

# **E - PROFILE**

- **More than 25 years of exposure and experience as Chief Executive Officer / Chief Operating Officer / Chief Financial Officer in very large size organizations.**
- **Sales Turnover increased from US\$ 150 million in 2012 to US\$ 350 million in 2019 just in 6 years at Gul Ahmed Group of Companies, the Largest Retail Textile Business.**
- **Loss of PKR 450 million in 2011 converted in to highest ever in the history to Rs.5 Billion in 2019 at Gul Ahmed Group of Companies.**
- **Started as Founder & Chief Executive Officer of M/s Saima Classic Garments Private Limited in May 2019 and within a year time established 15 large Retail Outlets and Ecommerce at Alibaba Daraz within Pakistan and Sales reached from zero to PKR 1 Billion with Net Profit Margin 12% of Sales.**
- **Fellow Member of Chartered Institute of Management Accountants, England & Wales, CFA from Vancouver, Canada, MBA from Newport University, California USA and Fellow Member of the Institute of Chartered Management Accountant of Pakistan and Fellow Member of Chartered Administrators of United Kingdom.**
- **Started as Chief Operating Officer in 1998 Sunrise Textile Incorporated at North Carolina, USA Automatic Stitching Unit under joint venture of Target Corporation USA and Nina Group of Companies to produce Home Textile and Apparel products at USA and successfully operate this Organization more than 6 years with the collaboration of Target Corporation USA.**
- **Turnaround the Lucky Group of Companies in 2004 and within 1.5 years becomes the highest profitable organization of the region.**
- **I had more than 25 years rich experience in the Retail Industry, Manufacturing of Textile, Food Industry, Fertilizer Industry, Cook Oil Industry, Cement Industry, Auto Motor Cycle Industry and Cigarette Industries.**

**From : Syed Aamir**  
**Chartered Management Accountants England & Wales**  
**CMA (UK), CFA (CANADA), FCMA (PAK), MFBA(UK),**  
**MBA(USA)**

**To : The Chief Executive Officer,**  
**Public Limited Group of Companies,**  
**Executive Search,**  
**Worldwide**

**RE : Chief Executive Officer within your Group of Companies**

**Dear Sir,**

**With the enclosed resume, I would like to express my sincere interest in joining your Group of Companies as your next CEO Level Position. As a highly driven and successful Chief Executive and Senior Executive Directors with more than 30+ years of experience driving successful business operations and enhancing corporate productivity, I possess a wide range of knowledge and experience that will allow me to contribute toward the success of your company.**

**My expertise lies in driving business development efforts, profit and loss oversight, and staff development and leadership to expand shareholder value and achieve organizational goals. Through my experience, I have become adept in overseeing a wide variety of operational and fiscal responsibilities to ensure optimal business performance and realize substantial revenue enhancements. My additional success in managing and mentoring teams positions me to make a significant contribution to your organization.**

**The following achievements demonstrate my qualification for this position:**

**Directing business operations, P&L administration, and industry-leading customer service efforts in top executive-level roles with companies including largest Group of Companies.**

**Conceptualizing strategic initiatives to propel the achievement of corporate goals, streamline operations, and maximize staff performance; directing human resources, performance management, multimillion-dollar budget administration, and staff mentoring and leadership.**

**Realizing consistent improvements in organizational profitability, efficiency, and performance through effective problem solving, organization, and interpersonal abilities.**

Earning formal commendation and awards throughout career from corporate management as well as colleagues for outstanding management style, cross-industry expertise, and commitment to unparalleled customer service.

My proven dedication to overseeing all aspects of corporate operational, financial, and staff direction—along with my acute ability to realize consistent improvements in productivity, efficiency, and performance through effective negotiation, organization, and interpersonal abilities—will contribute immensely to the success of Jaybase Technologies. Thank you for your consideration; I look forward to speaking with you soon.

Sincerely,

**SYED AAMIR**

**Chartered Management Accountant England & Wales**

**CMA (UK), CFA (CANADA), FCMA (PAK), MFBA(UK), MBA(USA)**

## **CURRICULUM VITAE**

### **PROFESSIONAL QUALIFICATIONS :**

**C.M.A (Fellow Member of the Institute of Chartered Management Accountants England & Wales) in the year 2017**

**C.F.A (Fellow Member of the Institute of Financial Consultants, Vancouver, Canada in the year 2003).**

**F.C.M.A (Fellow Member of the Institute of Cost & Management Accountants of Pakistan in the year 1998)**

**M.B.A (Master in Business Administration from the Newport University, California, USA in the year 2000 GPA 3.5)**

**F.C.I.S (Fellow Member of the Institute of Corporate Secretaries of Pakistan in the year 1993)**

**M.F.B.A (Member of the Institute of the Corporation of Executives & Administrators, United Kingdom in the year 1997)**

**M.T.A (Associate Member of the Institute of Association of Accounting**

## Technicians of Pakistan in the year 1994

### PROFESSIONAL EXPERIENCE :

I have been working since last 30 years in the manufacturing large scale multi-billionaire (foreign/local) companies of Pakistan, USA and UAE on Senior Executive positions including Chief Executive Officer, Acting Chief Executive Officer, Chief Operating Officer, Group CFO, General Managers & other senior managerial positions. I had a great potential & experience in the conversion of loss oriented or low profit oriented organizations in to high profitable organizations. Reorganizations, Restructure, Right Sizing, explore new brands, new markets, new sales campaigns & advertisement media enhanced & optimize the sales turnover & marketing segments. Through modernized management tolls cut down over all wastages, inefficiencies in all areas, correct production planning maximize the net profit of several organizations wherever I performed my responsibilities.

