

A background image of a smiling man with a beard and short hair, wearing a dark suit jacket over a light-colored shirt. The image is overlaid with a blue gradient.

Corporate Mini MBA Program: **Mastering Business Strategy and Leadership**

presented by

Univision Academy

Unlock your organization's growth potential and accelerate development of your Leadership pipeline in business strategy and leadership with our New Corporate Mini MBA Program.

Our Corporate Mini MBA program is designed to develop your leadership talent pipeline by enhancing their business strategy and leadership skills. The program offers a comprehensive understanding of leading high performing organizations, their strategy and key management processes. It is based on top Business Schools' MBA programs and incorporates Best Practices from leading global companies. Participants will acquire business strategy insights and leadership skills to successfully lead in your organizations. Register your future leaders in our Univision Academy Corporate Mini MBA program and unlock your organization's growth potential.

Course Trainers and Expert Speakers

Our trainers and expert guest speakers are highly experienced in their respective management functions. The program will be delivered by senior executives from Unilever and other renowned multinational companies, incorporating a mix of interactive lectures, case studies, group discussions, and case study simulations.

Target Course Participants:

Our Corporate Mini MBA program is designed for corporate managers aspiring for leadership roles in their organizations, as well as individuals seeking to develop a comprehensive understanding of key business leadership functions.

Program Structure:

This is a 5 weekends program and comprises ten integrated modules designed to develop your business strategy and leadership skills required for managing in today's volatile business world. Our practical business approach will empower your future leaders to immediately apply the business strategies and frameworks shared in the program in your organization.



Sr.	Corporate Mini MBA Modules	Trainers and Expert Guest Speakers
1	Corporate & Business Strategy and New Business Models	 Khalid Noor – CEO Univision
2	Corporate Governance, Board Excellence, Crisis Management, Integrity and Legal Compliance	 Amar Naseer – Partner AUC
3	Marketing, Brand Strategies and Sales Execution	 Saad Zuberi – Executive Director LuckyOne Mall
4	Supply Chain Strategy and Operations Excellence	 Noman Lutfi – CSCO Ismail Industries
5	Leadership, Talent and Organization Development Strategy	 M. Khaleeq – CHRO Univision
6	Strategic Financial Management	 Khalid Noor – CEO Univision  Qanit Khalilullah – CFO Univision
7	Digital Strategy & Gen AI Transformation	 Kh. Tanveer Saleem – IT Leader UEP
8	Macro Economics and Tax Policy Management	 Qanit Khalilullah – CFO Univision
9	Strategic Project Management and Innovation	 Noman Lutfi – CSCO Ismail Industries
10	Sustainability, Environment, Social, and Governance (ESG) Strategy	 Naeem Subhani – CSO Univision

Program Dates

Karachi	Apr. 12, 19 & 26, May 3 & 10	2025
Lahore	Jul. 5, 12, 19 & 26, Aug. 2	2025
Islamabad	Sep. 13, 20 & 27, Oct. 4 & 11	2025
Dubai	Nov. 17 – 21	2025

5-Saturday program in Karachi, Lahore & Islamabad

Program Fee

For Karachi, Lahore and Islamabad
PKR 125,000

For Dubai
USD 1,250

Get 10% Early Bird Discount, Register and Pay Before 1st March 2025.

Get 10% Group Discount, 3 or more Participants.

Early bird and group discounts are mutually exclusive.

Contact Details

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Module 1:

Corporate & Business Strategy and New Business Models

Trainer & Coach: **Khalid Noor**

Introduction to Strategic Management:

- Strategy - importance in business success
- Strategic Planning Process

Purpose, Vision, and Values:

- Winning Aspirations and Goal setting
- Values & Behaviors

External Environmental Analysis:

- Industry Attractiveness - Porters 5 Forces
- PESTEL analysis
- Competitive Analysis

Internal Organizational Analysis:

- SWOT Analysis
- Resource-based view of the firm
- Core competencies and capabilities

Strategy Formulation:

Corporate-Level Strategy:

- Merger and acquisition strategies
- Strategic alliances and partnerships
- Global and International Strategies
- Diversification strategies

Business-Level Strategy:

- Porter's Generic Strategies – Cost leadership and Differentiation strategies
- Sustainable Competitive Advantage
- Offensive and Defensive strategies
- Blue Ocean strategy

Business Model Innovation:

