

DR. MUHAMMAD ARSHAD



Persona

A dynamic, results-oriented leader with a strong track record of performance in turnaround and high-paced organizations. Utilizes keen analysis and insights and team approach to drive organizational improvements and implementation of best practices. Superior interpersonal skills, capable of resolving multiple and complex issues and motivating staff to peak performance. Additional areas of expertise include:

- Strategy, Vision & Mission Planning
- Policy & Procedure Development
- Contract Negotiations
- Profitability & Cost Analysis
- Finance, Budgeting & Cost Management
- Human Resources Management

Academic

- **Doctor of Veterinary Medicines**, University of Agricultural Faisalabad, Pakistan-1976

Professional Portfolios

- **Executive Committee Member**, The Lahore Chamber of Commerce & Industry-2018-till date.
- **Executive Member(PIAF)**, Pakistan Industrial & Traders Associations Front-2018-till date.
- **Chairman Standing Committee of (LCCI)** for Agro Based Industry-2018.
- **Member Managing Committee REAP**(Rice Export Association of Pakistan) since-2018-till date.
- **Member Executive Committee**, Federation Pakistan Chambers of Commerce & Industry-2013/2014
- **Chairman APSEA**(All Pakistan Solvent Extractor's Association)-2012 to 2014
- **Faculty Member**, Faculty of Veterinary Sciences University of Agriculture, Faisalabad, Pakistan-1979 to 1988
- **ASM (Marketing)**, Arbor Acre (Pvt.) Ltd.-1979

Professional Experience

Over 40-years successful experience providing fiscal, strategic and operations leadership in uniquely challenging situations in public and private sectors with emphasis on operations & management of Feeds, Edible Oils, Grain Mills, Poultry Breeders Farms, Hatcheries and Pharmaceuticals business.

Currently holds following positions as a corporate entrepreneur:-

- **Director & Chief Executive-Hi-Tech Group, 1998 till date**
Hi-Tech Group is one of the top ten Poultry Sector / Organization of Pakistan. The Group has six operational companies in its fold with vast distribution & sales network across the Country. **Total Business Turnover of the Group for the fiscal year 2018PKR Rs.22,362-Million**
- **Director & Chief Executive Hi-Tech Feeds (Pvt.) Ltd., Pakistan-1988 till date.**
(Business Turnover for the fiscal year 2018PKR Rs.8,159.528-Million). Extensively involved in:-
 - Directing and managing Mills operations.
 - Negotiation with Lamechanica Italy in 2012, a single largest order of six 35-Metric Ton Pallet Mills, two mills already reached and installed at Hi-Tech Feeds (Pvt.) Ltd., Pakistan.
 - Purchase of micro ingredients such as Lysine, Methoconine, Vitamins, Minerals, Antibiotics and various enzymes from USA, Canada, Japan, China and Europe.
- **Director & Chief Executive-Hi-Tech Edible Oils (Pvt.) Ltd., Pakistan-2005 till date.**
(Business Turnover in previous fiscal year 2018 -PKR Rs.11,795.039-Million). Extensively involved in:-
 - Directing and managing Mills operations.
 - Trading & Imports of Canola, Sunflower, Soya-Bean seeds and meals from Canada, Australia, Brazil, Argentine, Ukraine and India.
 - Imports of Soya-Bean Meal from Brazil, Argentine, Indian and now trading imports from USA.
- **Director Hi-Tech Poultry Breeders (Pvt.) Ltd., Pakistan-1988 till date.**
(Business Turnover for the fiscal year 2018 PKR Rs.1,256.666-Million).

- **Director & Chief Executive-Hi-Tech Grain Mills (Pvt.) Ltd., Pakistan-2016 till date.**
(Business Turnover for the fiscal year 2018 PKR Rs.177.405-Million).Extensively involved in:-
 - Directing & Managing Mills operations.
- **Director Hi-Tech Farms, Pakistan-2005 till date.**
(Business Turnover for the fiscal year 2018 PKR Rs.588.965-Million).
- **Director Hi-Tech Pharmaceuticals, Pakistan-2007till date.**
(Business Turnover for the fiscal year 2018 PKR Rs.384.238-Million).
Currently doing business with **ZoetisInc, USA**, previously with **FDAH** and **Pfizer Inc. USA**, as their distributor of veterinary vaccines and pharmaceutical products since 2008; **Import Volume** during fiscal year 2017 was US \$ 2.44-Million.
- **Chairman University of Arts and Sciences, Pakistan-till date.**
Project is in progress.
- **Chief Executive GlobeX Mass Media (SMC-Private) Limited, Pakistan-till date.**
Broadcasting, Telecasting and relay transmission under PEMRA rules.
- **Chairman All Pakistan Solvent Extractor's Association (APSEA)**
- **International Exposure/Visits.**
 - Tour included to USA, UK, Canada, France, Italy, Australia, Japan, Singapore, Indonesia, Malaysia Ukraine, Cambodia, China and Thailand.
 - Attended numerous business meetings / conferences held from time to time in various countries of the World.
 - Attended Grains and Oil Seed Trade Summits at New-Orleans, USA (2012) and in Minneapolis Minnesota, USA (October 2013).
 - Attended the Exhibition while representing the Cargill Pakistan held at Shanghai, China in 2018
 - Attended the Exhibition while representing the Cargill Pakistan held at Krabi, Thailand in 2019.
 - Attended the Exhibition while representing the Cargill Pakistan held at Cambodia in 2019.
- **Special Abilities / Strengths.**
 - Possesses keen insight for international business, import / export management, business planning, purchase of grain at strategic level and market analysis.
 - A very balanced and bold decision making aptitude, strong resolve for articulation of complicated business issues, knack for business arbitration at national and international level.
 - Interactive Marketing, public relations, sales promotion and visual merchandising.
 - Focused in achieving continues improved business performance.
 - Cargill Pakistan appointed their strategic partner only to M/s Hi-Tech Group of Companies in recognition of esteemed business expertise of me as a Chief Executive.
- **Columnist / Writer**
 - A literary personality having a deep vision in Poultry, Agriculture and Financial markets. Authored more than 20-articales published in daily newspapers Business Recorder, Nawa-e-Waqat, Pakistan, Dunya and some magazines.
- **Sports.**
 - **Member** of Royal Palm Golf, Lahore Garrison Golf and Country Club and DHA Raya.
 - **Amateur Golfer.** Holder of Hole in One Trophy twice (12-12-2015)& (11-05-2019) at parent club.

Personal

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