

Dr. Khurram Kayani

List of Awards and Recognitions in the last Four years only:

1. First Pakistani and Muslim to receive PhD in Information Technology and Business Administration from Leading Macquarie University, Sydney and selected as “Most Outstanding Alumni of the year 2015” out of 32,000 University Alumni. Selected for Macquarie Matters “Alumni in Focus”.
<http://www.mq.edu.au/macquariematters/doctorate-leads-to-fundamental-shift-in-thinking-for-business-expert/>
2. Nominated by Pakistan Consulate (2016) for prestigious NSW Premier Multicultural Award for Educational Contribution and was the one of the three Finalists out of 48 nominations.
3. Book on Strategic Tourism Management received Best Seller Status on Amazon and added to the Marketing and Tourism Masters in Australia. *<https://www.amazon.com/Bringing-Back-Profitable-Golden-Days-ebook/dp/B01DBG0YIM>*
4. Received ‘Award of Excellence’ from High Commissioner Pakistan on 23rd March on behalf of Pakistan Association Australia.
5. Received ATTP Excellence Award for best Article on Travel and Tourism 2015.
6. Received CGM Award for providing Outstanding Solution to L&D problem at Commonwealth Bank Australia.
7. Received Blue Barn Award from CEO BHP Billiton for upgrading HR IT in record time with latest technologies.

8. Received Award of Merit from Seek Learning Australia Ltd for designing a new software solution for contemporary eLearning.
9. Presented paper on 'Future of Learning and Education' at Sydney Business and Education conference 2015 and received Merit Shield.
10. Presented paper on "Educational Transformation Strategies – a way to meet contemporary professional needs" at Dublin, Ireland and received IFFIT Award.
11. Headed Strategy EduCon 2025 to form future of Schools and Adult Education in Australia.
12. Designed and Implemented special education program based on Accessibility Level 2 for Disable and Special Persons.
13. Etc.

Sada e Watan Published my story:

<http://www.sadaewatansydney.com/drkayani.htm>

Currently, heading a team of IT Educational Transformation representing my company Konceda Pty Ltd for Federal Govt Department of Human Services.

Transforming conventional way of leaning and developed into future driven robust eBased Solutions. As one of the leading authorities on subject I have designed and developed a comprehensive program help learning and development of over 134000 employees national wide.

A brief Intro

A self-motivated and extremely peoples' person who believes in collaborative way of working and achieving tough targets and impossible goals. Over two decades of Lead large scale projects, project initiation, management, and execution experience with employees from different department and ethnicity. A love for technology always helped him stay ahead of the rest and first one to try and adopt a new development. Handled projects from Aviation, Airline, Academic, ERP, Technological Implementation, etc. Excellent experience of handling and managing tough key stakeholders from different departments. A staunch believer of time and project management and result oriented person. Accepted tough challenges in life from handling biggest clients of Packages Ltd to a large multinational force of Sales and Marketing

teams of Aero Asia Airlines. Making Nikon a household name in Pakistan to the most successful IT personnel of BHP Billiton, Australia.

When it comes to professional excellence, motivated enough to be the most outstanding employee of Seek Learning for continuous four years. Has over eight years of Learning & Development, eLearning courses, training development, training delivery, facilitation and training needs analysis. A highly regarded IT Consultant with over decade extensive knowledge on online technologies and their application to learning. Engagements have spanned working in governmental organizations, multinationals and SMEs. Excellent educational background with project management and change management certifications. Promote a positive company image, delivering professionalism and excellent services to the organization. Excellent communication, verbal, written and presentation skills and have taught over 400 face to face classes both in seminar type and classroom-based settings. Taught MBA and BBA students Management and Marketing subjects. A collaborative team member and trusted employee who would add value to any organization. Experience of working with stakeholders, subject matter experts to design cutting edge Learning programs, learning solutions and eLearning modules. One of the fortes is designing Learning Development modules with a solid training strategy.

Head of IT Implementation - eS Project

Department of Human Services, Canberra, Australia

Leading and team of experts to:

Roll out IT implementation of new program.

eLearning with new technologies

Hybrid multi-frame learning for varied masses across remote places

Multi-gadget response solutions for learning and development

Advanced web solutions to transfer knowledge across departments and disciplines.

etc.