- Innovative business models
- Disruptive innovation

Strategy Communication:

- Strategic Priorities Communication
- Focus Groups Discussions
- Print Posters and Corporate Intranet

Strategy Execution:

- Organizational Capability
- Leadership in Strategy Execution
- Change management.
- Agility and responsiveness

Strategic Review - Control and Evaluation:

- Key Performance Indicators (KPIs)
- Balanced Scorecard
- Continuous improvement and adaptation

Module 2:

Corporate Governance and Board Excellence, Crisis Management, Integrity and Legal Compliance

Expert Guest Speaker: **Amar Naseer**

Corporate Governance & Board Management:

- Principles and practices of corporate governance
- Role and responsibilities of the BOD
- Effective board management and decision-making.
- Board Committees

Whistleblowing and Reporting:

- Developing effective whistleblowing procedures
- Whistleblower protection

Emerging Trends in Corporate Governance:

- Exploring the latest developments and trends in corporate governance
- Adapting governance practices to meet evolving challenges

Legal and Regulatory Compliance:

- Understanding legal and regulatory frameworks
- Compliance management and reporting.
- The role of ethics in compliance

Corporate Litigation and Dispute Resolution:

- Managing corporate legal disputes.
- Alternative dispute resolution

Intellectual Property (IP):

- Introduction to Intellectual Property (IP):
- IP Laws and Regulations
- Trademark and Patent Management
- Trade Secrets and Copyrights
- IP in Digital Age

Risk Management:

- Types of business risks (financial, operational, strategic)
- Identifying legal and governance risks
- Risk assessment methodologies
- Strategies for mitigating legal and governance-related risks
- Developing risk mitigation plans
- Implementing risk management frameworks

Crisis Management

- Creating a crisis management plan
- Legal considerations during a crisis
- Crisis communication and reputation management
- Strategies for managing crises.
- Preserving and rebuilding organizational reputation
- The impact of ethical decisions on public perception
- Post-Crisis Evaluation and Learning

Module 3:

Marketing Strategies and Sales Execution

Expert Guest Speaker: **Saad Zuberi**

Marketing & Sales Strategies:

Consumer Behavior:

- Factors influencing consumer behavior
- Psychological and social aspects of consumer decision-making
- Implications for marketing strategies

Market Research and Analysis:

- Importance of market research in strategic decision-making
- Conducting effective market research.
- Analyzing market trends and competitor intelligence

Building Brands and Product Management:

- Brand development and positioning
- Strategies for brand extension and revitalization
- Product life cycle management

Marketing Mix (4Ps):

- Product, price, place, and promotion strategies
- Balancing and optimizing the marketing mix.
- Adapting the 4Ps to different markets and industries

Emerging Trends in Marketing:

- Exploring innovative marketing approaches and trends
- Leveraging emerging technologies for marketing advantage
- Leveraging data for customer insights.
- Analytics tools for marketing and sales optimization
- Predictive analytics for strategic decision-making

Digital Marketing Strategies:

- Overview of digital marketing channels and tools
- Content marketing and social media strategies
- Search engine optimization (SEO) and online advertising
- Mobile advertising and app marketing.
- Creating targeted and personalized email campaign
- E-commerce and Online Retail

Sales and Channel Strategies and Techniques:

- Consultative selling approaches.
- Value-based selling and relationship-building
- Sales forecasting and goal setting.
- Strategic approaches to managing key accounts and clients

Global Marketing and International Sales:

- Adapting marketing and sales strategies for international markets
- Cross-cultural considerations in global marketing
- International market entry and expansion strategies

Data Analytics in Marketing and Sales:

- Leveraging data analytics for marketing insights
- Analytics Tools for data analysis and reporting
- Predictive analytics for strategic decision-making

Module 4:

Supply Chain Strategy and Operations Excellence

Expert Guest Speaker: **Noman A. Lutfi**

Supply Chain Structure & Optimization Model:

- Supply Chain as business enabler
- Supply Chain Organogram & Forums
- Supply Chain Model & Network Design

Supply Chain Savings to improve Margins:

- Strategic Procurement & Material savings
- Manufacturing & Distribution Cost Reduction
- Business waste reduction

Creating Cash through Inventory Management:

- Raw Materials & PM inventory Reduction through MRP process and improving supply Planning
- FG Inventory reduction both primary and secondary level through DP and CS implementation.
- Technical Inventory reduction through VMI and virtual store concept.

