due to stable environment

Freedom of speech and rich cultural diversity

State-of-the-art health facilities

World class universities

Vibrant cultural diversity

Safe and secure environment

Mild climate

NEW ZEALAND NEEDS THE FOLLOWING SKILLED WORKERS:

Food Technologist

Systems Analyst

Developer Programmer

Software Engineer

Net Programmer

Computer Network and Systems Engineer

ITC Business Analyst

Multimedia Designers (Film Animator)

University Lecturers

CO

unsthk : University of Karachi

IN

icnsl : Business Consultancy | iacc :
Accounting/Consulting | ibcs : Business/Consumer
Services

NS

niex : Interviews with Corporate Executives | nitv :
Interviews | ncat : Content Types | nfact : Factiva Filters
| nfcpx : FC&E Executive News Filter

RE

austr : Australia | pakis : Pakistan | saarab : Saudi
Arabia | auckl : Auckland | sydney : Sydney | victor :
Victoria (Australia) | apacz : Asia Pacific | asiaz : Asia |
ausnz : Australia/Oceania | dvpcoz : Developing
Economies | gulfstz : Persian Gulf Region | indsubz :
Indian Subcontinent | meastz : Middle East | nswals :
New South Wales | nz : New Zealand | sasiaz :
Southern Asia | wasiaz : Western Asia

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