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Top Skills

Ports
Change Management
Strategy

Languages

English (Full Professional)
Urdu (Native or Bilingual)

Certifications

Dr. Edward de Bono's Six Thinking
Hats
Management Development
Programme
Finance for Non Financial Managers
Introduction to ISO 9000
The Predictive Index System

Honors-Awards

Star Performer of the Month
USEC Service MECL Deployment

Aamir Khalil Mirza

Ports & Shipping | CEO | Strategy, Planning, Team Execution

Summary

20 years in Ports & Shipping industry, across challenging business environment in South Asia and Africa. This exciting journey has exposed me to various business cycles, strategies and transformation projects, providing enriching international front line experience in;

- Executive selling & business development
- Customer service & relationship management
- Functional leadership & general management
- Ship, terminal and land side operations management
- Transformation & change management
- Simplification & process improvement using Six Sigma & Lean tools
- Cost savings through operational excellence
- Project management
- Procurement & contract negotiation

My actual work experience in Pakistan and Nigeria has taught me that my professional value is complemented by;

- Customer centricity and business growth through collaboration
- Growing business through product and capability development
- Effective communication and stakeholder management
- Strong leadership, collaborative and influencing work style
- People development through coaching, empowering and leading by example
- Developing a values and performance driven culture
- Continuous improvement mindset
- Sense of humor... as nothing rejuvenates better than a good laugh!

Passionate to lead people by rallying them behind a vision and motivating team to excellence – expecting no more from others than what I expect from myself!

Experience

West Africa Container Terminal

Managing Director

June 2016 - Present

Nigeria

West Africa Container Terminal (WACT) is located in the Onne Oil & Gas Free Zone. It caters for greater Port Harcourt and Eastern Nigeria, including Oil industry and is considered the closest gateway to the fast-growing Eastern Nigerian markets.

My role is to provide strategic direction and lead organization towards achieving business objectives based on profit, return on capital and growth through executive selling and business development. Ensuring employee safety and development by transferring world class terminal operation, engineering and technical capabilities.

Maersk Line - Nigeria

10 years 6 months

General Manager

January 2012 - June 2016 (4 years 6 months)

Nigeria

Cluster Operations - While heading Central West Africa (Nigeria, Benin, Togo and Ghana) operations, I am responsible for yearly spend of approx. USD 240 mil covering marine, terminal and landside operations.

With clear mandate to reduce operating costs and enhance commercial position, I am driving projects to enhance capability of ports to handle larger container vessels by engaging key stakeholders including ports, terminals, dredging companies etc. This has also given me unique opportunity to study and enhance our commercial differentiators by addressing landside and intermodal bottlenecks while calibrating marine operations to ensure schedule reliability, safety of crew and secure passage for vessels.

- Successfully deployed WAFMAX vessels to Tin Can and Onne resulting in savings of USD 24 mil.
- Assisted country management teams in deploying WAFMAX vessels in Togo and Benin
- Extensively engaged stakeholders for enhancing port parameters thereby increasing vessel utilization by 11%
- Improved productivity and reduced vessel port stay by implementing 'Terminal Partnering Project' across cluster

- Focal point for maritime security, anti-piracy and anti-corruption initiatives in West Africa

Senior General Manager

April 2009 - January 2012 (2 years 10 months)

Karachi, Pakistan

Customer Relation & Services- Successfully turned around the function through team development, process improvements and anchoring customer centricity as way of life by rolling out 'Customer Experience' initiative.

- Achieved the distinction of being first functional manager in region to obtain Six Sigma Green Belt Certification
- Successfully completed Six Sigma Green Belt project on Improving Export Invoicing Accuracy (75% - 93%)
- Drive customer centricity and excellence as 'Customer Experience Ambassador'
- Initiated off shoring of transactional activities to back offices in Philippines
- Successfully took over Cargo Claims function and reduced legal costs by 80%

General Manager

July 2008 - March 2009 (9 months)

Karachi, Pakistan

Customer Services

- Improved Customer Satisfaction Score from 4.8 to 6.1 by instilling customer centricity and issue resolution
- Re-modelled Customer Counters resulting in reducing waiting time by 60% and additional sales of USD 55,000
- Sponsored 4 Six Sigma projects to improve key processes resulting in improving productivity by 50%

Assistant General Manager

April 2008 - June 2008 (3 months)

Karachi, Pakistan

Port Operations & HSSE

- Achieved 60 mph berth productivity target at terminal operations
- Off shored terminal and vessel operation functions to regional operations centre in Dubai
- Established HSSE function and conducted first safety audit

Manager Operations

January 2006 - March 2008 (2 years 3 months)

Karachi, Pakistan

Port Operations & Procurement

- Successfully deployed Maersk Line's flagship MECL1 service (largest container ship to call Pakistan)
- Negotiated and finalized contracts with terminal, depots and suppliers and achieved savings of 135%.
- P&O Nedlloyd - Maersk integration focal resulting in exceeding cost savings target.

P&O Nedlloyd - Pakistan

7 years 7 months

Deputy Manager Operations

April 2005 - December 2005 (9 months)

Karachi, Pakistan

Port Operations & Procurement

- Implemented electronic data interchange (EDI) with terminals and depots
- Implemented P&O Nedlloyd's global documentation system in Pakistan (FOCUS1)
- Port, terminal and EMR focal for US military cargo destined for Afghanistan
- Appointed focal for implementing P&O Nedlloyd's global operational cost system in Pakistan (FULL FOCUS 4)

Assistant Manager Operations

June 1998 - March 2005 (6 years 10 months)

Karachi, Pakistan

Cost Control & Efficiency

- Successfully completed trainee period and assigned cost control & efficiency role
- Prepared and maintained P&O Nedlloyd contracts repository in Pakistan
- Implemented P&O Nedlloyd's operational cost system (OCS)

Education

IBC Academy

Diploma, Terminal Management · (2015 - 2016)

A. P. Moller-Maersk Process Excellence Academy
Certification - GB999, Greenbelt - Six Sigma & Lean Tools · (2010 - 2010)

Karachi University
Master's Degree, Economics · (2001 - 2003)

Southeastern University (Washington, D.C.)
Master of Business Administration (M.B.A.), Finance, General · (1994 - 1997)

Karachi University
Bachelor's Degree, Business/Commerce, General · (1990 - 1992)