|  |  |  |
| --- | --- | --- |
| **Residence**: 336-EE, Phase 4, D.H.A, Pakistan | **Mobile:**  0344-4440669  **Res Phone:**  42-35898336 | **Email:** [nsaeed70@gmail.com](mailto:nsaeed70@gmail.com)  [noaamansaeed336@hotmail.com](mailto:noaamansaeed336@hotmail.com) |

Noaman Saeed

|  |  |  |
| --- | --- | --- |
| PERSONAL STATEMENT | Confident, creative and highly qualified senior ***Strategy & Business Development professional*** with years of distinguished performance. A **“research oriented”,** multi sector specialist who has a broad-based academic and professional background, encompassing soft/transferable skills, exceptional work ethics and commitment to organizational objectives within a highly competitive and rapidly changing marketplace. Proactive manager, team builder and tactical/strategic planner with the ability to attract and secure key players in building strong and lasting business relationships. | |
| CORE  STRENGTHS | **PROFESSIONAL**   * Specialize in **complete spectrum of Qualitative and Quantitative research and data driven** activities * **Providing Business Development advice** to entrepreneurs, business incubators and private-sector led initiatives * Conducting **competitive economic analysis** for multi sectoral **economic growth** strategy formulation * Internal and external “**value chain expert”** * Strategizing for **innovation driven industrial competitiveness initiatives** * **Organizational restructuring plans** using Strategic management tools * Work experience with both **public, private and donor enterprises** | **PERSONAL**   * Extremely comfortable working in multi-cultural environments. **(Diversity)** * Extremely **flexible team player**, always willing to “unlearn” and explore radical new thoughts and processes. * Excellent Written & Oral Communication Skills * Calculated Risk taker * Ability to **link “macro” to “micro”** perspectives & vice versa * Strict time manager. * Takes pride in coming up with something “new”. (Innovative solution provider & problem solver) * Hates the ***“can’t be done”*** syndrome * Have an ability to smile AND perform under pressure situations. * Adaptable and friendly individual with an appropriate sense of humor   **GENERAL SKILLS INCLUDE**   * + ***Business proposal development***   + ***Strategic and operational planning***   + ***Budgeting and project monitoring & evaluation (M&E)***   + ***Excellent report writing & presentation skills*** |
| PROFESSIONAL EXPERIENCE SNAP SHOT  **I.**    **II.**  **III.**  **IV.** | Private Sector Development Specialist (Ex-Comp. Lead BDS component)  CHEMONICS International *(USAID-FIRMS Project)* July’ 09 to Jan’ 11   * Designed complete research and implementation methodology for the largest ever **Nationwide “Quantitative” need assessment survey** **for Business Development Services’ supply and demand patterns** in Pakistan **(26 Districts, 3,000+ respondents). Analysis done on SPSS.** * **Lead a team of professionals** at head office and regional offices in implementing “research based” private sector market development plans across country * **Prepared and monitored project budgets**, realignments, contribution, and billing * **Reviewed work plans and** monitored quarterly and annual reporting of deliverables. Assisted with project management systems management as required * **Networking with various Government of Pakistan entities** for the development and capacity building of various private sector led initiative and to get their buy-in * Designed and implemented **“Data driven market development initiatives”** (incl. research framework, methodology, sampling, research tool, impact assessment etc.) for strategic planning of up lifting identified sectors across the entire value chain * **Created “market linkages” for** private sector stakeholders to assist them in sourcing support services for their business development * **Designed export promotion & diversification activities** regarding development of International market linkages * **Strategized development of Domestic Markets** for selected sectors through creating **local market linkages** * **Strategized to increase outreach** of BDS, **“Business Development Services”** in the country * **Initiated market development** for these Business Development services both on the supply and demand side on a sustainable basis using concept of **“Franchise model”.** * **Monitored and advised on deliverables** to ensure quality control, timely submission, and “client” requirements * **Provided technical, administrative, and managerial support** to field offices and oversaw deliverables of incoming international short term consultants * Designed and monitored a need analysis research activity for a **USAID funded “Commodity Import Program” (CIP)** and possibility of its application in Pakistan * **Drafted scopes of work for long and short term technical personnel,** in collaboration with senior technical personnel and/or Chief of Party   HEAD (Strategy & New Business Development) Oct’ 07 to June’ 09  **Technology Up gradation & Skill Development Co. (TUSDEC)** <http://www.tusdec.org.pk>   * **Conducted detailed secondary research on international markets** in all business sectors for firm/industry level benchmarking and intervention. * **Conducted Micro and macro research** on strategic business development initiatives for multi sectoral interventions * **Formulated the methodology for** **iTUP** “Industrial Technology Up gradation policy” for the Ministry of Science, Govt. Of Pakistan * **Devised the Mission statement**, Objectives and Operational/functional details for this organization at the time of its inception * **Making fiscal budgets for all business development activities** and overlooking a team of professionals to achieve the stated goals. * **Provided guidance** to **Pakistan Technology Board** in conducting “Technology Foresight” exercise * **Conducted Organizational restructuring** for Pakistan Engineering Development Board **(EDB)** (2003-04) * Conducted **Organization Performance and marketing audit** for upgrading PCSIR facilities * **Formulated strategic plans** for future operational and functional course of actions for the organization * Implementation and project monitoring.   