Strategic Procurement:

- Developing effective Procurement Policy
- Vendor Performance Management System
- Developing Effective Negotiation process
- VMI modeling

Operational Excellence:

- Implementation of TPM and WCM models to improve efficiency and cost
- Operational reporting and corrective actions
- QFD model and QA excellence by RFT

Distribution Management & Customer Services:

- Developing strategies for efficient distribution network.
- WMS and improve WH& L operations
- Load optimization and round trip models & taking leverage through Collaborative Logistics

Integrated Planning Processes:

- Initiate Supply Planning Structures
- Implementation of SnOP and DP processes with cross functional alignment
- Innovation Network Planning & AN design

Tools for Efficiency and Controls:

- TQM & TPM Tools implementation
- Contingency Planning
- SC score card and KPI development & benchmarking

Module 5:

Leadership, Talent, and Organization Development Strategy

Trainer & Coach: **Muhammad Khaleeq**

People & Organization Strategy

- Key elements of People & Organization strategy

Leadership Fundamentals:

- Definition and key characteristics of effective leadership.
- Leadership styles and their impact on organizational culture

Strategic Leadership:

- Aligning leadership with strategy
- Visionary leadership and goal setting
- Leading change and transformation

Leadership Communication:

- Effective communication strategies
- Building a culture of open communication
- Handling difficult conversations and conflict resolution

Emotional Intelligence in Leadership:

- Understanding and developing emotional intelligence
- Emotional Intelligence in leadership decision-making
- Empathy, self-awareness, and relationship management

Building High-Performance Teams:

- Strategies for team formation and development
- Fostering collaboration and synergy
- Team dynamics and conflict resolution

Compensation & Benefits:

- Setting competitive compensation and benefits policies to attract and retain top talents.

Strategic Talent Acquisition:

- Developing a talent acquisition strategy
- Recruitment and selection processes
- Employer branding and attracting talent

Diversity and Inclusion in Talent Acquisition:

- The importance of D&I
- Strategies for promoting D&I in recruitment
- Inclusive onboarding and integration

Performance Management and Feedback:

- Goal setting and performance evaluation
- Providing constructive feedback and coaching
- Performance improvement plans and recognition programs

Learning and Development Strategies:

- Assessing organizational learning needs
- Designing and implementing training programs
- Evaluating the effectiveness of learning initiatives

Coaching and Mentoring Programs:

- Implementing coaching and mentoring for talent development
- Developing a culture of continuous learning
- Mentoring as a tool for leadership development

Succession Planning and Leadership Development:

- Identifying and nurturing future leaders
- Succession planning strategies
- Leadership development programs and initiatives

Module 6:

Strategic Financial Management

Trainer and Coach: **Khalid Noor / Qanit Khalilullah**

Introduction to Finance Strategy:

- Key elements of Finance Strategies
- Overview of financial accounting vs. managerial accounting

Financial Statements & Reporting under IFRS:

- Importance of budgeting
- Creating operational & financial budgets
- Variance analysis and corrective action

Budgeting and Forecasting:

- Aligning leadership with strategy
- Visionary leadership and goal setting
- Leading change and transformation

Cost Accounting:

- Types of costs
- Cost allocation and costing methods
- Activity-Based Costing (ABC) principles

Financial Analysis and Decision Making:

- Financial statement analysis
- Capital investment decisions
- Risk analysis and decision-making

Time Value of Money:

- Understanding of time value
- Present value and future value, and discounting
- Application of time value in decision-making

Working Capital Management:

- Managing short-term assets / liabilities
- Cash, receivables, and inventory
- Working capital financing strategies

Financial Markets and Instruments:

- Overview of financial markets
- Types of financial instruments (stocks, bonds, derivatives)
- Role of financial institutions

Capital Structure and Financing:

- Debt vs. equity financing
- Capital structure theories
- Cost of capital and weighted average cost of capital (WACC)

Corporate Finance and Governance:

- Corporate governance principles
- Shareholder value and stakeholder considerations
- Ethics in financial decision-making

Financial Strategy & Risk Management

- Organization's financial goals
- Alignment of financial objectives with the overall business strategy
- Consideration of external factors like market trends, economic conditions, and industry benchmarks

International Financial Management:

- Managing financial operations in a global context
- Foreign exchange management and risk
- International financial reporting considerations

Module 7:

Digital Strategy & Gen AI Transformation

Expert Guest Speakers: **Kh. Tanveer Saleem, Iqbal Ahmed Khan**

Introduction to Digital Transformation:

- Definition and significance of digital transformation
- Evolution of technology's role in business strategy
- Digital disruption and its impact on industries

Digital Strategy Formulation & Execution:

- Creating a vision and a digital roadmap
- Building a business-driven digital strategy framework
- Strategy into Action!

