



## CAPABILITY PROFILE

# **KHURRAM SHAHZAD**

**Khurram** is an associate mechanical engineer & M.B.A - Marketing having **21 years of work experience in the corporate industry in Pakistan & Europe**. Currently, he is serving as Country Manager - Pakistan at RKB Europe S.A and he is responsible for company's operations in Pakistan with full profit & loss accountability, strategic growth, expansion plans, developing business eco-system & distributor development.

He has served as Application-Engineering specialist at SKF, Project Incharge - SMS, at Tuwairqi Steel and Plant manager - CCM at Mughal Steel in the past. **He has extensively travelled to Asia, Middle East & Europe for business & professional growth.**

He has completed certified training from abroad including; **Application Engineering from SKF Thailand, Application Engineering [Level II] from SKF Singapore, Spherical Roller Bearings - design & development from SKF Malaysia, Bearing-housing Maintenance from HFB Germany, Laser Alignment from Easy Laser-AB Sweden & Bearing Failure Analysis at RKB Switzerland.**

With his current assignment at RKB he has started RKB liaison office in Pakistan from scratch and developed business infrastructure including multiple partners / distributors to promote and sell RKB products to industrial clients in Pakistan over the last couple of years. His exposure to training clients of all industrial segments makes him a specialized resource person who has in-depth knowledge of the process and maintenance of all industrial applications.

Additionally, he has been conducting training courses including; **Maintenance Management, Rolling Bearing Technology, Lubrication Management, Bearing Calculations, Bearing Root Cause Failure Analysis, Bearing Mounting and Dismounting, Laser Alignment, & Application Engineering topics to clients from, Cement, Steel, Sugar, Textile, Fertilizers, Refineries, Power/Energy and Food & Beverages Industries.**

## **WORK EXPERIENCE**

- **RKB EUROPE S.A , Country Manager, Pakistan - ([www.rkbbearings.com](http://www.rkbbearings.com)) (2015 – Present)**

RKB is a Swiss technological bearing manufacturing company specialized in medium and large size bearings. RKB is globally known as the alternative power in the bearing industry. RKB started its liaison office in Pakistan in May 2018 and currently operating with multiple partners & distributors across the country for the sale of all kinds of bearing products in Pakistan. In RKB Khurram is responsible for:

**- Business Management | Distributor Development | Application Engineering | Brand promotion / Marketing**

- **SKF PAKISTAN (PVT) LTD (2010 - 2015)**

**Application Engineering Specialist - RMI Faculty Member**

- **TUWAIRQI STEEL MILLS (PVT) LTD (2006 - 2009)**

**Assistant Manager Project - (Steel Melting Shop - Project),**

- **MUGHAL STEEL GROUP OF COMPANIES LAHORE (2000 - 2006)**

**Plant Manager - Continues Casting Plant**

## PROFESSIONAL EDUCATION

- ▶ Bearing root cause failure analysis techniques 2018 RKB - Switzerland
- ▶ Bearing mounting & dismounting special tools 2016 BEGA Tools - Holland
- ▶ Laser alignment & geometrical measurements 2016 EasyLaser Sweden
- ▶ Bearing housing maintenance & management 2016 HFB Germany
- ▶ Application Engineering Course – Thailand 2012 SKF Thailand
- ▶ Application Engineering Course – Singapore 2012 SKF Singapore
- ▶ Spherical Roller Bearings - Design – Malaysia 2012 SKF Malaysia
- ▶ SKF Distributor College Courses (38 Courses) 2011 SKF Pakistan
- ▶ SPIN Selling techniques 2011 SKF Pakistan
- ▶ Monkey Management & Time Management 2011 SKF Singapore
- ▶ Sales & Marketing Management (4 Months) 2011 Pakistan Institute of Management Lahore
- ▶ ISO Training Course (6 - Months) 2006 Mughal Steel

## SOCIAL SERVICE ORGANIZATIONS

### A. LIONS CLUBS INTERNATIONAL

Served as a club president and zone chairman for the social service projects including training programs for the 5000+ members of the organization across Pakistan

### B. ROTARY CLUBS INTERNATIONAL

Founding member & the first Club President of Rotary Club of Lahore City in 2013 with the mission to work for the betterment of the society across the city.

## TEACHING & TRAINING

### A. HIGHER EDUCATION COMMISSION - HEC / USAID

Served as permanent faculty member of HEC to deliver training programs for the professional students of the 32 universities across Pakistan.

#### Major Universities Includes;

**Lahore:** University of Engineering and Technology (UET), Punjab University, Government College University, Kinnaird College, King Edward Medical University, Lahore College for Women University, University of Management & Technology (UMT)

**Other Cities:** Bahauddin Zakariya University (BZU) - Multan, Islamia University - Bahawalpur, COMSATS- Sahiwal, University of Agricultural -Faisalabad, Benazir Bhutto Shaheed University - Peshawar and some universities of GILGIT – Quetta & KPK.

### B. IDEA TRAININGS

Worked as senior faculty member at IDEA TRAININGS to teach courses related to engineering as well as management skills for professionals working at industrial plant sites in Pakistan & UAE.

### PROFESSIONAL COMMITMENT

Khurram strongly believes in maintaining personal & professional ethics & values while inspiring and coaching people around to deliver business results.