



# BELIEVE in Excellence





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## ABOUT US

We are euphoric to launch our new venture under Pakistan's Partnership Ordinance 1932 appellation of our firm is M/s. A. K. Enterprizes (AKE). The aspiration of M/s. A. K. Enterprizes (AKE) is to amplify the industry by providing bespoke/customizable Research, Training, Learning & Development Services coupled with consultancy facilities to all sectors including Governmental and Non-governmental Departments/Entities/Organizations e. g. Law Enforcement, Public Corporations, Private Corporate Sector, MNCs, FMCG, Information Technology, Communication & Commercial & Islamic Banking Sector.

AKE possesses its own training facilities with state of the art equipment; experienced and qualified pool of trainers and consultants to deliver unmatched services to its clients. AKE has strengthened its research capacity through a panel of experts possessing diverse experience. Our expertise includes Socio-economic Research, training and consultancies on Project Cycle Management, Enterprise Development, Governance, Organizational Development, Personal Productivity and Environmental Sustainability. We are squad of professionals holding international business exposure, organized to provide assistance to local business and individuals to meeting their cherished business and societal objectives.

We strongly believe that YOUTH are the real assets for any country and their human capital can be made much more productive and conducive for the socio-economic landscape of the country. The core ingredient to enhance youth productivity is to make them empowered through state of art skills based on emerging global digitalization trends. Pakistan is blessed to be the second youngest population of the world and has untapped potential market of SMEs. It provides immense opportunities to invest in up-skilling youth; especially women empowerment for a larger and sustainable impact is among the few core objectives that AKE is focused upon.





## OUR CORE SERVICES

We are a collectively focused platform dedicated in Trainings (Customizable), Research, Development & Consultancy Services. We are young and emerging conglomerate that stands out prominently among the multitude, catering to the ever increasing demands of Governmental and Non-Governmental Departments/Entities/Organizations e. g. Law Enforcement, Public Corporations, Private Corporate Sector, MNCs, FMCG, Information Technology, Communication & Commercial & Islamic Banking Sector and other businesses entities through supplementing reliable and valid information and augmenting professionalism at all levels. What makes us different from the rest is our commitment to excellence that has strengthened our position as one of the top service providers. We stand by our commitment through multi-tier distinct yet complementary initiatives inclusive of Training for Human Resource Development to cope up with the modern day challenges, providing State-of-the-Art Facilities.

Our initiatives are empowered to manage operations independently, helping businesses in unleashing their opportunities and tackling challenges in the ongoing business environment. We offer different learning programs with unique and modern training methods which help professionals to unleash their potential that ultimately add efficient value to the organization they serve. We design and deliver high quality training programs after essential research under the relevant modern umbrellas of subject(s) to enhance employees' potential by polishing their existing skills and developing the new ones. Overall considerations before giving any training solution we consider the following areas:

- ◆ Organization's Need Based Training under their budget.
- ◆ Return of Investment.
- ◆ Knowing the trainee and his training needs Best training resources & materials.
- ◆ Our Core services coupled with followings:

### Seminars:

We arrange seminars where our audience earn rich experience from our trainers same enable them to perform their day to day tasks in very smart and effective ways. Our Trainers are highly qualified and excel in their field of work holding decades of experiences blend with richness of ethics.

### Conferences:

Our team always ready to debate, thus we arrange conferences to indicate the current issues and come up with best solution.



## OUR VISION

To be respected and appreciated by our customers for the outstanding quality of our work, creativity, helpfulness, and the effectiveness of our training programs coupled with following:

Strategic: aligned with business objectives

Multiple learning Approaches: considering audience, methods, and styles

Scalable: leverage content across different audiences

Measureable: tied to improved business results

Partnership: shared accountability with the line of business





## OUR MISSION

Fostering sustainable development through research, training and consultancy, developing good professional executives is our passion and working as a unified team, we contribute to the growth and profitability by providing associates with the tools and training necessary for job excellence and career advancement. Learning & Development contributes to the success of the organizations by partnering associates and leaders to drive learning that is strategic, measurable, and effective.