Digital Leadership and Change Management:

- Characteristics of effective digital leaders.
- Managing cultural change in the digital era
- Overcoming resistance to digital transformation

Customer-Centric Digital Strategies:

- Understanding the digital customer journey
- Implementing customer-centric digital strategies
- Personalization & customer experience excellence

Classical ERP vs Disruptive ERP:

- ERP for Business: Classical Model
- ERP for All: Disruptive Model
- Next Wave of Manufacturing Challenges

Data-driven Decision Making:

- Leveraging data for strategic insights
- Implementing analytics for informed decision-making
- BIG DATA & predictive analytics in business strategy

Cybersecurity and Data Privacy:

- Importance of cybersecurity in digital strategy
- Ensuring data privacy and compliance
- Mitigating cybersecurity risks and threats

IT Governance Framework for Digitization:

- Building policies and procedures
- Implementing 'Controls' in digital ecosystems
- Metrics & KPI (Key Performance Indicators)

Disruptive Trends and Technologies:

- Exploration of current technology trends
- Disruptive technologies (AI, IoT, block-chain, etc.)
- Assessing their relevance and applicability

Cloud Computing & Infrastructure:

- Leveraging cloud technologies for scalability
- OnPrem or OnDemand: IaaS, PaaS & SaaS
- Cloud migration and its impact on operations

Artificial Intelligence and Machine Learning:

- Understanding AI and machine learning
- Integrating AI into business processes
- Ethical considerations in AI and machine learning

Harnessing Future Trends in Digitization

- Exploring future possibilities and trends.
- Industry 4.0 and the next wave of transformation
- Are you ready for ever-evolving digital landscape?

Module 8:

Strategic Macro Economics and Tax Policy Management

Trainer and Coach: **Qanit Khalilullah**

Macroeconomic Fundamentals:

- Gross Domestic Product (GDP)
- Inflation, Recession/deflation, and their impact on business
- Unemployment and their implications on economy and people

Economic Cycles and Business Strategy:

- Understanding economic cycles (boom, recession, recovery)
- Aligning strategies to economic cycles.
- Economic policy making framework and business strategy

Government Policies and Economic Impact:

- Fiscal policy and its role in economic management
- Monetary policy and interest rate dynamics
- The impact of government regulations

National and Global Economic Trends:

- Key macroeconomic indicators
- International trade and its impact on national economies
- Exchange rates impact on businesses.
- Global organizations and their influence

Ethical Economic Systems:

- Social protection & Poverty elimination and their positive impact of business and overall economy
- Debt vs. Investment/Equity based business and economy
- Modern forms of Exploitation and Rent seeking
- Integrating ethical considerations into economic decision-making

Introduction to Corporate Taxation:

- Principles of corporate taxation
- Overview of tax structures and entities
- Taxation's role in business strategy

Tax Planning and Strategy:

- Crafting tax-efficient business strategies
- Long-term tax planning for sustainability
- Impact of tax laws on partnerships, LLCs, and corporations
- Tax Credits & Incentives – Tax efficient investment

Compliance and Reporting:

- Ensuring compliance with tax regulations
- Best practices in accurate tax reporting
- Managing documentation

Indirect Taxes:

- Overview of value-added tax (VAT) and goods and services tax (GST)
- Compliance with indirect taxation rules.
- Strategies for minimizing indirect tax

Tax Implications of Mergers and Acquisitions:

- Tax due diligence in M&A transactions
- Structuring deals for tax efficiency
- Post-merger integration and tax considerations

International Taxation:

- Tax considerations in global business operations
- Transfer pricing practices and strategies
- Double taxation treaties and implications

Module 9:

Strategic Project Management and Innovation

Expert Guest Speaker: **Noman A. Lutfi**

Introduction to Strategic Projects Management:

- Importance of project management
- Key principles and methodologies
- Role of project management in business success

