

# Faheem A Shahzad



Faheem.malik89@gmail.com



+92 (333) 503 1444



House #768, Street #28, sector G-15/1 Islamabad



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## Career Profile

- Telecom professional with more than Ten (10) years of wide experience in Business Development, Sales & Marketing and Regulatory Affairs. I was managing and launching various projects in different cities of Pakistan of international mobile service provider named Lycamobile headquartered in London. They are also based in 22 countries including UK, USA, Europe and Australia.
- Have wide range of experience of working in two different economies The United Kingdom and The Pakistan, which have helped me in adopting better professional ethics and evolving my personality in being more hard working, upholding professional integrity, and adjusting in different environments quickly.
- Focused and methodical in approach with ability to ensure timely completion of task assigned.
- Skilled in time & scope management, preparing and presenting reports.
- Adept in ensuring adherence to operational SOPs, set rules & organizations procedures.
- Active team player with ability to coordinate with all sections within an organization. Keen observer and team player.

## Professional Experience

### **Appointed as Director Lycamobile Pakistan Ltd. in Aug-2012.**

Worked as “Director Regulatory & Industry Affairs”

**Role: Government Regulatory Affairs**

**Company: Lycamobile Pakistan Pvt Ltd.**

**(June-2014 to Sep-2022)**

### **Responsibilities/Accomplishments:**

- Responsible for advising and correspondence with the Chairman and members of telecom regulator “Pakistan Telecommunications Authority” over licensing and launching a new telecom operator in the Market of Pakistan.
- To present the business proposal and have substantial discussions with different telecom operators of Pakistan and regulator on launching of Mobile Virtual Network Operator in Pakistan.
- Worked on all kind of company regulatory affairs.
- To coordinate and provide consultation to top management of the company regarding telecom policy of Pakistan 2015.
- To attend various GSMA conferences on behalf of Lycamobile Pakistan held in Barcelona, Spain.

Worked as “Project Director Airports”

(Aug-2012 to May-2014)

**Role: Sales & Marketing**

**Company: Lycamobile Pakistan Pvt Ltd.**

**Responsibilities/Accomplishments**

- Launched Lycamobile Brand first time ever in Pakistan on major airports of Pakistan.
- Responsible for correspondence with Civil Aviation Authority regarding Approval and Award of Projects.
- Managed Recruitment, Sales and growth.
- Liaison with staff and responding on their queries regarding product.
- Conducted special training sessions of Staff on the instruction of senior management.
- Preparation of Accounts including Sale reports, Payrolls and Bank Reconciliations.
- Correspondence with Banks regarding current account balances and salary deposits to employee's accounts.
- Correspondence with Customs regarding SIM consignments/shipments.

Worked as “International Business Development Executive”

(Jan-2011 to July-2012)

**Company: Lycamobile UK Ltd. London, UK**

**Responsibilities/Accomplishments**

- Launched sim cards of all Lycamobile Countries on inbound and outbound flights of British Airways.
- Launched sim cards of all Lycamobile Countries in fourteen (14) Visa centers of India operated by VFS Global.
- Various Marketing activities on London cabs and London Buses.
- Launched Kiosks of Lycamobile on sea ports of UK and France.

Worked as “Sales Executive”

(Aug-2010 to Dec-2011)

**Company: British Gas Ltd. London, UK**

**Responsibilities/Accomplishments**

- Conversion of customers of other electricity companies to British Gas. Only targeting SMEs.
- Visiting High Profile Consumers and offering high incentives from the company.
- Reporting on Council wise loyal customers.
- Received best performance award in the 4<sup>th</sup> month of the job.

## **Foreign Visits/Exhibitions & Bilateral Meetings**

- Travelled to USA, Europe and Middle East.
- Attended World Travel Market (WTM) exhibition in 2011 at London, UK
- Attended GSMA Mobile World Congress in 2015 at Barcelona, Spain.
- Attended ITW (International Telecom Week) in 2016 at Chicago, USA.
- Attended Various business meetings in 2022 at London, UK

## **Professional Qualification**

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- **London School of Business and Finance (London, Holborn, UK)** (2010- 2012)  
ACCA (FINALIST)
- **SKANS** (2010)  
CAT (MSER)
- **Punjab college of Commerece (B-Com)** (2008-2010)

- **Punjab college of Commerce (I-Com)** (2006-2008)
- **Army Public School & College(Ordinance Road, RWP)** (1997-2006)  
Matriculation

### **Professional Development Courses & Certifications**

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- **London School of Business and Finance** (Sep,2011)
  - ❖ Sage Line 50
- **Two months course conducted by London School of Business and Finance from Sep 28,2014 to Nov 28,2014 on the following subjects:**
  - ❖ Effective Business Communication
  - ❖ Financial Accounting
  - ❖ Information Technology
  - ❖ Management
- **Problem Solving & Decision Making: Ten (10) days in-house training by Lycamobile UK Ltd.** (Oct,2015)
- **Leadership Skills: Five (5) days training by London School of Management & Leadership.** (Aug,2017)
- **IELTS (International English Language Testing System)** (Sep,2012)

### **Excellence & Best Performance Awards**

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- Outstanding Performance Award in Sales cadre of the year 2013-2014, presented by the Deputy Chairman of Lycamobile.
- Best Employee of the year (2012), awarded by Mr. Milind CEO Lycamobile.

### **References**

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Reference furnished upon request.