

Raheel Sheikh

Business & Management Consultant

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INTRODUCTION

A passionate business oriented versatile and professionally invigorated veteran **entrepreneur** having **15 Years of Experience** with business acumen and a capacity to transform the struggling businesses into most sustained organization in short period of time and open multiple revenue streams with Cost Minimization & Profit Maximization. A Growth Consultant with proved Management Skills & Expertise and an ability to bring an exponential evolution to the business by making international expansions.

CORE COMPETENCIES

- ✓ Business Consultancy & Management
- ✓ Market Research, Analysis, Advisory, Valuation & Audit
- ✓ International Business Relations Management
- ✓ Investment Migration Consultancy
- ✓ Financial Consultancy & Risk Management
- ✓ Investment Advisory & Management
- ✓ Investor Relations
- ✓ Ultra-High Net Worth Client Servicing
- ✓ Portfolio Management
- ✓ PR & Brand Management

CAREER ACHIEVEMENTS

Entrepreneurial Achievement

- ✓ Managed a Portfolio Book of **\$300 Million** for Individual Investors.
- ✓ Managed to Generate **\$1.5 Million** of Revenues per Annum.
- ✓ 27 International Business Collaboration Agreements across the Globe.
- ✓ Maintained and Managed a constant 20% Annual Growth in Revenue & Net Profits.
- ✓ Reduced the Operational Cost up to 35% by new Financial Modeling, Budgeting and Implementation.
- ✓ Sustained the vintage staff for a consecutive 5 Years by Formulating effective HR Policy.
- ✓ Gained 98% of Client Satisfaction which led to 30% of new clients introduced as Referrals.
- ✓ Competitive Analysis, Planning & Organizational Restructuring has resulted in opening new Revenue Streams for the Organization.

Employee Achievement (Banking Career)

- ✓ Managed a Portfolio book for Risk Management of **AED 1 Billion+ (US\$ 300M)**
- ✓ Increased the Portfolio Performance up to 300% on monthly basis.
- ✓ Maintained an improved performance track for 3 consecutive years (2010 – 12)
- ✓ Managed Team of 12+ Risk Managers & 30+ Local and International outsourced business partners.
- ✓ Liaised with multiple internal departments for improved organizational performance.
- ✓ Minimized the Charge Off Losses of the Bank to 40%.
- ✓ Maximized the Net Recoveries to 100% as contribution towards the Bank Annual Net Profit.

CAREER TRACK RECORD

Apr 2012 – Till Date – Founder & MD - **Mahandru Associates** – Dubai, Poland & Pakistan.

Mar 2009 – Oct 2013 – Portfolio Manager – **Abu Dhabi Commercial Bank** – Dubai

Nov 2007 – Feb 2009 – Risk Management Specialist - **Standard Chartered Bank** – Dubai

Aug 2006 – Nov 2007 – Regional Risk Coordinator - **Standard Chartered Bank** – Pakistan

PERSONAL ACHIEVEMENTS

- 21 Performance Awards of Achievements.
- 9 Certificate of Merits & Achievements.
- 5 Shields of Appreciation.
- 9 professional trainings for Management Service Excellency (MSE).
- 7 Courses with majors in Operational Risk, Anti Money Laundering & Service Oriented Programs.

PERSONAL CAPABILITIES

- Collaborative Leadership Approach.
- Solid Communication, Negotiation and Interpersonal Skills.
- Efficient, Timely and Multi-Tasking Role Management.
- Team Training & Motivation Skill Set.
- Excellent Temperament Control Approach.
- Excellent Corporate Business Sense and Grip.

CERTIFICATION & ACCREDITATIONS

- Certified Member of IAPDA
- Certified Debt Specialist (CDS)
- Certified Credit Counseling Specialist (CCCS)
- Certified Member of IFC
- Certified Financial Consultant
- Certified Quality in Business Consultant

PORTFOLIO MANAGED

- 500+ SME clients for Financial Consultancy managing an approx. portfolio of US\$ 200M.
- 250+ clients for PR & Citizenship by Investments managing an approx. investment of US\$ 100M.
- 1000+ clients for Immigration and Visa Consultancy.
- 1500+ clients for Corporate Branding.

ACADEMIC QUALIFICATION

2003-2005 Bachelor's in Commerce - University of the Punjab, Lahore, Pakistan.

PERSONAL PARTICULARS

Marital Status	Married
Date of Birth	October 09, 1985
Nationality	Pakistan
Resident Status	USA B1/B2 Visa
Religion	Islam
LinkedIn Profile:	https://www.linkedin.com/in/raheel-sheikh/