## MISSION STATEMENT

We enable to build a customer centric experience developing strategies to optimize, accelerate and transform business practices. Our innovation and technical expertise succors your organizational growth and ascertain the success journey to successful corporate industry.



## OUR COMMITMENT

STABILITY – AKE trainings are scalable and have the strength to withstand every condition successfully.

QUALITY – We leverage our expertise to develop a professional executive for your organization.

## OUR APPROACH

We develop partnership with public and private sector organizations and other development agencies to optimize resources and to harness potential for sustainable development.



## OUR SIGNATURE COURSES

- ✓ **Importance of Regulatory Compliance & Risk Management Importance, Key Component & Benefits**
- ✓ **AML/CFT Compliance FATF & AML Requirements in Pakistan**
- ✓ **Role of Banks in Mutual Evaluation of Pakistan (AML & CFT Measures)**
- ✓ **Regulatory & Statutory Compliance in Banks & Financial Institutions (FIS)**
- ✓ **Fraud Risk Management & Internal Control**
- ✓ **ECIB & Private Credit Bureaus Latest Trends & Regulatory Understanding Ultimate Beneficial**
- ✓ **Ownership(UBO) Structure & Customer Due Diligence (CDD) Developments**

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## OUR PROFESSIONAL COURSES

Our management training courses:

1. Business communication
2. Project Management
3. Effective Business Writing & Communication Skills
4. Communication skills master class: Oral, written and presentation skills
5. Customer Services Excellence & Presentation skills
6. Team Building & Negotiation Skills
7. Developing Managerial Competencies
8. Time & Stress Management
9. Problem Solving & Decision Making Skills
10. Managerial/People Management
11. Front Desk & Help Desk Officers Training
12. Be a PIE Champion-using basic knowledge of psychological tools to create self-awareness
13. Manage conflicts and increase workplace satisfaction
14. Kaizen- philosophy & implementation
15. Rejuvenating Employees
16. Guidelines for Internal Audit
17. Cost Evaluation & Budgeting
18. Finance for Non-Finance Managers
19. Fundamentals of Islamic Banking & Finance
20. Supply Chain Management
21. Psychometric Testing
22. Emotional Intelligence
23. Workplace Harassment
24. Train The Trainer



## **Jahanzeb Sarfraz | Co-Partner Co-Consultant (Telecom Technology)**

Jahanzeb Sarfraz will serve as Project Lead. He is an experienced Telecom Consultant with over 20 years of Senior Management & Consulting experience. During these 20 years, Jahanzeb has worked on various critical assignments in UK, Sweden, Holland, Kuwait, Saudi Arabia, Russia, Nigeria, Ghana and Pakistan. His specialties include Project Management, Market Analysis, Regulatory, Fintech Models & conducting Technical Trainings. Jahanzeb provided vision, innovation and leadership to build two Telecom Service Organizations namely KomKonsult and Global Customer Care in the highly competitive telecom industry of Pakistan.

The operations of both companies are not limited to Pakistan but extend to Dubai and the United Kingdom. He has provided technical and commercial expertise to conceptualize, develop, implement and enrich an innovative and disruptive private pension fund model for Ghana market. The Fintech model has been successfully implemented in the Ghana market providing Social Security & Poverty Protection to more than thousands of people in Ghana with an ever-growing membership. Jahanzeb has a thorough understanding of 3GPP, 3GPP2, ETSI and IEEE based wireless technologies including UMTS/HSPA, LTE, Wi-Max, Wi-Fi, M2M, broadcast, and PMR. He is very familiar with Spectrum, Technology and regulatory matters related to a wireline, wireless and Fintech domain. Jahanzeb received his Master of Science in Electronics, with a specialization in Telecommunications Engineering in 1986 from Quaid-e-Azam University in Islamabad, and his Bachelor of Science in Advanced Mathematics and Physics in 1984 from Punjab University.





