



Personal Information

Chaklala Scheme-3, Rawalpindi,
Pakistan

+92-03076544400
jtauqir@gmail.com

Objective

Share and utilize my international diverse experience to attract and retain domestic & foreign investment, along with making my employer excel in client service & retention, leading to a world class brand that is known for its top-class management & best practices in the industry & major contributor towards economic inclusion / development of the country.

Professional skills

A great listener, Team Leader, Team Player, Budgeting, Empathy, Entrepreneur, Negotiation, Dispute Settlement, Solution finder, Soft Skills, Presentation, RFP reviewer, Writer (Article in Business Times India: Investment by design not by accident), and Researcher, Excellent client service, Discreet, Ability to communicate effectively, Time management, Sales pitch, Professional user of MS Word, Excel, Power Point, Contact Management Databases, CRM system, PMP, ICT Savvy, Current with geo-political and economic trends and tech developments. ICT sector, FinTech, Business Services, Infrastructure Services, Business VP, Cost Competitive Analysis, Team meeting specialist

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Jahangir Tauqir

Profile

Foreign Investment Attraction, Business Development, Business Management, Lead Generation, Branding, Marketing Strategies/tools, Relationship Building, Financial Risk Analysis, Financial Planning, Wealth Management, Customer Retention, Sales, Fortune 500 C-Level Interaction, Business Value Proposition, Sector Analysis, Economic Development, International Conferences, Speaker, Information Technology background, Partnership Development, Diplomatic sector.

Passionate about excellent client service, team building/development, business / market strategic analysis/research, growth marketing & new business pursuit!

Foreign Investment Projects \$500M+ | Global Teams of 100+ Embassies | No of Job created 9000+ during my 18 years with Invest Canada, Investment Partnerships & International Trade.

Employment History

Financial Advisor / Edward Jones / Sun Life Financial
Ottawa, Canada

May 2018 - May 2019

- > Advice, attract and convince customers in need to secure their financial future by sound wealth management and investment practices that bring security to the future of their families, business & next generation, in turn increasing revenue for my employer, a win-win for all.
- > Marketing strategies, Planning, Sales tactics, Financial Analysis, Networking, Referrals and Listening to the needs; Time management, applied for this role.
- > Achieved certification from the Canadian Securities Institute through hard work and self-study.
- > Utilise intelligent systems, door knocking, creative ideas & research for lead generation.
- > Train, manage junior advisors in a corporate setting with KPIs as performance indicator.

Senior Account Manager / Invest Canada (Global Affairs Canada)
Ottawa, ON, Canada

August 2000 - May 2018

- > Identify, Attracted and Promoted foreign investment for Canada, which contributed towards economic development, tech transfer, partnerships while creating thousands of jobs and multi-million dollar deals, by Fortune-500 & SMEs in diverse sectors.e.g.;IBM,Google,MS,ZTE,Amazon
- > Developed marketing strategies/tactics, Deployed marketing campaigns from ideation to execution, Developed valuable and engaging content within budget and Developed a system to identify targets, leads and prospects for investment attraction. A communication, branding specialist.
- > Organized Canada's participation in many international marketing conferences/events to attract investment such as the CEO Summit at the World Economic Forum in Davos, Vancouver Winter Olympics, Asian Financial Forum, MIGS, P3, Construct Canada, Sun Valley Conference, ITU Telecom Hong Kong, APEC, PCO BlackRock event, American Association for Advancement of Science just to name a few. As a result, Canada has attracted several major foreign investments.
- > Led an investment mission to Lahore and Karachi with the Canadian High Commission Islamabad, where I was keynote speaker at LUMS, in turn developed many investment prospects.

Projects

Led at Federal level for FDI wins by multinationals bringing in millions of dollars in investment; Founding member of one window solution for investors, Part of team with IBM in brainstorming layout of investment Performance tracking system, Trainer for KPMG Global Cost Competitive Model, Develop Intelligence system to identify Investment Targets, Develop training guide. Develop sector research papers, Infographics, Banners, Website content, Aftercare of foreign investors, Global international conference participation. Communities investment marketing proposal reviewer and a coordinator between municipalities, provinces and the bureaucracy.

Hobbies

Reading and learning about latest technology, business trends
Reading about latest economic and geo- political situation
Running and workout Networking

Employment History

> Managed interns, train new hires, input on performance appraisals and monitor investment attraction budget of 100s of Canadian missions abroad, more than million\$ investment plans.

> Experience in briefing senior government officials up to the level of Prime Minister for business meetings, marketing campaigns, media interaction and speeches.

> Maintain & develop working / business relationships with key industry leaders and influencers. Proposed & implemented the Industry Expert and Investment Champion program with leaders from large multinationals.

Business ICT Consultant / MCI World Com

Feb 1998 - May 1999

New Jersey, USA

> Project leader to audit MCI's global telecommunication network equipment, where I recovered \$2 million USD in lost revenue. Research, Knowledge management, Coordination; key to this role.

> Lead team meetings and set monthly and biweekly KPIs for the team members. Daily briefing and presentation to higher management.

> Proposed new intelligent, tracking system to avoid billing issues.

Manager / Exxon Mobil Oil Corp

August 1995 - January 1998

New York, USA

> Manage two multi-million-dollar facilities including responsibility for marketing, sales, new business development, human resource, hiring staff, accounting, banking, training & inventory control.

> Analyzed competitive environment to boost sales and increase customers' loyalty. Proposed new client loyalty and sales enhancement marketing programs.

Education

Masters Engineering Management / University of Ottawa

June 1999 - August 2000

Program supervised by the Telfer School of Management, specializing in the management of people, projects, resources & organizations with a focus on international business, marketing, creativity, finance and information communication technology.

BBA- Business Computer Information Systems / Hofstra University

1992 - 1995

New York, USA

B.Sc, Math & Physics / Punjab University

1987 - 1989

Rawalpindi , Pakistan

Certificates

1. **MBA (Partial)**, Banking and Finance, Dowling College, New York, USA

2. **Canada school of public service:** Finance, Trade, Global Supply Chain, Legal Aspects; Social Media Use & Responsibilities; FDI Strategies & Techniques; Science & Technology Promotion Strategies, Intellectual Property; Client Relationship Management, Group Facilitation.

3. **Mobil Oil Corp:** Salary Operations Management.

4. **University of Ottawa, Canada** 1). Economics for foreign policy practitioner; 2). Creating & sustaining high performance teams; 3). Building business case; 4). Project Management.

5. Harmonized Life Insurance License Qualification