

Curriculum Vitae



Toufeeque Ahmed

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Objective



Looking forward to lead an organization to add value through my knowledge, diversified experience and dedicated efforts.

Career Highlights

- Vast experience in the field of **Mineral Sector / Project Management**, Strategic Management , Research and Development , Sector Development, Financial Management, Production & Operations & Supply Chain Management in the Industrial sectors and other public / private sector organizations.
- Vast experience of Corporate Governance , investment management and planning & of mega projects
- Developed players selection tools based on Data Analysis and Evaluation for merit bases selection of players through quantitative methods of evaluation of performance.
- **Initiated Multiple Projects and Organizations from very scratch and Completed successfully.**
- Achieved Large Sales Volumes of Coal to Industrial units
- Designed and Implemented programs for Skill development of women for Economic Development and Women Empowerment and entrepreneurship development.
- **Doubled Organization's** revenues with improved strategic and operational management plans.
- Vast experience of facilities and assets management, effectively managed large pool of heavy earth moving and mining machinery on rental basis.
- Developed entrepreneurship strategies for promotion of business.
- Developed Sustainable development plans for **sectors** and got approved from provincial administration.
- Preparation of Project Feasibility Studies and investment proposals and planning documents.
- Set strategic direction of organizations through development of operational policies and Strategic plan/vision and mission for long term sustainability based on Data Analysis and Evaluation of existing strengths, weaknesses and opportunities.
- Designed and **implemented multibillion developmental** projects for mineral/energy sector development all over Pakistan.
- Successfully implemented projects of **Quarrying/mining through Public Private Partnership mode.** Develop production plans/targets and achieved the set targets.
- Contract management and administration of multibillion projects.
- Well versed with **corporate Governance Rules** for Public Sector Companies.
- Design, developed and implemented Skill development project through **GIZ Germany** funding for KPK and Islamabad in collaboration with **United Nations Industrial Development Organization.**
- Implemented Project for **United Nations Development Program (UNDP)** for Skill Development and awareness creation.
- Designed, developed and implemented **Mineral Sector Development** projects with **USAID** funding.
- Designed, developed and implemented project for **World Bank Grants** to establish Machinery Pool, for **Marble/Granite Mining and Processing Facility** and Skill development projects.
- Design, developed and implemented project of Skill development for KPK through **USAID** funding.
- Procurement of **machinery & services for mechanized** Quarrying in the country
- Developed **vision 2030** for Marble and Granite Sector development and proposed interventions for inclusion in Country's vision **2030.**
- Developed sector development plan for Baluchistan , KPK, FATA , Sindh , Kashmir and GB
- Thorough understanding of value chain development, marketing and product segmentation in Mineral and Energy Sector.

giz



- Initiated and completed process of **Indigenization of Quarry Machinery** in Pakistan.
- Experience of simultaneous management of multiple projects all over the country.
- Extensive experience in working & managing large scale projects.
- Experience of working in high risk environments and managing crises scenarios particularly in reference to technical, managerial and legal situations.
- Managed large Teams effectively & achieved best performance awards.
- Designed & conducted successful training programs & seminars.
- Prepared Pre-Feasibility/Feasibility **Studies/ Project Plans** for local and foreign direct investment.
- Experience of international procurements for machinery & services. Well versed with **PPRA, SPPRA, KPK & World Bank** rules and regulation.
- Received **promotions** within the probation period in all the jobs on outstanding performance.
- Announced “Employee of the Year “and got **Double promotion.**
- Achieved **first & second** position in NADRA entry test for Assistant manager.



Qualification:



MS Management Sciences – (Supply Chain Management & Marketing) 2020-2021
Sindh Madressatul Islam, University, Karachi



Master of Business Administration (MBA)-2002-2004
Institute of Business Administration **Karachi**, studied at IBA Sukkur.



Bachelors of Computer Science (BCS)-1998-2001
Shah Abdul Latif University Khairpur.



Advanced Diploma in Project Management 2008-2009
Skill Development Council, Peshawar.