Product Design & Innovation Process:

- IPM Process (Funnel Approach)
- Idea, Feasibility, Capability & Launch phases
- Gate Approvals in innovation project
- Post Launch Evaluation

Innovation Process:

- Design, Develop and Deploy Models

Project Initiation:

- Defining project objectives and scope
- Stakeholder identification and analysis
- Project charter and initial planning

Project Network and Planning:

- Innovation planning with key stakeholders
- Create Interdependency
- Developing project schedule timelines
- Resource allocation and management

Budgeting and Cost Management:

- Estimating project costs
- Creating and managing project budgets
- Cost control measures

Risk Management:

- Identifying and assessing project risks
- Strategies for risk mitigation
- Contingency planning and risk monitoring

Quality Management:

- Defining and ensuring project quality
- Quality by Design

Change Management:

- Handling changes within the project scope
- Impact assessment and change control
- Communicating changes to stakeholders

Project Closure:

- Closing out project activities
- Evaluating project outcomes and performance.
- Documenting lessons learned

Project Management Tools and Software:

- Overview of project management tools
- Selecting and implementing the right software
- Integration of project management tools into daily operations

Project Governance and Ethics:

- Establishing project governance structures.
- Periodic Project meetings
- Deviation Management
- Ethical considerations in project management
- Ensuring transparency and accountability

Case Studies and Practical Applications

Module 10:

Sustainability, Environment, Social, and Governance (ESG) Strategy

Expert Guest Speaker: **Naeem Ahmed Subhani**

Sustainability Strategies:

- Sustainability strategies
- Importance of sustainability

Sustainable Business Models:

- Exploring sustainable business models
- Integrating sustainability into business operations

Environmental Stewardship:

- Managing and reducing environmental impact
- Sustainable practices in resource utilization

Social Responsibility:

- Ethical considerations in business operations
- Community engagement and social impact initiatives

Corporate Governance and Ethics:

- Ensuring ethical conduct and transparency
- The role of governance in sustainable business practices

Sustainable Supply Chain Management:

- Integrating sustainability into the supply chain
- Ethical sourcing and fair-trade practices

Renewable Energy and Resource Efficiency:

- Transitioning to renewable energy sources
- Improving resource efficiency in business processes

Circular Economy:

- Understanding the principles of a circular economy
- Implementing circular practices in product life cycles

Sustainability Reporting:

- Designing and implementing sustainability reporting systems
- Communicating sustainability initiatives internally and externally

Green Marketing and Consumer Awareness:

- Strategies for marketing sustainable products/ services
- Educating consumers on sustainable choices

Sustainable Finance:

- Green investments and financing.
- Incorporating sustainability into financial strategies

Sustainability Metrics and Key Performance Indicators (KPIs):

- Measuring and evaluating sustainability performance
- Developing relevant KPIs for sustainability

Challenges and Opportunities in Sustainability:

- Addressing challenges in implementing sustainability practices
- Identifying opportunities for sustainable business growth

Future Trends in Sustainability:

- Exploring emerging trends in sustainable business
- Preparing for the future of sustainable practices
- ESG compliance

Profiles of our Trainers and Expert Guest Speakers



Amar Naseer

A Leader in Corporate Governance, Corporate & Legal Affairs

Amar Naseer is a Fellow Member of the Institute of Chartered Accountants of Pakistan. He has completed the Master of Laws (LL.M) from **University College London** in International Business Law. He also has the certification of the Institute of Certified Public Accountants, USA. Amar was also awarded Britannia Chevening Scholarship, UK, in 1997.

Currently, Amar Naseer heads the Karachi Office of the law firm **AUC I Law**. He has more than 30 years of experience in corporate laws, civil litigation, financial transactions, M&A, taxation, compliance, and corporate & regulatory affairs. He has cases reported in law journals to his credit.

In the past he has worked in the Middle East, Africa, and USA, and has several years of experience as Senior Manager and Director with MNCs, Accounting Firms, and public sector organizations.

Amar has also been associated as visiting faculty member for various professional organizations and educational institutions, including Institute of Chartered Accountants of Pakistan, Institute of Business Administration, Karachi, and University of Karachi. He has also conducted training programs in Pakistan and abroad.



Syed Khalid Noor

An Experienced Leader in Finance Strategy & HR

Khalid is a highly experienced Finance and HR Leader with Board Level experience in FMCG and Pharmaceutical Industry. He is currently Chief Executive at **Univision Consulting Private Limited**.