CBA Commonwealth Bank Head of LMS Solutions Worldwide

Commonwealth Bank is the oldest and Largest Financial Institution in Australia.

Lead a highly professional and qualified team and provide consultations to CBA on L & D related projects, new technologies and upgradations. This includes learning & Development of 22,000 executive employees globally.

ACECQA – Australian Child Care Quality Authority – L & D Head.

As a project leader responsible for driving major Business Strategy related decisions and turning them into valid business and IT solutions. Experienced in all phases of the SDLC (System Development Life Cycle). Achievement of results in all phases of Business Analysis,

Business Intelligence, Business Objects, Change Management, Project Management, ERP solutions, Implementing, Use Case Analysis, Quality Assurance, Client

Guide and help teams in Gathering Information, Documenting Corporate Business Processes, Recommend Solutions that enable the organization to achieve its goals. I have worked closely with different Solutions Group, Facilitating Workshops, Walk-through, Project Deliverable and UAT.

Leading teams to successfully achieve corporate goals and objectives.

Bhp Billiton — Learning and Development Advisor

Today, Bhp Billiton has the most complex and up to date eLearning management system in Australia. To update and build sustainable eLearning they select and hire the top Instructional designers and eLearning expert from Australia and abroad. Every course module has to go through a team of SMEs, BPDs, etc. Now, working on a highly complex project with top eLearning developers in Australia is an unmatched pride for me. Meeting tight deadlines, world class eLearning Courses from content, story-boards to LMS implementations and upgradations. Enjoying working with Technical writers, Subject Material Experts and Business Developers.

Successfully lead the team of quality eSolutions providers and empower the company with latest technologies and leading eLearning solutions.

Seek Learning Ltd / Dynamic Web Training — Head of IT and Projects

Headed the training department of over 60 certified trainers based in six cities. Regular up skilling of all of them. Hiring, training, etc. Designing new courses, assessments, coursework and training materials. Launching of new classes and scheduling. Presentations to the board and MD on past and future strategies. Also facilitating latest IT and other courses both on campus and onsite. Helped the company started from one campus to six in five years. Received most outstanding employee award two times.

Nicon Group of Companies — Chief Executive Officer

Lead a team of over 400 top quality professionals, academics, and managers from HR, Marketing, Sales, Finance and Research & Development. Established new departments like Courseware Development, Software Design and Development, etc. A new franchise model was developed and introduced in line with leading international companies like McDonald's, Walmart, etc., and successfully granted franchises to 14 applicants from Rawalpindi, Islamabad, Sargodha, Multan, UAE, etc. Developed a academic excellence model where top quality young students were selected and then trained and finally given opportunity to work as junior faculty members. Signed a contract of Support with TAFE Punjab, PTV, Taxation Department, Department of Staff Development Punjab, etc., and trained their staff members in different IT programs free of charge. Signed a Contract of Support with Pakistan Embassy UAE and established a training center in the Embassy Dubai and trained over 300 housewives free of charge and all staff members of Embassy. Because a Parametric Testing Center,

Microsoft Authorized Technical Education Center, Oracle Certified Training Centre, Novel Network Support Centre, etc. Nikon became the first ISO 9000 certified IT Company in Pakistan. Nikon achieved many milestones and goals in my leadership i.e; with Govt of Punjab (CM Shahbaz Sharif) invited Microsoft Inc. to Punjab and with Dr. Javed Ghani (Chairman PTB) trained to IT students in Microsoft System Engineering and Software Development programs at Govt. College Lahore and Nikon.

Aero Asia International Airlines — Head of Marketing and Sales

Aero Asia Int Airlines was the largest private airlines of Pakistan for ten years. I was responsible for the Marketing and Sales activities of the company with Executive Director. During my association with the company I successfully launched 4 new domestic sectors and four international sectors. Increased no of flights from 17 to 39 and revenue of 360 crores.

Responsible for the management of the airline's sales and sales-teams of over 300 employees national and international. Started many new marketing campaigns and sales activities. I totally restructured the Marketing and Sales departments and first time hired fresh MBAs from accredited universities as Trainee Managers. Today all those Trainee Managers are senior managers in different companies. Also double the salary and benefits of the sales staff and gave them new targets and challenges.