Professional Experience



Managing Partner - Blue Bird Coal (Sept 2022 to Till Date)
Mineral Project Development Consultancy
Management of Commercial Mining Activities
Development and Planning of Mines
Sales of Mineral and Coal to industrial units (Cement Plants , Textile and other units)
Upgradation of Minerals as per Customer Requirement and Marketing of Minerals
Value Addition of Mineral.
Development of Feasibility studies for Mineral Sector and Other Commercial Projects
Skill Development and Capacity Building Organization
Health and Safety Inspection and Audit for Companies.
Conducting Exploration Studies and Reserves Estimation for Mineral Sector Projects



Chief Executive Officer – Pakistan Cricket Board (SCA) from March 7, 2022 to Aug 31, 2022.
A newly developed wing of PCB to regulate Game of Cricket at regional level to promote and hunt hidden talent.
Promote Regulate and Cricket in the Province of Sindh at Grace root level.
Identification of Talent and Polishing of Telnet
-Reporting to Chairman –Sindh Cricket Association
-Overall Head of Sindh Cricket Association, Human Resource Management of Association
-Selection of First Class Cricket Team of Sindh
-Selection of 2nd Class Cricket Team of Sindh
-Selection of U19, U16, U13 Cricket Team of Sindh
-Infrastructure Development of Cricket and Development of Game of Cricket
-Improve Quality of Cricket, Develop high performance centers

- Conduct Tournament at School, District, Division, Club and Provincial level.
- Performance Monitoring and evaluation of players
- Identification of Sponsors
- Strategic Planning , Control and Management
- Coordination with Federal and Provincial Governments



Sindh Lakhra Coal Mining Company Pvt. Ltd (Pakistan's Largest Underground Coal Producing Company) A Commercial Entity of (**Energy Department**, Government of Sindh). Focusing to develop coal mines, processing plants, and initiate research and development projects in coal sector. Appointed as first CEO of Company and initiated Company from very scratch, within two years started revenue generations and initiated various projects.

Left the Company as largest underground Coal mining Company of Pakistan with annual production capacity of around 400,000 tons.

Chief Executive Officer – March 2017 to March 2022

- Reporting to Board of Directors and Secretary Energy Department
- Being First CEO of the Company, I am engaged in establishment of whole Company starting from scratch i.e. Development of Company Business plan, acquisition of exploration/mining licenses and carrying out detailed studies of **mineral** deposits, hiring of staff, development of departmental policies and planning to launch **commercially viable projects**.
- Identification of partner organization to develop strategic business partnerships.
- Led the process of *exploration and resources estimation for* acquisition of potential lease areas.
- Formulated short, mid and long-term strategies for Company.
- Fund Management / Resource Management(Prioritizing investment options)
- Human Resource Management of Company , Developed relevant polices of HR and Manuals
- Developed and implemented operational strategies and policies.
- Developed Key Performance indicators to achieve Company targets.
- Developed dynamic vision, mission and core values of Company.
- Developed health and safety standard for implementation on project sites.
- Developed marketing and sales Strategy for Company products
- Coordinate with all the stake holders, and suggested government required policy reforms for Coal sector development.
- Developed company long and short term business plan and got approved from the Board and government and secured required funding.
- Developed and got approved sector Value Chain Development Project.
- Govern Company matters in the light of Corporate Governance Rules and SECP guidelines.
- Financial and other resource planning to meet Company's tactical targets etc.
- Initiated Extensive R & D on safe uses of Coal.



Pakistan Stone Development Company (a not for Profit Company registered under section 42 of companies ordinance 1984) **Ministry of Industries & Production**.



“Deputy General Manager (July 2012 to Feb-2017)

- Reporting to CEO
- Remained Operational head of Quarry Machinery Pool project all over Pakistan.
- Operational head of Creative Entrepreneurship Project for Women's funded by GIZ.
- Development of Operational strategies for the Company to achieve the assigned targets.
- Developed and implemented projects under **Public Private Partnership Mode** for sector development
- Planning and monitoring of Company annual cash and work plans.
- Dealing regulatory affairs in the mining and processing sector.
- Development and Marketing & Sales Strategies for company
- Develop proposal and plans for development of **Industrial Estates** in the Country.
- Liaison with Provincial and Federal Mines and Minerals departments.
- Development of sector development strategies and plans.
- Prepare and deliver presentation for Chief Executive Officer/Chairman of Board for Prime Minister, Chief Ministers and other high level officials.
- Preparation of project documents, vetting of project plans & Pre –feasibilities studies/PC-1.

