

# MUHAMMAD ATHER GHAZIPURA

## Projects Director / Projects Consultant

### PROFESSIONAL SUMMARY

Highly Skilled Project Manager / Director offering 25 years of leadership experience collaborating with technical teams on various projects to accomplish short- and long-term project goals, managing budgets and costs. Successful at building and maintaining open communication between team members, clients, and leadership. Excels in recruiting and talent acquisition, as well as optimizing team skills. Considerable client-facing project experience has driven to customer satisfaction. Collaborate with stakeholders to inform the product vision, strategy, features, backlog, and prioritization from concept to launch.

### EXPERIENCE

#### **AYU Solutions – Director of Projects Management and Operations**

Karachi, Pakistan

11/2014 – current

- Guided extensive technical and operational direction in project issues, regularly meeting deliverables on time.
- Solved complicated challenges and collaborated closely with top executives to manage projects under demanding schedules and budget constraints.
- Improved progress by evaluating performance, budgets, and project timeframes on a continuous basis.
- Facilitated communication among internal employees, contractors, and vendors in order to ensure project coherence.
- Maintained compliance with regulatory parameters in complex projects with overlapping policies.
- Goals were met through effective task prioritization and a strong work ethic.
- Managed Clients Ledge and Billing Payment Cycles with aging reports.
- Using Digital Marketing Techniques for growing up the client's business
- Create and present both executive-level and detailed updates and final project readout deck.
- Data Requirement process for new or reengineered business process to Analyze, priorities, review and mentoring the team.
- Should have ability to make decisions fast and establish rules towards proper business management.
- Facilitate Train and Analyze business process and monitor to achieve goal.
- Resolved issues, enhanced operations, and delivered outstanding customer service.
- Solved conflicts and negotiated mutually advantageous arrangements between parties.

#### **Key Deliverables:**

- Delivery & creation of presentation and demonstrations to over 50+ clients the below products
  - HCMS (Human Capital Management System)
  - HMIS (Hospital Management & Information System)
  - UMS (University Management System)
- Deployed CRM, E-Commerce, NOPCommerce, ERP and other Small Applications.
- Managed the team of 20+ Software Development Professionals (Developers, Analysts, Project Leaders) and 40 Tele-marketers and Freelancers
- Use SaaS, PaaS and Open Source testing tools.
- Hand-on Skills on ASP.NET, MVC, SQL Server, MS Project, and Azure.

#### **ADMA-OPCO (ADNOC Group) – Analytics & Compensation Advisor**

Abu Dhabi, UAE

11/2006 – 10/2014

- Resolved issues and created mutually advantageous agreements amongst parties.
- Created team communications and meeting information.
- Exceeded targets via excellent task prioritization and outstanding work ethic.
- Led projects and analyzed data to identify improvement opportunities.

### CONTACT DETAILS:

C-1, Star Homes, Block 2,  
Gulshan-e-Iqbal, Karachi  
0336-1248249  
[maghazipura@yahoo.com](mailto:maghazipura@yahoo.com)

### SKILLS:

- Project Planning and Development
- Business Process Re-Engineering
- Testing And Conversion Plans
- Systems Installation, Configuration and Upgrading
- Technical Support
- Functional & Business Requirements
- Project Management
- Budget Administration
- Disaster Recovery Methodologies
- Team Bonding
- Programming Languages
- Staff Management
- Software Development Lifecycle
- Digital Marketing
- Agile Methodology
  - SCRUM Framework

### EDUCATION:

Master's in computer Science (Specialized in RDBMS and Artificial Intelligence)

University of Karachi

Karachi, Pakistan

Dec-1997

- Designed and executed performance improvement strategies and programs to encourage continual improvement.
- Improved operations through consistent hard work and dedication.
- Proved successful working under tight schedules in a quick setting.
- Created spreadsheets for daily, weekly, and monthly reporting.
- Collaborated with team members to achieve target results.
- Conducted research, obtained information from a multitude of sources, and presented findings.
- Actively listened to clients' needs, ensuring that they were well understood before responding to their issues.
- Oversaw hiring, training, and professional development of personnel as part of a management team.

