

Company Profile

Index

01	Company Overview
02	Our Vision
03	Our Partnership Model
04	Business Benefits
05	Our Services
06	Our Approach for Organizational Development
07	Retainer-Ship Option
08	Consultancy Fees
09	Strategic Training Partners “Profile”

Company Overview

Company Overview

We are a Management Consulting and Training Group offering innovative and best in class business solutions, integrated with excellent implementation by our professional team of consultants based on their rich and diversified experience.

Through a team of highly skilled consultants we provide support to our customers at their door steps irrespective of their location. Our strength is in becoming an extension of your own training department to fully collaborate in all the people development initiatives through providing strategic direction and execution support.

We believe in supporting our customers to deliver their growth agenda through:

- Partnering and helping them to transform the business needs into opportunities for securing the current and future growth potential
- Collaborate in all the people development initiatives and provide support in building the right skills and competencies
- Building people Leadership capabilities to bring the desired change for organizational effectiveness
- Providing HR administrative and Process support in transactional areas (e.g. People development and performance management)

Our Vision Our Vision

“A preferred business partner for all people development initiatives in the corporate world”

Our Partnership Model

Our Partnership Model

Our team has extensive local and international experience. We diagnose, prescribe innovative solutions, implement the new processes and ensure sustainability of results. Our partnership model is simple yet robust enough to guarantee the best return on investment made by the organization on human resource development. We create the difference through transforming the business issues into people and system development initiatives/ideas and then focus on building the organizational capability..

LEVEL-1. ORGANIZATION:

Dovetailing the organizational capability development needs from the corporate goals and implementing a learning strategy

LEVEL-2. CULTURE:

Building a learning organization to ensure sustainability of results through process re-engineering

LEVEL-3. INDIVIDUALS:

Building careers through Competency and skills development for securing organizational growth

Business Benefits Business Benefits

Quantum” offers a multi dimensional support network. We are a team of highly skilled consultants that assess and offer innovative solutions with execution support. We can help build the desired culture through developing the right systems that deliver results.

“Quantum” translates the business need into organization capability development need and provides leading edge in-market implementation solutions. To achieve this, we focus on providing a dynamic source of relevant support initiatives and resources including:

- Experienced consultants
- Market insights
- Training support with appropriate toolkits

Our Services

Our Services

We offer the services to our customers based on their initial need assessment, type and duration of support required. Providing consultancy services or building the team through training on new knowledge or systems; is based on the mutual understanding and discussion between the ‘Quantum’ team and the customer’s management. Our team has the expertise to provide full support in the following disciplines:

Our Approach for Organizational Development

We serve our clients like an extension of their own training department. We build a learning vision and provide directional inputs for ensuring execution effectiveness on the agreed people development strategy. We follow our 'Pentagon model' for developing the organization and providing all the people development inputs; we are a total solution provider for human resource development.

STAGE-1 (Understanding the unique business needs)

- Understanding of business operations
- Vision, mission and growth drivers
- Involvement in the business strategy development for the year
- Identification of the Key Result Areas

STAGE-2 (Linking business needs to training solutions)

- Skill gap analysis and options identification
- Categorize the training objectives
- Development of Training Curriculum
- Training rollout Plans

STAGE-3 (Training Intervention Design & development)

- Developing the design proposal
- Development of leading edge training material
- Development of learning tools and execution process

STAGE-4 (Delivering the Training options and cascades)

- Execution of Training calendar on given Date, location and number of participants'
- Regimental training for frontline teams where required
- Building the line managers as trainers

STAGE-5 (Progress review and imbedding new processes)

- Follow-up through monthly reporting
- On line feedback process and assessments
- Certification of individuals based on Coach's rating/evaluations

Retainer-Ship Option Retainer-Ship Option

Retainer-ship option is always preferred to substitute a full time training department with the expertise available in “training-house” organization. It definitely builds a long term commitment and gives the training partner an opportunity to proactively offer solutions based on real-time information through regular meetings and ongoing need assessments and performance reviews. We go a step forward by deputing our resource person to ensure implementation of agreed plans. (Stage 1, 2 and 5 automatically become the part of retainer-ship agreement)

Consultancy Fees Consultancy Fees

Our consultancy fees are calculated on either monthly retainer-ship charges or on individual project basis. All depends on the nature of assignment and the amount of resource/time required for delivering the solution. This will also depend on the resources allocated for the implementation of the agreed solutions by our customer.

Our typical consultancy or training day rates are Rs. 65,000 per day per person excluding all expenses incurred in completing the project (travel, Hotel expenses, postage, third party production, training material etc. to be charged on actual.

