

# JUNAID JALIL KHAN

*Strategy Planning & Execution, Financial Management, Treasury, Automations*

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## Profile:

**Seasoned Finance & Business Leader** with **over 19 years of experience** in **listed and private entities** spanning **various industries**. Proven track record in **helping businesses achieve** their **goals** in their challenging, sustained and growth phases through strategic financial planning & management, business excellence initiatives, negotiations and deal structuring. Led cross-functional **teams**, prioritizing continuous **learnings and capacity building**. Committed to fostering **innovation & digital transformation** for **long-term sustainability**.

## Core Expertise:

- Financial Planning & Analysis: Budgeting, Forecasting, Financial Modeling, Feasibility Study
- Treasury: Planning & Management
- Investor Relations Management
- Financial Due Diligence
- Capital Procurement: Debt Financing, Equity Raising (Startup Funding Rounds)
- Capital Deployment: short to long term investments in Debt & Equity
- Accounting: Recording & Reporting
- Corporate & Investment Banking
- Project Management: ERP Implementations
- Negotiation & Deal Structuring
- Secretarial & Regulatory Compliances
- Business Excellence: Automations & Cost Optimization

## Industries Worked In:

- Retail – Fast Fashion
- E-Commerce / Tech / Start-up / Pharma Supply Chain
- Manufacturing – Textile (For Local markets & Exports)
- Venture Capital & Private Equity / Business Conglomerate (Real Estate, Insurance, Tracking & Navigation, Tech)
- Corp. & Investment Banking

## Summary of Accomplishments:

- Startup Funding Rounds & Investor Relations:** Led Primary & Secondary rounds worth USD 20Mn+ at HoldCo level, Singapore. Improved Corporate Governance. Built strong relationships with diversified investors across the globe
- Debt Financing – Borrowing (Conventional & Islamic / Shariah Compliant):** Raised local debt for PKR 20Bn+ & Foreign debt for USD 10M+ for CAPEX and Working Capital Requirements etc. through revolving credit lines, Term Finance Facilities and issuance of instruments i.e. **Commercial Papers, PPTFCs, SUKUKs**
- Business Efficiencies:** Saved costs on an annual basis for ~PKR 100M, through multiple self-Initiatives
- Financial Models, Feasibilities & Business Plans:** Prepared 200+ and reviewed 300+ Financial models, feasibilities & business plans for different industries/segments for their ongoing businesses, expansions, diversifications, Buyouts, business revivals/rehab, etc.
- Regulatory & Secretarial Framework:** Helped incorporate several companies, formation of Group structures, transfer of running businesses and overseeing related regulatory and secretarial compliances i.e. with SECP, FBR, etc.
- Debt Financing – Lending:** Cumulatively lent PKR 100Bn+ (against funded & non-funded lines) to businesses in different sectors/industries for working capital, expansion, trade and greenfield projects

- **Balance Sheet / Debt Re-Profiling:** As corporate and investment banker, structured and Re-Structured debt (funded & non-funded) for the revival of sinking businesses for PKR 25Bn+
- **ERP Implementations:** Participated in the implementation of SAP, Microsoft Dynamics 365 and led as Project Head for implementation of Odoo and its integration with bespoke E-Commerce platform

## Experience:

### **TPL Corp Limited**

(Karachi, Pakistan)

*May 2023 – Present*

Entity/Business Type: **Public Listed Company / Venture Capital & Private Equity / Business Conglomerate** i.e. Real Estate (Property Development, REIT etc.), Insurance (Life & General), Security Services, Tracking, Navigation & Mapping, other Tech Startups

#### **Group Chief Financial Officer**

*Sept 2024 – Present*

- Steering **financial strategy** i.e. capital sourcing (Debt & Equity), capital allocation, investment & divestment decisions
- Analyzing **financial performance** of the group and its subsidiaries
- Secretarial & Regulatory **Compliances**

#### **Group Financial Controller**

*May 2023 – Aug 2024 (1 Year 4 Months)*

- Recording, **Reporting**, Budgeting, Controlling & **Financial Management** (Incl. Treasury) at the company level
- **Consolidation** of Financial Statements at the **Group level**
- **Secretarial & Regulatory Compliances** i.e. with Pakistan Stock Exchange (PSX), State Bank of Pakistan, SECP, FBR, Credit Rating Agencies, Shariah Compliance for SUKUK etc.;
- **Due Diligence** and active participation in **acquisitions, mergers & listing** on PSX through **reverse merger** etc.