## ASHOK KHEMANI – CEO

Ashok Khemani, CEO, is a young energetic, confident Accounts & Administrative professional with over nineteen years of sound experience in multinational organization coupled with rich capabilities leading the country's financial strategies, financial planning, annual budgeting, managing & controlling cash flows, project management, calculating financial risk for projects and accounts investments.

He has proven track record as a successful services provider with a very clean track record having fair dealing in this business, industrial & banking circles of this country. He is fully capable to work on cross-functional projects, assignments, a proven ability of great communication skills, internally with the customers, to constantly improving existing processes and systems by adapting new and best market practices.

He shall be managing all the Operation & Administrative affairs of this firm through effective modern tools & techniques. He has the ability to maintain extremely good relationship with the customers.

## CEO'S MESSAGE



The PANDEMIC has hit the global financial crisis hence thrown the spotlight on key disciplines such as Human Resource, Compliance, Risk Management, Corporate Governance and Operational Excellence. The crisis has divulged the deficiencies in organizations internal control systems and operational readiness to meet strategic corporate goals. The absence of expertise, transparency, lack of monitoring tools and frameworks did not provide senior executives the tools or information to deal with the impending crisis or how to react during it.

With the above trends and a structural change in the market, AKE is well poised to become the leading independent management consultancy in the region, with its headquarters in the Pakistan.

Our business philosophy concentrates on "Growth, Efficiency & Sustainability" and ensures that our clients are serviced at every stage of the business life-cycle, from conception of a new business idea, product or service, entering a new region or country or as a leading player looking to increase productivity or strengthen systems and controls. The greatest strength of our firm is our pro-activeness and intuitive ability to understand the strategic needs of our clients combined with the business experience of the professionals.





# Team Awesome



## Sana Hussain Nomani Cheif Operating Officer

Sana Hussain Nomani is an emerging young professional with post graduate education in economics and mass communications. She has been successful to simultaneously venture into multiple initiatives including corporate, social entrepreneur and freelancing as below:

Her corporate career includes mainstream banking and financial institutions i.e. HBL and HMB in areas of audit and compliance, business development, financial management, portfolio development, public relations, customer care, training and development of the banking domain, leading sales task force to achieve sales targets, hiring and recruiting sales teams. As social entrepreneur she invested in Human Capital through skills development and customized learning and development initiatives from the well-recognized platforms of academia, international and local startups, incubators and women empowerment programs in collaborations with NGOs and brands like SAMSUNG. As a freelancer extended services in developing multiple funding and grant proposals for international organization and social enterprises like UNDP. She is expert Certified Marshall Goldsmith leadership Certified Coach.

## SUNEEL KUMAR Head of Marketing & Operations

He has been working in corporate sector for more than 10 years. He has wealthy experience related to Project Analysis, preparing and execution of operational plans & procurement. Being an entrepreneur, he has created & growing several ventures in Supply Chain, Agriculture, Education and Retail sectors. Having dynamic exposure of dealing with diversified clients, suppliers and quality control systems. He has good command over Project Management, Marketing & Advertising, Human Resource Management, Accounts & finance and overall Administration. He is proud Alumni of CED-IBA Karachi.



## HASSAN RAZA ABBASI Director Marketing & Legal B.com,LLB UOL

Hassan Raza joins the AKE team after 10+ years experience in the different industry. His Marketing and Legal service skills, professionalism, and attention to detail are invaluable assets that we are sure will transition seamlessly into the AKE mode of business. Raza attended London College where he also worked in the Development department and helped them achieve their his target for the betterment of the college. Raza earned a Bachelor's of Science from London College in 2017. We are confident that Raza will take on his new role with AKE with the same enthusiasm and professionalism he has shown elsewhere.

## FATIMA OVAIS Marketing Executive

Fatima Ovais brings a passion for creativity and sustainability to her role. She earned a Bachelor of Science from Iqra University and a Master in Public Administration from Karachi University. She has spent many years designing and leading international service and leadership programs in Pakistan.





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