**Sohail Younas Moghal**

**Position: Project Manager**

**Contact Detail:** +92 333 434-0848

**Summary of Qualifications**

Sohail Moghal is a well known development sector expert with strong research and value chain analysis skills. He has conducted number of research and value chain studies as in the agriculture sector making him an ideal candidate to lead the team of experts. Keeping in view the short term nature of the assignment, we strongly recommend him so that he can coordinate with the team members and consolidate their input into a meaningful data base.

With over 15 years of experience in the domain of private sector development, Mr. Sohail has worked in number of donor funded projects. Following is the brief overview of his areas of expertise

**Work Experience (Consultancies)**

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| **Work History and Accomplishments (Consultancies) Project Type** | **Project Details** | **Key Client** | **Organization worked for** |
| Sector/Market Analysis | Study for conducting Pakistan‟s market analysis for Afghanistan‟s Kandhari pomegranate and its secondary products (done for Private Enterprise Partnership-Middle East & North Africa (PEP-MENA) Cairo, Egypt) | International Finance Corporation (World Bank Group) | International Finance Corporation (World Bank Group) |
| Research study | Back ground paper on Private Sector Development in Northern Areas (as part of the project of Northern Areas Economic Report) | The World Bank | The World Bank |
| Documents review | PISDAC sector development strategies for Dairy, Gems and jewellery, marble and wooden furniture  CSF policy documents on sectors of food, fisheries, motorcycle assembly, automotive vendors, special zones, women economic empowerment, general competitiveness | USAID | Management Systems International (MSI) (USA) |
| Sector Analysis | Carried out an analysis of grapes sector of Pakistan; looking into the options for tapping the dormant potential | Pakistan Horticulture Development & Export Board, GOP | Pakistan Horticulture Development & Export Board |
| Survey research | Conducted situation analysis for assessing the adequacy of shelter for local population in selected earthquake affected northern areas of Pakistan (one year after the quake) | USAID | Sardar & Sardar Development & Management Consultants |
| Cluster Studies | Conducted studies for assessing international compliance requirements in seven clusters of Punjab (Fans, Cutlery, Sports Goods, Textile Lahore and Faisalabad, Mango and Citrus) | UNIDO | Sardar & Sardar Development & Management Consultants |
| Sector research study | Conducted a value chain study on dairy sector in three cities of Karachi, Lahore and Peshawar for identifying lease financing opportunities for micro and small sector stakeholders | Leasing Association of Pakistan (LAP) | Sardar & Sardar Development & Management Consultants |
| Value Chain Study | Report development for documenting the recommendations of the research study conducted by the working group of SMEDA on Textile garments sector of Pakistan | Small and Medium Enterprise Development Authority (SMEDA) | Small and Medium Enterprise Development Authority (SMEDA) |
| Sector research study | Conducted secondary research study on Hotel industry of Pakistan in the context of assessing feasibility for establishing a large hotel resort in Pakistan | Private sector investor | Private sector investor |
| Feasibility study | Prepared feasibility study for establishing a mango pulp production facility in Multan | Pakistan Horticulture Development & Export Board, GOP | Pakistan Horticulture Development & Export Board |
| Sector Development Plan | Study for identification and development of tourism potential in FATA and developing a „Tourism Promotion Plan for the area | FATA Development Authority | Sardar & Sardar Development & Management Consultants |
| Organizational Design | Study for proposing an institutional setup for managing technical education in FATA as FATA Skill Development Council | FATA Development Authority | Sardar & Sardar Development & Management Consultants |
| Training Program | Developed/delivered 5-day training program on Business Development Services (BDS) for leasing companies managers/officers; as a part of Leasing for Small and Micro Enterprises Program of Swiss Development Corporation (SDC) | Leasing Association of Pakistan (LAP) | Sardar & Sardar Development & Management Consultants |
| Feasibility Study | Developed feasibility study report for establishing the first electron-beam food irradiation facility in Karachi, Pakistan | Pakistan Horticulture Development & Export Board, GOP | Pakistan Horticulture Development & Export Board |
| Organizational Restructuring | Carried out an organizational review of Iqbal Academy Pakistan, proposed interventions in organizational design, operations, management control, capacity building. Developed job descriptions, work flows/procedures and quality assurance systems | Iqbal Academy Pakistan, Ministry of Culture, GOP | Iqbal Academy Pakistan, Ministry of Culture, GOP |
| Market Development Plan | Prepared market development plan for the first food irradiation facility, established in Lahore, Pakistan | Pakistan Horticulture Development & Export Board, GOP | Pakistan Horticulture Development & Export Board |
| Analysis Tool | Developed an excel-based analysis tool to be used by Parliamentarians for analyzing national budget | DAI | Sardar & Sardar Development & Management Consultants |

**Work History and Accomplishments (Jobs)**

**Agribusiness Development & Diversification Project**

March 06-July 06, ***Horticulture Agribusiness Manager***

**Mian Tyre & Rubber Co. Ltd.**

May 2004-August 2005, ***Production Manager Tyres***

**National Commission for Human Development (NCHD), Government of Pakistan**

November 2002 to April 2004, ***Manager Operations***

**Small and Medium Enterprise Development Authority (SMEDA)**

November 1998 to October 2002

**Sunflo Cit-Russ Limited, Lahore**

**August 1996-June 1998, Manager Systems**

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| **Education and Training**  **Master of Business Administration**  Lahore University of Management Sciences, Lahore (LUMS)  **Bachelor of Engineering (Chemical)**  University of the Punjab, Lahore | 1996  1991 |

**Publications**

 Case Study on Sundar Industrial Estate, Lahore, Pakistan

 Case Study on Sialkot International Airport, Sialkot, Pakistan

 Compliance Issues affecting Enterprise Clusters in Punjab Province (UNIDO)

 First Annual *Progress Report of NCHD* (published by UNDP)

 *Textile Vision 2005*, the comprehensive study on Textile sector of Pakistan

 Value chain study for Micro and Small Enterprises in Dairy sector

 *Textile Garments-The Exports Growth Engine*, the study done for SMEDA

 60 Pre-Feasibility Studies on SME projects

 15 Business Plans for small and medium entrepreneurs

 *Pakistan Hotel Industry*-the study done for a private investor

**Languages, Awards, Other**

English, Urdu, Punjabi & Other regional languages

**References**

Ali Akbar Group (large private enterprise)

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International Finance Corporation Cairo, Egypt, Hazem Hanbal, +20 (2) 2461-4368

The World Bank, Islamabad

Shabana Khawar +92 51 2279641

Leasing Association of Pakistan

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