#### (1) Chief Executive Officer/Founder – Saima Classic Garment Private Limited

##### **Retail Stores Textile Apparel & Fabric**

Started in 01<sup>st</sup> June, 2019 till todate

##### MAJOR ACCOMPLISHMENTS :

Started Retail Stores Company from Stretch to 12 Stores within Pakistan  
Improve the Sales Turnover of the Organization from Zero to Around Rs.1 Billion

#### (2) CEO HOME TEXTILE – GUL AHMED GROUP OF COMPANIES

##### **Largest Textile & Retail Group**

Joined in 01<sup>st</sup> April, 2012 till 30<sup>th</sup> May, 2019

##### MAJOR ACCOMPLISHMENTS :

Converted Loss Oriented Company Rs.450 million in 2011 in to highest Profitable Organization Rs.5.0 Billion in 2019.

Improve the Sales Turnover of the Organization from Annual US\$ 150 million to US\$ 300 million

#### (3) CHIEF EXECUTIVE OFFICER - DAWOOD GROUP OF COMPANIES

##### **Fertilizer Manufacturing Company**

Joined in September, 2006 till March 2012

##### MAJOR ACCOMPLISHMENTS:

Cut Down of Cost and Wastages of the Organization.  
Major Consolidation & Reorganization of the Group

#### (4) ACTING CHIEF EXECUTIVE OFFICER – YOUNUS BROTHERS GROUP OF COMPANIES:

##### **Large Cement Manufacturer & Lucky One Mall**

Joined in September, 2004 resigned in September, 2006.

##### MAJOR ACCOMPLISHMENTS :

Implement Zero Based Budgeting  
Implement Oracle ERP Systems

#### (5) CHIEF OPERATING OFFICER- M/S SUNRISE INCORPORATED, CHARLOTTE, NORTH CAROLINA, UNITED STATES OF AMERICA ( A JOINT VENTURE BETWEEN TARGET CORPORATION & NINA INDUSTRIES LIMITED (A HOME TEXTILE & FASHION APPAREL MANUFACTURING INDUSTRY):

##### **Textile Garment Industry**

Joined in October, 1998 resigned in September, 2004.

##### MAJOR ACCOMPLISHMENTS:

P&L key responsibility for this US\$ 50 Million turnover manufacturing organization.

#### (6) SENIOR MANAGER COST & PLANNING (CFO) - ALKARAM GROUP OF COMPANIES:

##### **Ice Cream Manufacturer and Distributor**

Joined in October, 1992 resigned in September, 1998.

##### MAJOR ACCOMPLISHMENTS:

Implemented computerized auto generated Production Planning System  
Focused on superior performance for branding and creditability.

#### (7) MANAGER ACCOUNTS (DEPUTY CFO) – FATEH GROUP OF COMPANIES :

## **Hero Honda Motor Cycle & Tractors Assembler**

Joined in November 1991 resigned in October, 1992.

### **MAJOR ACCOMPLISHMENTS:**

Implement Standard Costing System integrated with Financial Accounts

Introduced Zero Based Budgetary Control System

### **(8) DEPUTY MANAGER FINANCE (DEPUTY CFO) – FILTONA PAKISTAN – HABIB GROUP OF COMPANIES:**

## **Cigarettes & Raw Material Manufacturing Company**

Joined in February 1986 resigned in October, 1991.

### **MAJOR ACCOMPLISHMENTS:**

Converted the manual books of accounts in to Computerized Books of Accounts

Implement the British Reporting System within the organization

NAME : SYED AAMIR

AGE : 52 YEARS (10<sup>th</sup> April, 1968)

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Karachi, Pakistan.

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SKYPE ID (Face to Face) : syed.aamir63

### **PROFESSIONAL STRENGTH:**

Strategic Planning & Execution	Net Profit Maximization	Multi Billion Rs. P&L Management
Multi-unit operation management	Business Process Reengineering	Matrix Management
Large Scale Change Management	Corporate Development	Emerging & Advanced Technologies
Methodology Development	Organizational Change	Mergers & Acquisitions
Revenue Enhancement	Entrepreneurial Leadership	New Business Development & Growth
Executive Training & Development	Quality Management & ISO 9000 Implementation	Operational & Financial Turnaround
Project Management	Pricing Strategies & Structures	Operational & Financial Risk Management