

SYED ALI USMAN GARDEZI

E: aligardezi49@hotmail.com . M: +92-321-462-0500 . A: Punjab, Pakistan
W: <https://www.linkedin.com/pub/syed-ali-usman-gardezi/58/935/512>

EXECUTIVE SUMMARY

With a blend of Renewable energy technology, Corporate & Investment Banking, Strategy Consultancy and Social Entrepreneurship, I bring with myself more than 7 years of professional experience. I have recently joined Punjab Education Sector Reforms as part of a delivery team put together by McKinsey & Company, Adam Smith International & DFID(UKAID) to spearhead largest ever education reform in the world.

I have recently done **MBA - finance from LUMS (Aug-2011 to May-2013)** with a CGPA of 3.6. Before joining LUMS I worked in Bank Alfalah for more than 5 years. Owing to my exceptional academic performance at LUMS, I was selected to spend 1 semester in China's top university (Tsinghua University Beijing).

During my visit to China, I joined hands with an investor to provide small solar energy solutions to the poor people. This interest, drive and experience to create a social impact for the people of Pakistan, earned me a job in a rapidly growing renewable energy organization (Sunvolts). I wish to pursue my career as a consultant in Financial, Development and/or Renewable energy sectors.

Core Competencies: Micro-energy Solutions, Solar Solution Designs, Micro financing, Strategic Planning, Project Management, Financial Reporting & Analysis, Financial Statement analysis, Corporate Finance, Market & Competitive Analysis, Excel based Financial Modeling, Forecasting, Capital budgeting, Data Analysis Tool packs, Relationship Management, Proficient in Microsoft Office: Advanced Excel, Word, Outlook, Power Point.

PROFESSIONAL EXPERIENCE

PUNJAB EDUCATION SECTOR REFORM PROGRAM

Reform Implementation Coordinator | South Punjab, PK

June 2014 – Present

*Punjab Education Sector Reform Project (PESP) is the largest ever school reform in the world comprising 60,000 schools and 300,000 teachers. This is **DFID(UKAID)** funded project led by Sir Michael Barber and implemented by **McKinsey & Co** and **Adam Smith International**.*

- As Divisional Field Coordinator, I am responsible for covering select districts of Punjab and monitor the implementation of work streams, track work stream progress according to pre-defined activity plans, and provide direct support to administration officials to overcome hurdles to execution.

SMS (SUSTAINABLE MICRO-ENERGY SOLUTIONS)

Founder / Renewable Energy Consultant | South Punjab, PK

April 2014 – Present

SMS is a social enterprise focusing on micro-energy solar solutions for the energy starved rural areas of Pakistan. SMS makes use of rural community based organizations and micro finance institutions to provide innovative micro-energy solutions. I Provide consultancy services to various new entrants in the renewable energy industry.

- Services include but not limited to identifying market opportunities, Competitive analysis, designing of Solar projects, Energy audits, Energy cost optimization, Financial feasibilities, New product development, Market strategy and Business models.

SUNVOLTS

Manager Business Development | Punjab, PK

June 2013 – May 2014

Sunvolts (Pvt) Limited is an innovative startup providing a range of renewable energy solutions for domestic, agriculture and industrial customers.

As MBD I was responsible for developing key business segments, conducting energy audits and developing project feasibilities that entail analysis of current and projected power usage, life cycle cost analysis and in depth financial analysis supported by capital budgeting decisions (IRR, NPV, ROI).

- Devised Go-to-Market strategy for the company which contributed heavily towards profitability.
- Developed Solar financial products and arranged solar financing from The Bank of Punjab for one of our customers. It was the first ever solar financing case in Pakistan at consumer level.
- Developed an automated proposal generation system, which considerably reduced the proposal generation time from 1 hr to 5 mins and as a result, wider market was catered.

BANK ALFALAH LTD – CORPORATE & INVESTMENT BANKING GROUP

Relationship Manager CIBG | Regional HQ Multan, PK

Nov 2008 – Aug 2011

As Relationship Manager, I was responsible for Managing a portfolio of Rs.4 billion comprising corporate clients from textile, fertilizer, FMCG and power sector. Activities involved Assistance to trade services in the opening of LCs and forward booking transactions, preparing the monthly corporate reports and reporting the same to Head Office and maintaining control aspects i.e. financial and industrial analysis of major sectors.

- Assisted senior bankers in restructuring of a loan that saved the bank Rs.277Mn of provisioning.
- Played a significant role in the implementation of Temenos (T-24) banking software.
- Marketed 2 major corporate clients of the region that contributed Rs.1 billion to the asset book.
- Continuously provided feedback on competitive activities and tracked market developments.

- Major transactions: (a) Financed the import of power generators by Roomi Fabrics worth Rs.350Mn. (b) Devised and managed Rs.500Mn receivable financing line of Guarantee discounting that contributed Rs.50Mn in annual profitability. (c) Disbursed and monitored a term finance of Rs.2.15Bn to Fatima Fertilizer, being part of the largest syndicate finance of the country for Rs.33Bn.

Branch Banking Officer | Lahore, PK **Mar 2006 – Nov 2008**
I served as Customer Relationship Officer, Operations Officer and Accounts Officer.

- Responsible for all customer dealing at the branch level.
- Major activities: Account opening, customer due diligence, AML checks, Accounts reconciliation, Head Office reporting, KYC updation & customer service.

GLOBAL CONTACT CENTRE
CSR / Telesales Officer | Lahore, PK **May 2005 – Dec 2005**

EDUCATION

LAHORE UNIVERSITY OF MANAGEMENT SCIENCES (LUMS) **Aug 2011 – May 2013**
MBA (CGPA 3.6)

TSINGHUA UNIVERSITY BEIJING **Sep 2012 – Jan 2013**
LUMS MBA Exchange Program (CGPA 3.8)

ISLAMIA UNIVERSITY BAHAWALPUR (IUB) **Oct 2000 – Mar 2004**
BBA (Hons) (CGPA 3.47)

ISLAMIA UNIVERSITY BAHAWALPUR (IUB) **Apr 2004 – Mar 2005**
MBA-Marketing (CGPA 3.28)

HONOURS & AWARDS

- Secured the highest **GPA 4.0/4.0** in Financial Management and Marketing Management course at LUMS.
- As **President Entrepreneurship Club** LUMS, promoted entrepreneurial culture at LUMS.
- Selected for **Student Exchange Program** to China owing to exceptional academic performance at LUMS.
- Project based internships in Bank Alfalah and Pakistan International Airlines - **Best Internee award**.
- Received “**Very Good**” performance rating in annual employee appraisal, consecutively for 4 years in Bank Alfalah.
- As Vice **President Executive Board** IUB, organized various workshops, seminars and networking events.
- As Member Arts & Paintings Society, designed monogram of the dept and won various art competitions.

PROJECTS

1. Developed marketing strategy for an upcoming company into the chicken processed food segment.
2. A project on the performance of non-profit sector in Pakistan (Naqsh School of Arts).
3. Financial Analysis of different sectors.
4. Solar solution installation projects for domestic, Agri, Rural and Industrial segments.
5. Energy Audits and Energy cost optimization feasibilities.

COURSES / TRAININGS

Non-profit sector Management, Corporate, Finance International Finance, Theory of investment, Import export Management, Quality and Productivity Improvement, Credits and Risks, Bank Alfalah Gold Standard Service Training, Cheques and Negotiable Instruments, Anti Money Laundering, Remittances and Collections