**Asif Merchant**

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*Senior Manager with primary experience of building design and overall management of a mid-size not-for-profit community development organization*

**Education**

BSc Civil Engineering; Ohio State University, USA 1983*Structural Design; Soil Mechanics*

MSc Structural Engineering; Stanford University, USA 1984*Seismic Design; Non-Linear Design*

Executive MBA LUMS, Pakistan 2006*(Gold Medal)* *Gen Management; Marketing; Finance*

**Professional Work Experience**

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| 1985-1986 | Sargent and Lundy Engineers, Chicago, USA | Senior Design Engineer | Design |
| 1986-1989 | Engineering Associates, Karachi, Pakistan | Design Engineer | Design |
| 1989-1992 | Protech Engineers, Karachi, Pakistan | Owner | Design |
| 1992-1996 | Meinhardt Pakistan (Pvt. ) Ltd, Karachi, Pakistan | Principal Engineer | Design |
| 1996-2009 | Aga Khan Planning and Building Service, Pakistan, Karachi, Pakistan | CEO | Management; |
| 2009-2010 | Aga Khan Planning and Building Service, Pakistan, Karachi, Pakistan | Consultant *; His Highness The Aga Khan Secretariat, France* | Strategy Dev. |
| 2010-Present | Free Lance Consultant | Habib University; Aga Khan Planning and Building Service | Project Management |

**Professional Strength and Achievements**

**Building Structural Design**

Involved in design of elements of Nuclear Power Plants; Multi-storey Buildings; Bridges; Apartment Buildings and Bungalows

**Building Project Management**

Managed/ supervised construction of over 600,000 sq.ft of buildings; building safety analysis and retrofitting’; over 200 village water-supply projects.

**Not-for-Profit Company Management**

Managed a mid-size not-for-profit organization working in the rural areas of Pakistan with communities, on living conditions improvement related interventions, for over 13 years, increasing its size ten folds. Tasks include marketing; resource mobilization; financial and operational management; working with the Board; Budget and HR management; vision and strategic development; etc.

**Fields of Experience**

**Construction of Buildings**

Managed the construction of over 200 buildings in over 150 villages, towns and cities, from Gilgit-Baltistan to Chitral to Azad Kashmir, Islamabad, Peshawar, Manshera, Thatta, Badin, Hyderabad and Karachi. Buildings designed includes high-rises, bunglows, hotels, schools, etc.

**Building Safety Analysis and Retrofitting**

Supervised and technically guided the evaluation of numerous buildings from structural and geological risks as well as poor construction and design; develop retrofitting solutions to ensure stability and safety of the at-risk buildings and supervise the execution works. Projects included schools, hospitals, houses and other multi-purpose buildings.

**Appropriate Design of Buildings and Structures**

Supervised the Architectural, Structural, Electrical and Mechanical design of over 100 buildings, including aspects required by various building codes; development of design briefs; reviewing work of architects and designers; interacting with clients and advising all stakeholders on appropriate parameters to use.

**Appropriate Technologies, especially for rural buildings**

Supervised the development of various cost and material saving and easy to construct techniques, including techniques for roof and wall construction; avoiding RCC work; using local materials, etc. Over 200 schools and health centers and over 1000 houses have been built using these techniques.

**Environmentally Friendly, Energy Efficient Designs and Carbon Offset Trading Projects**

Supervised many projects involving the development and promotion of environmentally friendly and energy efficient products like smoke-free stoves; house insulation techniques; water heating and desalination techniques; bio-gas plants and lighting, etc. The project received several international awards. Developed a carbon offset project, which was subsequently registered and funded as a recognized carbon trading project.

**Resource Mobilization for Development Agencies**

Was actively involved in resource mobilization for not-for-profit organizations from bilateral and multilateral donor agencies and trust funds managed by them, private foundations, government agencies and philanthropic donors. Was involved in project identification to donor identification to proposal submission to negotiation to contract finalization, implementation and completing the projects.

