



A Tahir Khan

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ATK's success story encompasses three decade rich experience in the field of agriculture. He is well renowned in the Pakistan agriculture industry (Particularly in Seeds industry).

ATK has enjoyed a country level position at a multinational organization. Most of his services revolved around agriculture and seeds businesses. He is expert in integrated the inter and intra-departmental activities. His core competencies includes; Construction of greenhouses to production management, Animal Health Business (Poultry & Livestock), Seed production and development including marketing and distribution of seed and Agrochemicals at executive level.

With the strong Agri-business vision ATK has the eligibility to develop a strong business foundation; with effective leadership and motivation skills he establishes and leads his team strategically in a perfect manner to accomplish the company's target/mission in a given span of time.

He is a creative individual who uses his knowledge and experience to bring innovative and new business operating methodologies into the business to accelerate business operations and procedures.

Accomplishments

- **Long Term Planning;** successfully established an Organization (Green Revolution Pvt.Ltd.) Under Izhar Group Of Companies, dealing with Agrochemicals, Seeds in particular oil Seeds (Hybrid) / open pollinated) and Micronutrients.
- **Analogy Driver across Business Function;** Introduction of Rakghani Glass in Pharmaceutical Amber glass bottles Manufacturing Global Arena in a very short time.
- **Challenge Fighter;** Laid down a strong foundations of Glidden Paints and developed a strong foundation for oil seeds and Hybrid Fodder in Pakistan.
- **Digging out Business Potential;** converted a deficit earning ICI Seeds business into a multiple trading profit within a couple of years.
- **Team Builder;** built a competitive team for various businesses, i.e. Agrochemicals, Paint, and Animal Health / Seeds Business of ICI Pakistan and Agrow & Green Revolution Pvt. Ltd.
- **Conceptual Thinking;** Concept derives in MINFAL for edible oil project verses late sowing of wheat crop particularly in Cotton Belt.
- **Visionary;** Converted a deficit Animal Health business of ICI Into a strong profitable business within two years due to repositioning of Enradin (a feed additive) of Sharing plough with existing team / products.
- **Innovating;** Pioneer of Plant Growth Dilution Theory in the Agrochemical Industry and challenged Calendar spray advises by the Companies.

Professional Experience

1. **COO (Green Revolution Pvt. Ltd.):** October 2011 – 2015
2. **Head of Sales (Agrow Pvt. Ltd):** October 2009 – October 2011 (2 years 1 month)
3. **Global Sale Manager (Rakghani Glass Dubai):** March 2009 – March 2010 (1 year 1 month)
4. **Marketing Manager Animal Health Business HOD (Head Of Department ICI Pakistan Ltd):** September 2006 – January 2009 (2 years 5 months)
5. **Manager Agrochemical & seeds (HOD) ICI Pakistan Ltd.:** March 2002 – September 2006 (4 years 7 months)
6. **Business Development Manager Agrochemical & seeds Business (ICI Pakistan Ltd):** January 2000 – February 2002 (2 years 2 months)
7. **National Sales & Development Manager (ICI Pakistan Ltd):** January 1999 – January 2000 (1 year 1 month)
8. **Sales Manager Paints Business Glidden Project (ICI Pakistan Ltd):** February 1997 – January 1999 (2 years)
9. **Marketing and Development Manager Ag Products (DuPont Pak (Pvt) Ltd):** June 1995 – February 1997 (1 year 9 months)
10. **Central Sales Manager (ICI Pakistan Ltd):** December 1993 – June 1995 (1 year 7 months)
11. **Regional Sales Manager (ICI Pakistan Ltd):** February 1991 – December 1993 (2 years 11 months)
12. **Area sales Manager (ICI Pakistan Ltd):** March 1989 – February 1991 (2 years)
13. **Sales Officer (ICI Pakistan Ltd):** June 1987 – February 1989 (1 year 9 months)
14. **Plant protectionist (Itamimi Alkhaber Saudi Arabia)**
15. **Field Supervisor (FAO under UNO):** January 1982 – January 1984 (2 years 1 month)

Professional Affiliations

- Member Of Entomological society of Pakistan
- EX-General Secretary of SCAP (Seed Companies Association Of Pakistan)
- Member APSA (Asia Pacific seeds association)
- Member AOTS(Association of Overseas & Technical Scholarships) Japan

Trainings

Title	Institution
Skills of Morale Motivation	in House (ICI)
Professional Selling Skills	in House (ICI)
Coaching PSS III	in House (ICI)
Effective Selling Skills	in House
Objective setting	in House (ICI)
Performance Appraisal	in House (ICI)
Safety Course for Trainers	in House (ICI)
Field Sales Management Program	DuPont
Finance Management for Non Finance Executive	DuPont
Product Positioning	DuPont
Project Management	DuPont
SHE Management	in House (ICI)
Quality Management	AOTS
Supervisors Play Shops	In House
Marketing Management	LUMS
Managing for Performance	In House (ICI)
Guide to Developing People	in House (ICI)
Managerial Grid	PIM
Quality Performance Workshop	AOTS
Seed Technology	Pacific Seeds
Biotechnology	NIBGE
Leading With Emotional Intelligence	AMA (PIM)
Performance Workshop	in House (ICI)
Six thinking Hat	de bono Thinking System
Seven Habits	Stephen R Covey

Software Skills

- Have a good grip on MS Office
- Accessibility to internet

Education

- **M.Sc. (Hons) Agri. Entomology**
University of Agriculture (Faisal Abad) Pakistan: 1984 CGPA 3.91
- **B.Sc. (Hons) Agri. Entomology**
University of Agriculture (Faisal Abad) Pakistan: 1982 CGPA 3.89