Packages Ltd — Regional Head Karachi

Packages is the Largest Packaging Company in Asia with over 4000 employees. I was responsible for managing the sales of one of the two regions in Karachi. Receive Best Marketer Award four years consciously in a row.

Academic Experience:

During doctorate assisted many Professors in their courses. Made presentations on different Management, Information technology, etc., topics.

- As an Advisor worked on developing Executive MBA with Dr. Margott on for University of Western Sydney Students.

Taught over 400 classes both seminar and classroom based on different IT and Management topics.

- Senior Lecturer – Newports University, Lahore – 2 years – taught: International Marketing, Services Marketing, Strategic Management, Advertising, Supply Chain Management to Bachelors and Masters students.
- Senior Lecturer – Punjab University Bachelors of Commerce Program at Nikon Colleges, taught: Management, Financial Management, Marketing, etc.
- Senior lecturer – Allama Iqbal University at NKFACT Colleges – MBA Management and Marketing program. Taught: Marketing and Management subjects.

Educational background:

PhD/Doctorate from Macquarie University

Focus on: Information Technology and Business Administration

To download a copy of thesis: <https://mq.academia.edu/Kayani>

Final Thesis: "Impact of ICT on the Bricks and Mortar TAs and changes in SC positioning".

A/Prof Carmel Ann Herington (Macquarie University) - Principal Supervisor

Prof. Michael McGrath (Victoria University) - Supervisor

<http://awc.alumni.mq.edu.au/s/1404/spot/1col.aspx?sid=1404&gid=1&pgid=467>

MA Research

Management, International Marketing, Supply Chain Management

MGSM 991; Qualitative Research Methods: Dr. Paul L Nesbit

MGSM 990; Quantitative Research Methods: Prof. John Croucher

MGSM 992; Literature Survey and Criticism: Prof. Richard Petty:

MGSM 994; Management Research and Investigation: Dr Steven Segal

Final Thesis: " Facing the new challenges of global marketing and changes in supply chains".

Research Project - MGSM 952

Research thesis based course.

This is a double elective dissertation-styled unit requiring a report of approximately 15, 000-20, 000 words on a research project. The aim of this unit is to provide experience with in-depth research on a specific topic. Along with systematic development of a topic of research, students gain experience in the execution, analysis and presentation of a research project.

Prof. Ernest Jordan was my Supervisor. Wrote a thesis worth 18,750 words on **"Impact of Internet on the profitability of an airline, using Porters five forces model"**.

Newports Institute of Communications and Economics

Master of Business Administration (MBA) – 2nd Postion

Strategic Marketing & Supply Chain Management

Greenwich University England

Master of Business Administration (MBA) – Gold Medalist

Management Information Systems MIS

Volunteer Positions held:

President - Pakistani Professionals and Business Entrepreneurs Australia PPBSA (2017 – Current) Established organization to provide a platform for our professionals and Business Entrepreneurs in Australia to showcase their expertise and talent to the Australian publics and organisations. Hold workshops and training sessions for Professionals and children, run a night to remember with a Pakistani Legend, etc.

- President – IT institutes of Pakistan Association (5 years)
- Joint Secretary – Marketing Association of Pakistan

- President – Young Entrepreneur Association of Punjab. (3 years)
- Vice President – Pakistan Software Export Board
- Head of Advisory Committee – Directorate of Technical Education Punjab.
- Head of CM Punjab Scheme to distribute computers to Institutions.
- Executive Member – International Federation for Information Technologies in Tourism Australia
- Help Punjab Govt establish PITB with Dr. Javed Ghani.
- Lunched Train the Trainer program with PITB and Govt of Punjab at Govt College University, Lahore.
- Trained Staff of Lahore Chamber of Commers, Gymkhana, PTV, etc. in IT related courses.
- Etc.

Guest Speaker:

- Microsoft Australia
- Adobe Australia and US
- Coles
- Westpac Bank Australia
- Packages Ltd,
- Nestle Pakistan
- Pakistan International Airlines
- Lahore University of Management Sciences (4 times)
- Global Colleges
- Punjab University (3 times)
- IBA Lahore (5 times)
- Engro Pakistan
- Bata Pakistan
- Pakistan Television Corporation
- Virgin Airlines
- Seek Group Ltd
- Etc.