**Proposal Development and Writing**

Developed many proposals from conceptualization to final draft submission to bilateral, multilateral donor agencies and trust funds managed by them, international private foundations, awards, philanthropic donors and government agencies. Familiar with EC, USAID, KFW, UNDP, PPAF, CIDA, etc. proposal formats and requirements.

**Project Monitoring and Evaluation**

Supervised the monitoring and evaluation of many construction and community development projects, funded by donor agencies, with strict monitoring and evaluation requirements. Projects included those related to construction of buildings, water and sanitation projects, energy projects (wind mills), community mobilization for self-help construction, skills development, promotion of appropriate technologies, environmental health improvement, etc.

**Result Based Management**

Most donor funded projects managed required result based management systems, regular reporting, measurement of input, output and outcomes and tracking of indicators related to project goals and objectives. Setting up a system of monitoring for measurement of indicators and undertaking periodic evaluation were part of the result based management systems implemented under the projects.

**Community Mobilization**

Most projects managed for the not-for-profit company involved the mobilization of communities as project partners, including those related to construction of school and health facilities, water and sanitation, skills enhancement, health improvement, village development, etc. Managed the formation of community based organizations and providing training to them for self-sustainability and project implementation and management.

**Budget and Finance**

Remained actively involved in the preparation of budgets and arranging finances for various projects; prepared and presented annual budgets to the Board; developed financial feasibilities for numerous investment projects, etc. Worked with Finance Departments on annual audits and development of financial statements and interaction with the internal audit department.

**Water and Sanitation**

Managed the design and implementation of integrated rural water supply projects in over 200 villages of Northern Pakistan and southern Sindh, providing potable water to over 150,000 people at their doorstep. The physical interventions were accompanied by health behaviors improvement programme and training and development of community organization structure for eventual operation and management of the systems. The project received several international award for best practice and sustainability.

**Sample Projects**

**Building Construction Management**

* Self Help School Construction Programme; community based construction of 308 classrooms in over 120 villages of Gilgit-Baltistan and Chitral; funded by USAID; NORAD; EU; Japanese
* Health Centre Construction Programme; community based construction of 32 health centers in 32 villages of Gilgit-Baltistan and Chitral; funded by KFW
* Reconstruction of 4 village schools and 1 village Health Center in Azad Kashmir post Earthquake of 2005; funded by Aga Khan Foundation
* Reconstruction of Boys and Girls Higher Secondary Schools in Garhi-Habibullah, Khyber-Pakhtoonkhwa post 2005 Earthquake; funded by Aga Khan Foundation
* Construction of Higher Secondary Schools in Gilgit and Gakuch, Gilgit-Baltistan; funded by EC
* Construction of Professional Development Center for Aga Khan University; Gilgit; funded by EC
* Retrofitting of Shah Karim Hostel; Gilgit; funded by Aga Khan Foundation
* Retrofitting of Mastuj and Gupis Hospitals
* Physical Facilities Assessment of 260 schools owned by other NGOs for safety from fire, earthquakes, landslides and other geo hazards and provision of amenities and school facilities.
* Construction of Medical Centers in Karachi, Sujawal-Sindh; Shoghor and Booni-Chitral and Peshawar; funded by Philanthropic donations; KFW; Aga Khan Foundation.
* Construction of 6 Primary Schools in Rural Sindh and Hyderabad; funded by USAID.
* Aga Khan School; Osh, Kyrgyzstan; funded by Aga Khan Foundation

**Structural Design**

* Detailed structural design of 10 storyed Park Towers Project in Islamabad, incorporating latest seismic code provisions.
* Detailed structural design of 3 Centers for Physical and Mentally Handicapped children in Islamabad
* Structural design of over 50 bridges, 200 culverts and 2 km of retaining walls for roads projects in Khyber Paktoonkhwa and Baluchistan, including Quetta-Pishin Road; Thall-Parachinar Road; etc.
* Conceptual design of extension of five-star hotels in Karachi and Islamabad
* Detailed structural design of Golf Club in China using British Codes
* Detailed structural design of 20 storey high-rise building in Indonesia
* Detailed design of 5 buildings of the Russian Consulate in Karachi