Career Highlights: Last role CFO, Director Finance, HR and IS at **Macter International Limited**. Prior to that he was Country Head of HR and Country CFO at **Novartis Pharma** Pakistan Limited. He was Finance Director in **Unilever Foods** Pakistan Limited.

He is a Fellow member at the **Institute of Chartered Accountants**. He completed the Executive MBA program from **IBA Karachi**. He also attended Strategy: Building and Sustaining Competitive Advantage Strategy Program at **Harvard Business School** and Advance Management Program at **LUMS**. He attended the **Strategic CFO program** with MECA CFO Academy and is a Coach at the CFO Coaching Club. He has recently attended a **Strategic Management program** conducted by Mihai Ionescu, a leading strategy practitioner.

Key Expertise:

1. Strategic Management
2. Finance Strategy
3. Organization & Leadership Development
4. Digital Transformation
5. Knowledge Management
6. Risk Management

Profiles of our Trainers and Expert Guest Speakers



Qanit Khalilullah

Experienced Finance Leader & Economist

Career Highlights: Qanit was Head of Internal Audit at Unilever Pakistan and Executive Vice President at Ufone (Etisalat Telecom Group). Qanit is a Fellow Member of the **Institute of Chartered Accountants of Pakistan**, he was trained at **A.F. Ferguson (PwC)**, where he worked in their Assurance and Tax consulting departments, serving large multinational organizations. He is also a qualified member of ICAEW and CIMA UK. He has also attended Senior Leadership programs with Harvard Business School.

He is a Member of the Technical Advisory Group of Accounting Standards Board and serves as the Chairman of the Audit Committee at the Character Education Foundation, a large non-profit organization. He is a frequent speaker and writes on economics, public policy, business, strategy, and financial reporting. His Key Expertise include:

- *Economics & Public Policy*
- *Financial Planning & Reporting*
- *Business Advisory*
- *Tax Planning*
- *Supply Chain Management*



Muhammad Khaleeq

An Experienced Leader in HR and Performance Management

Khaleeq brings with him 40+ years of global experience in Energy, Industrial Automation, Healthcare, Telecommunications, Education, Real Estate Development, and Construction Industries. He is currently an Advisor at UniVision Consulting.

Career Highlights: Advisor Qatari Ministry of Health on behalf of McKinsey & Co., Regional HR Director Siemens GCC Countries, HR Director EMAAR Saudi Arabia, HR Director Siemens Saudi Arabia, Head Corporate Communications Siemens Saudi Arabia, COO Association for Academic Quality, HR Director MOL Group MENA Region.

Khaleeq did his MBA from Athabasca University, Alberta Canada. As a coach and mentor at Siemens Learning Campus, he has been engaged in leadership development across the MENA Region. He is currently a Board Member at four different iNGOs in the fields of Education and Community Development.

Key Expertise:

- Strategic Management
- Performance Management
- HR & Org. Development
- Corporation Communications

Profiles of our Trainers and Expert Guest Speakers



Saad Zuberi

A Marketing Leader in FMCG, B2B and Retail sector.

Saad has over 25 years of diversified experience in FMCG, B2B, and Retail sectors. He held leadership roles in Operations, Sales & Marketing. He is passionate about training and teaching.

Career Highlights: Currently he is Executive Director at LuckyOne Mall, one of the largest malls in Pakistan. Elected as the first Pakistani Member, Board of Directors of Middle Council of Shopping Centers & Retail. Prior roles include Senior Sales and Marketing in Unilever Pakistan Foods B2B channel.

Expertise:

- Sales & Marketing Strategy
- Operations Management
- FMCG
- Retail Sector



Khawaja Tanveer Saleem

An experienced Digital Transformation and IT Leader

Tanveer has an enriching IT and Digital Transformation 26+ to 30 years of experience from organizations like **Unilever, Engro, National Foods & Shan Foods**. He is currently responsible for IT Leadership at **UEP**, crafting IT Vision and Strategic agenda aligned with business growth ambitions.

Tanveer's expertise lies in driving & delivering strategic & impactful transformation programs.

He excels in utilizing the potential of IT & process re-engineering to execute IT driven Business led innovations. Coaching, Leadership Interventions, Incisive Analysis & strong Entrepreneurial drive are his key strengths. As stated by him, "I coach as I love magic :) To me, 'transformation' is magic."