GENERAL MANAGER (Strategic Business Development) Mar’04 – Sept’06  Synthetic Products Enterprise (Pvt.) Ltd (SPEL) http://www.spelgroup.com   * **Conceptualized and initiated a completely new “Export marketing/Trading“ Division** for the company after making a complete business plan of activities (First year sales turnover achieved was 2 million USD) * **Identifying future markets** in the international arena and suggesting **Export Diversification Plans** synergizing with core organizational activities. * **OEM/Agency, CRM and service quality monitoring** **(SERVQUAL)** activities. Target & Goal setting for the established trading dept. * **Formulated Strategy operations**. Planning future expansions after thorough market research and analysis of high growth sectors. * **Installed, erected & commissioned** one of the largest plastic injection moulding plants in the country (75,000 Sq. ft)   PROJECT DIRECTOR  (IIN, Industrial Information Network) Oct’99 – Mar ‘04  **Small & Medium Enterprise Development Authority (SMEDA)** <http://www.smeda.org.pk> / http://www.iin.com.pk   * **Provided Strategic Business Development** **Services** for industry vis-à-vis international markets’ requirements * **Provided Business Diagnostic services,** assessing SME business needs and providing relevant solutions * **Incepted the first ever B2B** portal in Pakistan in collaboration with **UNIDO**. Article available at <http://www.smeda.org.pk/fiin_press.html> * Provided across the board **sectoral up-gradation support** to different sectors including **Foundry, Poultry, Surgical, Sports Goods, leather & footwear, Textiles, Light engineering & allied sectors, Gems & Jewellery etc..** * Articulated overall policy interventions for the uplift of SMEs * Devised the **“Engineering Vision” policy document** for interventions in the overall Engineering sector of Pakistan. * Part of the core team who devised the **“Textile vision policy 2005**“ document * Provided major technical interventions in the “**Leather vision policy document**”. * Represented Pakistan at **WSIS forum in Geneva** for the Global Knowledge partnership forum. Presentation available at [www.globalknowledge.org](http://www.globalknowledge.org) * Founder member of the **Pakistan Foundry Association**. | |
| **V.** | PROJECTS/COMMERCIAL ENGINEER Sept ‘98 – June ‘99  Inter Equipment LLC. Dubai UAE   * Devised the marketing and business plans for company ventures * Business Development through market research * Developed the commercial department as an entity * Developed & computerized the vendor data base for streamlined sourcing of materials * Techno-commercial evaluation/bidding of all the projects and assuring installation | |
| **VI.** | DESIGN ENGINEER Oct’ 94 – Oct ‘96  DESCON Engineering Pvt. Ltd <http://www.descon.com.pk>   * Developed Price/cost software for the fertilizer & cement plant * Involved in designing of conveying systems * In-charge of internal audit teams | |
| CONSULTANCY  & RESEARCH | 1. **Provided Nationwide Value-chain Analysis consultancy** for the 40 million USD, **USAID funded** Empowering Pakistan Entrepreneurs Project (EPE), conducted by the Washington D.C based IRD (International Relief & Development Agency). The exercise involved complete business mapping and value chain analyses of micro and small enterprises on a National level for the sustenance of micro enterprises with a special focus on women emancipation and poverty alleviation 2. **Conducted an ADB funded**, and executed by EDS (Economic Development **Services Pvt. Ltd).** Stock taking exercise of all public sector initiatives for the “Textile Industry” happening in the last 10 years. Economic Transformation Program Support for Pakistan’s Textile & Garment Sector It revolved around listing interventions in pecuniary subsidies, Tax regime, and Industrial Support and tariff structures for the Textile Industry as a part and overall Industry as a whole. At least four reports came Out of the research conducted under this scheme. 3. **RESEARCH PROJECTS:**     1. **Conducted “quantitative research and analysis”** for **FATA livelihood developme**nt project for a capacity building initiative of local skills. A detailed questionnaire was designed and analysis was run on SPSS through which strategic plan was evolved to cater for skills requirement in the FATA region for the next five years (starting 2010). **Analysis done on SPSS**    2. **Training Needs Assessment** (TNA) Pre-study **“research/consultancy” exercise** for the **ADB- Funded PRMP** (Punjab Resource management Program). Devised the complete research methodology, questionnaire and conducted the FDG (Focus group discussions to assess the capacity building needs of all 34 departments in the Punjab Government hierarchy. **Analysis done on SPSS**    3. **(Overall Distinction** at the MBS Manchester Business School, University of Manchester. UK), identified the Export Barriers faced by the manufacturing FIRMS/SMEs of Pakistan and overcoming them using **Market orientation and Networking constructs**. (**Survey** questionnaire-based **“Quantitative** **exercise”,** using Multiple regression and Factor analysis as major tools **using SPSS** | |
| EDUCATION | **2006-07 Masters** in International Business Manchester Business  And management **(with Distinction)**  School. Univ. of  Manchester. UK  **1996-98** **MBA** (Marketing) Imperial College of  Business Studies Lahore  **1989-94 B.E** (Mech. Engineering) Univ. Of Eng. &Tech.,  **UET; Lahore** | |
| ACCREDITATIONS | * ***Overall Distinction*** *in Masters from Manchester Business School. (Univ. of Manchester. UK)* * ***Dean’s Honor roll*** *in the 1st & 2nd semester of MBA Marketing course* * ***Talent merit scholarship*** *for outstanding academic achievement in secondary board examinations: 1988* * ***Talent merit scholarship*** *for outstanding academic achievement in Intermediate examinations: 1986* ***(7th******position in the board*** *91% marks****)*** * *Lifelong member of Pakistan Engineering Council (PEC).* * **7.5** IELTS score | |
| INTERESTS | *Being a sports enthusiast I have been actively involved in football, tennis, and swimming. Indoor games such as table tennis and chess have also been my passion. I am also an ardent follower of the automotive scene.* | |