

## ***Aftab Ahmad***

### ***(Associate – Technical Wing)***

*Chartered Accountant*

*MS Management from Arthur D. Little Management Education Institute, Massachusetts, USA*

Fellow member of the Institute of Chartered Accountants of Pakistan

Fellow member of the Institute of Marketing Management

Fellow member of the Institute of Taxation Management

Fellow member of the Institute of Chartered Secretaries and Managers

A professional with strong analytical skills who can identify problems, develop and suggest practical & doable solutions, able to make timely and effective decisions, lead groups, achieve results, and create value for all the stake holders.

He has also attended / participated in meetings, seminars, workshops and training programs covering Executive Development, Negotiating skills, H.R., Exposure to E&P Operations for non-engineers and geoscientists, General E&P Business Exposure Programs and Joint Venture management programs, in Pakistan, USA and UK.

### **Professional Experience & Work History**

As a professional, possess over 35 years of experience in Oil & Gas Exploration and Production, Aviation Industry and Financial and Management Services sector, with exposure in Financial Management and Accounting, General Management, Strategic Business Planning, Business Negotiations, Business Development, Joint Ventures Management, Relationship Development and Management, Business Plans, Feasibility Studies, Transaction Advisory, Business Valuation, Business Report Writing, Forensic Audits, Financial Audits and Taxation.

- **Occidental Pakistan Inc.**

Worked with Occidental Pakistan Inc. (a subsidiary of Occidental Exploration and Production Company, incorporated in Bakersfield California, USA), for thirteen (13) years from May 1983 through March 1995. Identified by OXY Management as a candidate to be extensively trained and groomed for higher Management position leading to frequent involvement in cross functional exposure on material management, business planning and economic model development. Also exposed to technical cross functional training / interaction with exploration, project development, project monitoring, reservoir management, production and commercial issues, was part of domestic negotiations teams and later worked with global negotiations team in Tulsa Oklahoma USA., exposed to the full E&P cycle with visits to H.O. as part of the team to defend Oxy Pakistan's exploration and development and production projects. Was offered International position by OXY in 1995, however opted to stay in Pakistan to work with the new owners.

- **Orient Petroleum Inc.**

In March 1995, Pakistan branch of OXY, formerly known as Occidental Pakistan Inc. was taken over by Zaver Petroleum Corporation. In 1997 the company was renamed as Orient Petroleum Inc. After the takeover by Zaver Pakistan branch of OXY, the new owners retained the old team of OXY including the General Manager. In 1998 was appointed Resident Manager and Chief Financial Officer of the company reporting to Group CEO in Houston, the group comprised of three E&P companies, as the Resident Manger managed the company for the new owners using skills acquired during exposure with OXY. Compression was installed at one of the companies operated fields for which an incentive price was to be negotiated. The company had acquired exploration blocks which were in litigation. These outstanding issues on concessions and pricing were settled amicably under my watch.

- **Oil and Gas Development Company Limited**

Worked with Oil and Gas Development Company Limited (OGDCL) for ten years from August 2002 till August 2012, last assignment was that of Executive Director (Finance)/CFO. Prior to that worked for two and a half years as Executive Director (Strategic Business Planning) and before that for three years as the Executive Director (Finance) / CFO of the company and Executive Director (Joint Ventures) which included management of Joint Venture relationships and negotiations with the existing and new partners while working out the farm in and farm out agreements, major being negotiations with Total, Petronas, Petrobras and BP as well as review and discussions with the national oil companies and Governments in Egypt, Syria, Libya, Sudan and Eretria.

- **Pakistan International Airlines Corporation**

Worked with Pakistan International Airlines Corporation (PIAC) as CFO, from December 2012 till August 2013, resigned due to pressing personal reasons, Airline was and still is going through tough times as it is trying to induct newer fuel efficient aircraft and at the same time trying to bring financial discipline by separating its noncore functions through the concept of private public partnership. Revisited the PIAC business plan which has been worked and presented for well over two years to the Government at various forums, and presented it to the ECC of the cabinet towards the end of February 2013, ECC in principle approved the plan, gave go ahead for induction of newer airplane as well as consented to provide financial support for day to day operations as well as other requests of PIAC.