**Water, Sanitation and Village Infrastructure**

* Integrated water, sanitation, health and community management project for 100 villages in Gilgit-Baltistan and Chitral; funded by German Development bank-KFW.
* Integrated water, health and community management project for 10, 39 and 42 villages in Gilgit-Baltistan and Chitral (3 different projects); funded by Pakistan Poverty Alleviation Fund (PPAF) and World Bank
* Rural Infrastructure, including water supply, sanitation, roads, protection bunds, wind and bio-gas energy, projects in 5 +35 villages of Southern Sindh (2 different funding); funded by Pakistan Poverty Alleviation Fund (PPAF) and World Bank
* Water And Sanitation for Health and Environment (WASHE); Implemented in Keti Bunder, Sindh; Funded by UNDP-Small Grants Programme
* Social Safety Net: Targeting the Ultra Poor; A pilot Programme in Coastal Communities of Sindh; funded by World Bank and Pakistan Poverty Alleviation Fund.
* Improving Early Childhood Development through provision of appropriate Infrastructure; implemented in Gilgit-Baltistan; funded by Royal Netherland Embassy and Aga Khan Foundation
* Capacity Building for Habitat Improvement in Hindu Kush; implemented in Gilgit-Baltistan, Chitral and Tajikistan; funded by EC, ADA and AKF
* Provision of emergency water and sanitation infrastructure to 24 sites benefitting 12,000 people; provision of temporary shelter facilities to 600 families and heating stoves to 2,500 families.
* Water, Health and Community Management Project in 35 villages of Azad Kashmir, post Earthquake 2005; funded by Aga Khan Foundation

**Natural and Built Environment Improvement**

* Promoting Safer Habitat in Northern Pakistan through Construction Skills Development; funded by Austrian Development Agency
* Reducing Pressure of Forest Resources and CO2 Emission through the Provision and Promotion of Energy Efficient Housing Technologies; funded by Global Environment Facility and UN Development Agency
* Improving Energy Efficiency in Northern Pakistan-Yasin and Mastuj Valley; funded by Climate Care Trust limited
* Conserving Mangrove and Promoting Sustainable Livelihood in Coastal Town of Keti Bunder; funded by PTF-Small Grants-UNDP
* BACIP-Built Environment Improvement Program-Thatta; Pilot Project for Demonstration of Household Energy Conservation Approaches; funded by UNDP-GEF-Small Grants Programme
* Program for Hydro-Meteorological Risk Mitigation in Secondary Cities in Asia (PROMISE); Implemented for Hyderabad, Sindh; funded by Asian Disaster Prevention Center and USAID.
* Promotion of Market-Based Mechanisms for Adoption and Replication of Energy Efficient and Home Improvement Products and Technologies in Northern Pakistan; funded by US Environment Protection Agency
* Building and Construction Improvement Programme (BACIP**)-** Entrepreneur Training & Employment Generation; implemented in Gilgit-Baltistan and Chitral; funded by European Commission and Austrian Development Agency
* BACIP-Entrepreneurs Training and Development; implemented in Gilgit and Nathia Gali; funded by Small Grants Programme-UNDP.
* Addressing the Poverty-Built Environment Nexus; Implemented in Gilgit-Baltistan; funded by Japanese Social Development Fund and World Bank
* Evaluating Health Impact of BACIP Home Improvement Products; implemented in Gilgit-Baltistan; funded by USAID and Aga Khan Foundation.
* Habitat Risk Management Programme; implemented in Gilgit-Baltistan; funded from Funds for Sustainable Built Environment.
* Improving Thermal Efficiency of Buildings in Northern Pakistan; funded by Finnish Embassy
* Installation of Energy Efficient Housing Improvement Products for Carbon Emission Reducation and Trading under Voluntary and Certified Trading regime; implemented in Gilgit-Baltistan; funded by income from Carbon Offset Trading.