

Ahmad Waqar

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EDUCATION

Texas A&M University, Mays Business School
Master of Business Administration

College Station, Texas
Dec' 2024

Lahore School of Economics
Bachelor of Science in Economics & Finance
GPA: 3.83 / 4.0

Lahore, Pakistan
Jun' 2010

EXPERIENCE

Crystal Petroleum

Commercial Manager

Sharjah, UAE
Apr' 2019 – Oct' 2022

- Operated Storages and managed operation staff of 130 people. Designed complete operation value chain for Refinery and assisted team members in executing programs that improved product efficiency by ~ 11% resulting improvement in Gross Margins of Petroleum extracts.
- Performed energy & derivative transactions of over \$750 million.
- Designed and implemented efficient operating policy (EOP), resulting 27% growth annually in Oil handling and management for an oil storage.
- Developed business cases on capital projects for management review: \$750K white spirit production facility to increase value added products & \$500K asphalt blending facility to lower raw material cost.
- Explored new opportunities and sold non-performing assets for \$44 million business that included 7 asphalt terminals at Sharjah Port in UAE.

Cockett Marine Oil

Fuel Oil & Distillates Trader

Dubai, UAE
Aug' 2017 – Mar' 2019

- Executed and managed cargoes of over ~ \$150 million.
- Managed exchange contracts with 6 major oil suppliers for the supply of ~350K metric ton of Fuel Oil per year.

Coral Energy

Head of Operations

Sharjah, UAE
Oct' 2012 – Jul' 2017

- Managed the operation and distribution of more than ~1.3 million Metric Ton of Gasoil & Naphta to an integrated terminal network and through vessel operations.
- Developed earnings analysis & credit models for the following business units- Light Oils Product Supply, Industrial Products and Crude Supply.
- Managed a team of 35, including regional supply managers, exchange coordinators and schedulers.
- Developed a technical road map with revenue projections and cost elements for a \$17 million Oil pipeline project.

Faysal Funds

Senior Research Analyst

Karachi, Pakistan
Jul' 2010 – Aug' 2012

- Covered ~70% of benchmark listed equity universe (PSX-100). Used price-multiples, DDM and DCF in conjunction with S&P's Capital IQ, Bloomberg Portal and Metastock technical charting.
- Constructed Value-at-Risk (VAR) model for the Bank's Equity Capital Market (ECM) division.

LEADERSHIP

Octane Oil

Co-founder

Sharjah, UAE
Jan' 2020 – Sep' 2022

- Established an energy consulting company by providing operational services to ~ 33 major oil traders such as relocation of oil storages, port and custom services, ship chartering and ship handling operations.

HUF Foundation

Member

Lahore, Pakistan
Mar' 20 – May' 20

- Partnered with team of 15 to develop Free Food Banks in rural parts of Pakistan, targeting to feed 350 people a day. And in order to facilitate this initiative we managed to raise \$10K.

SKILLS, ACTIVITIES & INTERESTS

Languages: Fluent in English & Hindi; Conversational Proficiency in English & Hindi

Technical Skills: MS Office, Vista, MS Dynamics, RightAngle,

Certifications & Training: Business Analytics from Harvard Business School

Activities: MBA Consulting Club, HUF Foundation

Interests: Strategy & Operations, Analytics, Financial Analysis, Risk Management