

## **DR. NAEEM NIAZI**

### **PROFILE**

I consider myself a multi business specialist with significant experience as a business developer and advisor in both private and public sectors working with both local and international bodies.

I have vast experience in business development in the sub-continent and the gulf. Having worked with many multinational companies, introducing them to new markets and developing business in this region of the world, I've made many personal and professional relations with dignitaries and high ranking officials and business professionals, including but not limited to Presidents, Ministers, Ambassadors, Bureaucrats and high Army and Civil officials.

I have a very long and old relationship with Pakistan Armed Forces, belonging to a Prestigious Pakistan Army family with relatives from junior ranking to three star generals including my father who retired as a Brigadier General, also having served in the army as Captain for two years in Pakistan Army Medical Corp, I have many ties on personal and professional level with retired and the current High ranking officers including the current and previous Pakistan Army Chief(s).

My passion for business development in any and all sectors is what drives me and my experience history speaks for itself.

### **EXPERIENCE**

#### **PRESIDENT/DIRECTOR, GNFOODS PVT. LTD; ISLAMABAD, PAKISTAN – 2012-PRESENT**

Master franchisee of Tutti Frutti Frozen Yogurt and O'My Buns brands owned by Wellspring Industry Inc. California for Pakistan, Bangladesh, Afghanistan, Sri Lanka, Myanmar & Nepal. The company already has multiple stores in most cities of Pakistan. Beside Master Licensee I also developed business for Wellspring in Middle East by getting clients in Dubai, Qatar, Amman, Bahrain, Iraq, Kuwait and Saudi Arabia. Presently multiple units of Tutti Frutti and O,My Buns are already opened in these regions.

#### **PARTNER/BUSINESS DEVELOPMENT ADVISOR, OAKS CAF PAKISTAN/SEOJUNG COOKING– 2010-PRESENT (KOREAN OWNED)**

Oaks CAF Pakistan, owned by Seo Jung Cooking a Korean Company. I introduced the group in Pakistan in 2010, is involved in agriculture-based project with different institutions/private sector. Our group has a very strong support by Korean Govt/Korean Embassy in Pakistan. We are working together since then and our achievements are as follows.

- a. Joint venture contract with University of Agriculture Faisalabad for soybean, alfalfa, dairy value chain, cultivation of first generation potato seed, production of high protein animal feed, animal vaccination and Special Economic Zone for Korean investors/local investors for food processing industry which will have at least 10 years of tax holiday. According to the contract our group will manage the whole project.
- b. JV Contract with Nestle Pakistan for supply of maize harvesters on rental bases to Nestle clients and assisting the local farmers in making silage for animal feed.
- c. Group was instrument in getting approval from Korean Govt. for import of Mango from Pakistan and we did the first export to Korea in 2014.

d. Presently working on new projects like Small and Mega Dairy Farms, Animal Fattening and milk supply chain with related army and civil clients.

**BUSINESS DEVELOPMENT ADVISOR TO CEO, HRL; PAKISTAN – 2006-PRESENT**

One of the largest construction company in Pakistan involved in multiple projects. I am business development advisor to CEO Mr. Zahid Rafiq. He is also our Partner in GN Foods. For further information see the website [WWW.HABIBRAFIQ.COM](http://WWW.HABIBRAFIQ.COM)

**DIRECTOR, IPIE INTERNATIONAL, HUNTINGTON BEACH; CALIFORNIA – 2009-2011**

The company was responsible for international business development for all the Wellspring Industry Inc., brands. I resigned in 2011 and bought the master franchisee right for these brands for GN Foods.

**BUSINESS DEVELOPMENT ADVISOR TO CHAIRMAN, BAHRIA TOWN PVT LTD; PAKISTAN – 2007-2009**

Bahria Town Pvt Ltd is owned by Mr.Malik Riaz Group Chairman, one of the largest developer in Pakistan. As his advisor I was instrumental in negotiating and finalizing the joint venture contract between Bahria Town Pvt Ltd and Defense Housing Authority Islamabad for two mega housing/commercial projects. These projects were negotiated with related army departments at the highest level and were approved by Gen.Ishfaq Pervaiz Kiyani, then the Pakistan Army Chief.

For further information see the following website

[www.bahriatown.com](http://www.bahriatown.com)

**DIRECTOR, MAXCORP PVT LTD 2000-2007**

Director and Chair Person of the company. Majority shares of this company were owned by Maxcorp Sdn Bhd a Malaysian group. I convinced this group to come to Pakistan, got them through with turnkey projects on BOT bases. Few are listed below with thier websites.

- a. Royal Palm Golf & Country Club Lahore (<http://www.rpgcc.com>)
- b. DHA Golf & Country Club Karachi (<https://www.dhakarachi.org>)
- c. Mangla View Resort (Mangla) ([www.manglaviewresort.com/](http://www.manglaviewresort.com/))
- d. Jaccaranda Family Club DHA Islamabad ([www.jacarandadha.com/](http://www.jacarandadha.com/))

We were also involved as commission agents in getting through small arm deals between Pakistan Army and Malaysian Army. We did few successful projects.

We also took part in architecture design of New GHQ (General Headquarters) for Pakistan Army to be built in Islamabad. We were the only forgien company who's design was short listed. This project is currently on hold.

### **REPRESENTATIVE, RENONG BHD; PAKISTAN – 1998-2000**

Renong was one of the largest groups of Malaysia owned by Tan Sri Halim Saad. I was appointed as his representative in Pakistan. I introduced the group to then and current Prime Minister Nawaz Sharif and Chief Minister Shahbaz Sharif. The group showed interest in building one hundred thousand low cost houses and hydal power projects in Pakistan, but unfortunately before the finalization of these projects the Govt. of Nawaz Sharif was dismissed and Gen. Pervaiz Musharaf took over. The group left Pakistan.

### **OWNER/DIRECTOR, CHINA TRADE CENTER; PAKISTAN – 1990-1991**

Involved in trade business with China through Silk Route.

### **USA FOR IMMIGRATION – 1992-1996**

### **MEDICAL FIELD AS DOCTOR–1981-1992**

Worked in different departments of medicine. Also joined as Captain in Pakistan Army Medical Corp from 1982 to 1984.

## **EDUCATION**

ALLAMA IQBAL MEDICAL COLLEGE, LAHORE, PAKISTAN – M.B.B.S., 1981

## **SKILLS**

Business Development.

## **REFERENCES**

Provided upon request.