For three consecutive years in Dec-2020, Oct-2021, Dec-2022 he was recognized and awarded as '**Legend**' for transformative technology Leadership representing Pakistan in **Global CIO Forum**. Furthermore, he was the winner of The **World CIO 200 Awards** Grand Finale in 2022 and amongst the top 5 CIOs to represent Pakistan at the global event.

Additionally, as a **seed accelerator**, he is a passionate supporter of the early-stage, growth-driven startup companies through education, connections, mentorship, and seed investment to accelerate their growth.

Profiles of our Trainers and Expert Guest Speakers



Noman Amjad Lutfi

Result-oriented Supply Chain Leader

Noman is a result-oriented Supply Chain Leader with extensive experience in FMCG sector. His expertise is in end-to-end Supply Chain and Research & Development.

Career Highlights: Currently Chief Supply Chain Officer for Ismail Industries. Noman has also served on the Boards and Management Committees of leading organizations including Unilever in Pakistan and Sri Lanka, Rupali Foods, and English Biscuits, He is associated with professional bodies like GSI Pakistan, CILT, and ISCEA Pakistan.

He is graduate from the University of Karachi, Pakistan with a BSc (Hon.) in Applied Chemistry and has a Master's degree in Foods Science and Technology. He served Department of Applied Chemistry and Food Science at University of Karachi as Cooperative Teacher and also served as HR Visiting Faculty Lecturer at Next Campus Colombo, Sri Lanka affiliated with Birmingham

City University, UK.

He also functions as a Board Director of GSI Pakistan. He holds the post of Vice President of SCAP (Supply Chain Association of Pakistan). Mr. Lutfi also functions as the Regional Advisory Board Member (EMEA-Region) of ISCEA Pakistan, (International Supply Chain Education Alliance in Pakistan). He is associated as CMILT (UK) Chartered Member of CILT and working as executive member and convener for Education and Training sub-committee for CILT Pakistan and Advisor for WILAT (Women in Logistics and Transport) a subsidiary of Chartered Institute of Logistics & Transport (UK). He is also a member of the Advisory Board of Food Engineering, NED University of Engineering and Technology. Also serving as SC Expert trainer, consultant and advisor to Inve-X & SCT, KSA. He is also a GB member for KVTC (Karachi Vocational and Training Centre) and also serving as Steering Committee member of "ORIC" at Indus University.

Noman is Certified TQM Facilitator (Quest Pacific, Australia), ISRS, JSA & HAZAOP leader (DNV, Sri Lanka), Lead FQAG Auditor, Mentorship (Unilever) and Functional Coach (PSTD).

His Focus Areas include:

- Supply Chain Management
- Research & Development
- Organizational & Talent Development
- Mentoring & Training



Naeem Ahmed Subhani

An experienced leader in HSE & Sustainability

Naeem Ahmed Subhani, a Certified Safety Professional from US Board, founder and Ex-President of Pakistan Chapter of American Society of Safety Professions (ASSP), brings with him 35 year of experience in Oil & Gas Exploration & Production industry working for multinational oil and plant construction companies in Pakistan, Saudi Arabia, Dubai, Kuwait and Canada at senior positions.

He holds Mechanical Engineering and MBA degrees, HSE diploma from British Safety Council UK, Certified Safety Professional – CSP from US board, number of HSE certificates including ISO 45001 lead auditor and ISO 14001 certification,

He is a certified trainer, Enterprise Risk Management professional, QHSE auditor and lead investigator. He is leading a committee under the Pakistan Engineering Council to draft health, safety and sustainability standards for high-risk industrial sectors of Pakistan. Construction industry safety code being drafted jointly with the ILO.

He worked for Occidental USA, Pakistan Oilfields, MOL Pakistan, Weatherford USA, Kuwait Foreign Petroleum Exploration Company, DESCON Eng, and Consolidated Contractors Intl on Saudi Aramco Refineries expansion projects. He is providing professional support to various organizations including OGDCL, Mari Petroleum, IFC-WBG, HEC, PARCO Pearl Gas, Telenor, PTCL, K Electric, Style Textile, Fauji Fertilizer, CHUBB Risk Consulting Singapore, Qarshi Food, PMDC mines, Haigler Baily for their growth.