- Development of cash /work plan of company project and allocation of budget and follow up release of funding.
- Develop Investment proposals & Presentations for high official of Government/NGOs/Consulates
- Design, implement and monitor the operational plans in the light of organizational objectives.
- Planning of projects to be under taken by the Company and monitoring thereon.
- Human resource management of project staff.
- Ensure implementation of SOP's and operational procedures at projects.
- Preparing draft of agreement & MOU's with local and international suppliers and consultants, buyers.
- Develop local and export marketing strategy for Company products.
- Participation in local and International trade fairs and make necessary arrangements
- Export marketing of Company products.
- Supervise development of company web portal to enhance exports/local sales.



Worked in “**Pakistan Stone Development Company** “as “**Manager Quarry Projects / Project Coordinator July-2008 to June-2012**. Performed following

- Reporting to GM
- Operations head Quarry/mining Projects all over Pakistan.
- Design, implement and monitor project for sector development and assistance programs for private sector in the light of organizational objectives and limitations.
- Implementation & management of projects / assistance programs of the Company in country.
- Human resource management of project staff.
- Design and develop programs for skill development.
- Curriculum development for technical and vocational training programs
- Monitoring and evaluation of projects all over Pakistan.
- Contract management and administration.
- Implement projects for foreign agencies/NGO's (USAID , UNDP & WORLD BANK)
- Travel to every part of country to implement and monitor projects.
- Manage local and international procurement and logistics.
- Preparation of project documents, project plans & Pre –feasibilities Studies/PC-1.
- Develop investment proposal & presentation for high official of Government/NGOs/Consulates.



Worked in “**Pakistan Stone Development Company** “as “**Assistant Manager Projects/Procurements Dec-2006 to June-2008**. Performing following;

- Implementation & operations of quarry projects.
- Assist Project Director in design, development and implementation of project for sector development.
- Assist in implementation & management of projects / assistance programs of the Company in country.
- Assist in human resource management of staff at project sites.
- Supervise selection process of Quarries /Selection of Consultants
- Preparation of bidding /tender Documents /RFQ
- Evaluation of bid/tenders/RFQ /preparation of comparative statements etc. arrangement of meeting of procurement committees of Board.
- Award of tenders.
- Development of agreement/contract documents.
- Inspection of quarry machinery and goods local and international.
- Develop proposals for donor/government funding
- Started the project from very scratch and completed successfully.



National Data Base and Registration Authority.

Assistant Manager (29th Nov-2004 to 09th Dec-2006)

Responsibilities:

- Over all operational Head of NADRA Swift Registration Centre (NSRC).
- Dealing with the political environment / District government and elected members of Provincial and National assembly for smooth working of the Centre.
- Public administration, marketing management & resource management of Centre for uninterrupted

services to the clients.

- Implementation of National Identity Card SOP's as communicated by Head Quarter.
- Creating group policies to restrict access on unauthorized use national data base.
- Manage IT staff team and supervise technical and support department functions.
- Develop staff training programs and manage and coordinate staff activities as needed to satisfy the organizational standards and project needs.
- Evaluate the requirement of computers, network hardware, peripheral equipment and software's.
- Oversee internal and external projects and associated activities including project initiatives, project and task prioritization, and third party products used in computing environment.
- Started the project from very scratch and completed successfully.



World CALL Communications Ltd, Sukkur.

Regional Accountant : May 2002 to Dec 2004

Responsibilities:

- Joined World Call as Assistant Accountant and prompted within three month as Regional Head of accounts
- Preparing revenue and operational Budgets of regional office and four sub offices.
- Managing accounts and administration matters.
- Preparing report on daily, weekly and monthly basis for Top & middle Management.
- Financial management in the region.
- Inventory management and refund processing.
- Coordination and controlling sales teams.
- Super wise cash management, accounts payable and receivables.
- Managing accounts through computerized accounting system and management of manual accounts.
- Disbursement of fund to field and branch offices.
- Release of incentives and control of incentives on sales and promotional schemes.
- Performed duties as “Acting Area Manager Sales” (For 13 Months)
- Management of sales and technical team.
- Marketing management & development of new sales territories & management of distribution Network to achieve targets. Management of key accounts.

International Exposure



Germany



China



Ital



Qatar



UAE



Turkey



South Korea

Language Ability

English , Urdu , Sindhi, Punjabi, Sirakai

Information technology/Computer skills

Computer programming , Data Base Management , Data Communications