Strategic Training Partners “Profile”

Motiur Rahman (Managing Partner)

Motiur Rahman is a Certified Master Trainer from the Management Training and Development Institute, Washington DC. He has more than 20 years of professional experience in conducting training activities for building the leadership pipeline in the corporate world. His forte is in the areas of human resource management. He has a rich and diversified experience in the pharmaceutical and fast moving consumer goods (FMCG) leading multinational organizations. His expertise is in the areas of:

- Strategic HR Management
- Recruitment and Selection
- Strategic People Development
- Change Management
- Total Quality Management
- Leadership Skills
- Competency Development
- Team Building
- Coaching and Mentoring Skills

He has excellent facilitation skills that blend the knowledge with business games to reinforce the new learning. He provides the unique strategic angle to people development initiatives that brings out the best in them and builds the competitive advantage for the organizations.

Contact:

info@quantum.com.pk, moti@quantum.com.pk

Strategic Training Partners “Profile”

Moin Ali (Consultant)

Moin Ali has an extensive sales management experience of over 12 years both in industrial sector and in leading fast moving consumer goods (FMCG) Multinational Corporation within and outside Pakistan. He has been directly involved in managing distributor teams, leading the field management and managing customer services team.

His expertise is in following areas:

- Sales Management
- Sales Force Effectiveness
- Selling Skills
- Key Account Management
- Negotiation Skills
- Category Management
- In-store Marketing
- Brand Activation

As a Line Manager, Moin has rich experience of conducting team trainings in selling skills, customer relationships, team building and general management skills.

Contact:

Email: moin@quantum.com.pk , Cell: 0300-8299713

Strategic Training Partners “Profile”

Zahid Hussain (Senior Consultant)

Zahid Hussain is a Certified Project Management Professional from the Project Management Institute, USA. He has more than 30 years of professional experience of working in multinational companies in Pakistan & overseas in the areas of Engineering, Manufacturing and Supply Chain. His forte is in the areas Project Management and Technical human resource development. Zahid has a degree in Mechanical engineering (from NED) and a Masters in Business Administration (from IBA). He has a rich and diversified experience – from production of automobiles to aquaculture of shrimps to manufacturing/supply chain of fast moving consumer goods like soaps, shampoos & creams.

His expertise is in following areas:

- Engineering Projects
 - Manufacturing
 - Supply Chain
 - People Development
 - Change Management
 - Total Quality Management
 - TPM
 - Recruitment & selection of engineers
 - Team Building
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He has a passion for training & development. He has excellent facilitation skills that blend the knowledge with practical examples to reinforce the new learning.

Contact:

zahid@quantum.com.pk, Cell: 0300 – 248-5120

Strategic Training Partners “Profile”

Maraj Ahmed (Consultant)

Maraj Ahmed has 14 years of experience working in a Commercial & Corporate Banking. He has mostly been engaged in International Trade Banking & Credits. Certified Associate of Institute of Bankers in Pakistan, Maraj has designed and conducted various training programs for a large commercial bank of Pakistan.

His expertise is in following areas:

- International Trade Banking Operations
- Commercial & Corporate Credits
- Documentary Credit
- Examination of Trade Documents
- ICC Publications viz. UCP, URR, URC etc.
- Training & Development
- Educational & Career Advice

As a Training Manager, he has designed number of training programs and conducted at different stations in Pakistan. These programs include, Documentary Credit, Foreign Trade Operation, Credit Analysis, Negotiation of Export Documents, Preventions of Money Laundering and Basic Banking Skills.

Contact:

Email: maraj@quantum.com.pk, Cell: 0300-9288972

Strategic Training Partners “Profile”

Lubna Asrar Siddiqui (Consultant)

Lubna has been working as a trainer since over 10 years and specialises in areas related to the banking sector as well as the soft skills. She was previously working as Compliance Head South in Cresbank. She has worked as the Compliance Training Manager of a leading bank and was an integral part of the Compliance Management.

She has expertise in following areas:

- Compliance
- AMLKYC
- Operations Risk Management
- Customer Services
- Business communication

She has trained human resources at various institutions, NGOs and communities both in Pakistan and abroad which include: IBP, MCB Bank, HBL, A.F. Ferguson, TRC, TDC, SES, Preston University, The Aga Khan Foundation, The Baha’i Community and various other institutions and organizations in Karachi, Lahore, Islamabad and Malaysia

Lubna has three Masters’ Degrees, one in Education and Training, the second in Education, Management and Administration, and the third in Business Administration in HRM.

D2 Provincial Trade Center SB-39,
University Road Gulshan-e-Iqbal Karachi.
Ph# 0092-21-4987124,
Fax# 0092-21-4816980
Email: info@quantum.com.pk
URL: <http://www.quantum.com.pk>