**Key Deliverables:**

- Best Innovation Award Winner
- Best Retention Policy Implementation Award winner
- Member of Shaikh Khalifa Excellence Award Diamond Category winner Team.
- Designed and implemented a sophisticated Motivation & Retention policy.
- Provided technical & functional support in implementing Oracle HRMS

**MB Petroleum Services – Software Development Team Leader**

*Muscat, Oman*

*04/2001 – 10/2006*

- Developed progress reports for high management, outlining key performance indicators and notable individual contributors.
- Recruited technical subject matter experts to plan and monitor software development teams through phases of project completion.
- Scheduled development timeframes, providing realistic and actionable frameworks for consistent development progress performance.
- Created long-term development plans to optimize performance within multi-project and multi-team environments.
- Managed costing of proposed development projects, incorporating input from managers to provide accurate budgeting data.
- Corrected code flaws, upgraded interfaces, and improved overall efficiency of current Type software.
- Designed, built and deployed forward-thinking solutions that fulfil user demands while increasing efficiency.
- Investigated new and developing software applications in order to choose and deploy administrative information systems.
- Rapidly prototyped new data processing capabilities to confirm integration feasibility into existing systems.
- Authored code additions and fixes to be included in future versions and patches.
- Used interpersonal and communication skills in interactions, enriching team collaboration, customer relationships on Type project.
- Contributed ideas and suggestions in team meetings and delivered updates on deadlines, designs, and enhancements.
- Inspected equipment, assessed functionality, and optimized controls.
- Designed, Developed and deployed small to large applications and interlinked through Dashboard designed in SharePoint Portal.

**Key Deliverables:**

- Participated as a Techno-Functional Consultant in the implementation of Oracle HRMS and administered all the modules.
- Contributed to the development of recruitment strategies for young Omanis and experienced expatriates.
- Member of the committee that developed the Employee Contingency Plan.
- Developed or participated in the development of 10+ small systems with average development cycle time of 2 months.
- Implemented new salary scales comprising of 5 packages based on nationalities, currencies and Taxation.
- Joined as Systems Analyst and rose to Team Leader Development in 5 years.

**Dawlance Group – Deputy Manager MIS**

Karachi, Pakistan

03/2000 – 03/2001

- Conducted research, gathered information from multiple sources and presented results.
- Participated in team-building activities to enhance working relationships.
- Created spreadsheets using Microsoft Excel for daily, weekly, and monthly reporting.
- Recognizing discrepancies, and promptly addressing for resolution.
- Identified problems, analyzed information, and provided solutions to issues.

**Millennium Software Private Limited – Executive Software Engineer**

Karachi, Pakistan

12/1997 –

06/2000

- Proved successful working within extreme deadlines in a high-functioning atmosphere.
- Delivered services to customer locations within specific timeframes.
- Developed team communications and information for meetings.
- Actively listened to customers' requests whilst fully comprehending before addressing concerns.

**PROFESSIONAL MEMBERSHIPS**

- **Project Management Institute (PMI)** USA, from 2006
- **Computer Society of Pakistan**, from Jun 1998

**VOLUNTEER ATTACHMENT WITH NPO/NGO**

- **Pakistan Cultural Centre, UAE** (Training and Development, Raising and Grow New Talent for UAE).
- **Memon Foundation Tando Muhammad Khan:** (Fund Raising, Audit, New Projects Development since 1989)
- **Khatoon Bai Educational Trust, Karachi:** (Fund Raising, New Projects since 2014)

**MAJOR TRAININGS/CERTIFICATIONS**

- **PMP Certification Exam Prep Course 35 PDU Contact Hours/PDU**, PMI Arabian Gulf Chapter Abu Dhabi UAE
- **ASP.NET and VB.NET**, Microsoft Oman – Sultanate of Oman
- **New Trends in Human Resources Management** – Sultanate of Oman
- **Employees as the Capital of the Organization** – Sultanate of Oman
- **Total Rewards – Modern Techniques, Improve Productivity through Employee Satisfaction** – United Arab Emirates
- **Conducted 4** trainings monthly on **SCRUM Approach in Agile Methodology**
- **Conducted** on job trainings on **Modular Approach & Work Break Down**
- **Conducted** on job trainings on **Planning/Story Writing and Database Management**
- **Conducted** on job trainings on **SQA Methods and Basics**
- **Conducted Training** for School Heads on **Leadership and Management Program for Future Leaders**
- **Conducted** on job trainings on **Policies, Procedures & SOPs** time to time

**PERSONAL PROFILE**

- **Date of Birth:** 26 May 1972
- **Languages:** English, Urdu, Sindhi, Memoni, Gujrati, and Arabic
- **Nationality:** Pakistani
- **CNIC No.:** 41303-7307961-9