

CURRICULUM VITAE

Lt Col Muhammad Saeed (R), BE(Electrical), isc,PE,CMILT(UK)



Personal Information

Passport Number : AF5970515
CNIC No : 34203-3917051-3
Date of Birth : 12 April 1971
Address : 1A-24, Sector F, Askari 10, Lahore
Contact # : Cell: 03309513333, Res: 04238924197
E-mail : msaeed19@gmail.com

Objectives

I am presently serving in a manufacturing industry (Popular Pipes Group of Companies) as General Manager Business Development. This is a dynamic opportunity in a dynamic and progressive organization to have a diversified exposure where I am endeavor with best of my abilities to contribute in development by utilizing my engineering expertise in electrical engineering, Power, Administration, HRD, IT, Telecommunication, Project Management and Security.

Education / Qualification

<u>Qualification</u>	<u>Institution</u>	<u>Year</u>
• Bachelor of Science (B.Sc)	PMA Kakul	1992
• Bachelor of Electrical Engineering	NUST	1996
• Cyber Security Course	MCS	2000
• Chartered Member – CMILT	University of Karachi	2011
• MS Energy Engineering	University of Engineering & Technology, Lahore	2020

Foreign Courses

Country

• Training / FAT Spectrum Management Project	Huawei, China
• MWC Barcelona 2013	Barcelona, Spain
• CeBit Hannover 2014	Hannover, Germany
• Technology Course 2018	Jaen, Spain
• Seminar TU Dortmund 2022	Dortmund, Germany

Areas of Interests

- An experience of 25 Years serving in Pakistan Army on Command and staff appointments including GSO-1 Comm C&IT Branch GHQ and Counter Terrorism & CMC.
- Expertise in holding key level appointments in "operational, technical, administrative and instructional assignments.
- Performed as Project Director of Power/Comm/IT Projects in Army level Projects.
- I have experience of deployment of Army level IT Projects.
- Power & Telecom Sector, Operation, Design & Development, Maintenance of Power and telecom networks.

- Project Management (IT & Communication related projects)
- System Administration, Networking and Spectrum Management.
- Expertise in the field of operational telecommunication services.
- Operation, planning, designing / development of Copper and Fiber networks.
- Attended a number of International / National levels Training sessions, Seminars and Workshops.
- Man management, procurement, security aspects of complete Region.
- Administrator Baloch Mess Corps Karachi.
- Senior Manager Special Projects Techaccess, Islamabad.
- General Manager Business Development, GM Cables Pvt Ltd, Lahore
- GM Business Development & HOD Corporate Sales Popular Pipes & Cables

Professional Experience

Pakistan Army (1992 – 2017). I have served in Pakistan Army in Corps of Signals and retired as Lieutenant Colonel after completing 25 years of service on 31 Dec 2017. I commanded two Battalions (Corps Operations Signal Battalion and Training Battalion). I have served in Signals Directorate and Communication and Information Technology Branch GHQ. I have directed Army's IT projects and assignments. Some of the key appointments during service are listed below:-

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|-----------------------------------|---|------------------------------|
| a. Commanding Officer (Lt Col) | - | Signal Battalion 2009 - 2012 |
| b. GSO-1 (Comm) (Lt Col) | - | GHQ Rawalpindi 2013 -2015 |
| c. CO Training Battalion (Lt Col) | - | STC 2016 - 2017 |

Techaccess Pakistan (2018 – 2019). I have served in Techaccess Pakistan Pvt Ltd, Islamabad for one year as **Senior Manager Special Projects**. Techaccess is an IT Solution Provider to Defense Forces and Civil Departments of Governments of Pakistan.

GM Cables & Pipes Pvt Ltd (2019 – 2021). I performed as General Manager Business Development in Cables & Pipes Pvt Ltd, Lahore. It is an Electric Cables and PVC, U-PVC, conduits and PPRC Pipes manufacturing Industry enlisted with all major departments and organizations of Pakistan.

Popular Pipes Group of Companies Pvt Ltd (2021 – till todote). I am performing as General Manager Business Development in **PPG Lahore**. It is group of Companies have seven different Industries of PVC Pipes, U-PVC Pipes, HDP & PPRC Pipes / conduits manufacturing Industry approved by all major departments and organizations of Pakistan.

Key Appointments / Offices. Served as:

- General Staff Officer in Signals Directorate and C&IT Branch, GHQ.
- Project Director in Project Sensor Flock.

- Info Assurance & Cyber Security Officer, Sigs Directorate.
- Project Director of "ToT" projects.
- Commanding Officer of Corps Engineering Signal Battalion and Centre Training Battalion
- GSO-2 CMC and media analysis
- Member of Pakistan Engineering Council
- Chartered Member of CMILT
- Intelligence Staff Course (SMI)
- Project Director for OFC Deployment in Karachi/Malir
- Initiated proposal and deployed Project of Telepresence country wide.
- Consultancy with Defense Department of Pakistan for installation of Power/IT Projects
- Business Development and Quality Control of GM Cables.

Additional Experience. I have also been involved in the technical evaluation, procurement process of modern IP radios, telecom and IT equipment in the Army. That includes interaction and processing of procurement through Signals Directorates and C&IT Branch and project management at army level projects.