### **Dawaai Private Limited**

(Karachi, Pakistan)

*Feb 2020 – May 2023 (3 Years 3 Months)*

Entity/Business Type: **E-Commerce/Tech/Startup/Pharma Supply Chain**

#### **Head of Finance**

*Feb 2020 – May 2023 (3 Years 3 Months)*

- **Investors relations, Start-up Funding rounds**, Capital structuring, legal & statutory compliances, Governance
- **Financial Management, Strategy & Financial Planning** (Incl. Inventory Optimizations), overall Accounting & Reporting
- **Project Management**, Development of policies and procedures

#### **Head of Business - Services**

*Aug 2022 – May 2023 (11 Months)*

- Overall **responsibility of P&L & Growth** of the business vertical
- New **business partnerships and alliances**, Oversee **Service-Operations**

### **Khaadi (SMC-Private) Limited**

(Karachi, Pakistan)

*Sep 2014 – Jan 2020 (5 Years, 5 Months)*

Entity/Business Type: **Retail – Fast Fashion (Formerly engaged in Textile Manufacturing & Exports)**

#### **Senior Manager – Treasury, Trade & Financial Planning**

*Jan 2017 – Jan 2020 (3 Years, 1 Month)*

- **Treasury & Capital Procurement:** Cash Flows Planning (short and long term), arrangement (debt / equity); **Minimizing cost** through innovative solutions; **Maximizing returns** through effective utilization and placements of funds; Relationship management, negotiations
- **Trade Planning & Operations:** Imports, Exports and Inland LC procurements (which were 100% of COGS)
- Feasibility reports (including Financial Models) & Business Plans for **Business diversification & expansions**
- **Budgets, Forecasts, KPIs setting and performances monitoring**

### **Manager – Finance**

Sep 2014 – Dec 2016 (2 Years, 4 Months)

- Recording, **Reporting** & Analysis; Periodic closings & Preparation of Financial statements; Coordination with Internal & External Audits; **Secretarial & Regulatory Compliance**, Policies & Procedures development; **Automations**

### **PAIR Investment Company Limited**

(Karachi, Pakistan)

Nov 2013 – Sept 2014 (11 Months)

Entity/Business Type: **Development Financial Institution / Investment Bank**

### **Manager – Corporate & Investment Banking**

- Debt** financing, **Investment & Advisory** solutions to Corporates & HNWLs;
- Due Diligence** – Covering Industry, Security, Financial, Risk perspectives, etc.

### **National Bank of Pakistan**

(Karachi, Pakistan)

Mar 2005 – Oct 2013 (8 Years, 8 Months)

Entity/Business Type: **Public Listed Company / Financial Institution / Commercial Bank**

### **Credit-Financial Analyst - Corporate Financing**

Feb 2008 – Oct 2013 (5 Years, 9 Months)

- Due Diligence**–Covering Industry, Security, Financial, Risk perspectives etc.;
- Transaction Structuring** & Restructuring

### **Assistant Product Manager – Margin Finance**

Jun 2006 – Feb 2008 (1 Year, 9 Months)

- Due Diligence, Securitization, Portfolio management & monitoring

### **Assistant Manager – Reporting & Budgeting**

Mar 2005 – Jun 2006 (1 Year, 4 Months)

- Reporting & Analysis; Budgeting, Forecasting, Setting KPIs and Performance evaluation for business segments

### **Afroze Textile Mills Private Ltd.**

(Karachi, Pakistan)

Jun 2004 – Feb 2005 (9 Months)

Entity/Business Type: **Textile Manufacturing & Exports**

### **Assistant Manager – Finance**

- Recording, Reporting, Receivables, Payables

## **Education:**

ACMA / FCMA

2013 / 2018

Institute of Cost & Management Accountants of Pakistan

**MBA – Banking & Finance**

2007

Muhammad Ali Jinnah University, Pakistan

Member ACCA

2024

Association of Chartered Certified Accountants (ACCA), UK

**Masters – Economics**

2004

University of Karachi, Pakistan

CMA, UK

(1 Paper to go)

Chartered Institute of Management Accountants, UK