



**SHAHBAZ HAIDER AGHA**

IGI Insurance Limited, 5 FCC, Syed Maratab Ali Road, Gulberg, Lahore, Pakistan  
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Professional with demonstrated track record of leading business growth, structuring innovative solutions, managing product and sales teams to deliver challenging targets and strategies. Progressively senior responsibilities handled with international and local insurance groups. Result oriented team player with successful track record of executing strategic and tactical business initiatives.

## SKILLS & ACHIEVEMENTS

### Business Leadership

- **Business Development:** Developed strong pipeline of opportunities to grow IGI's Health and Travel business non-organically through strategic partnerships. Worked on opportunities of over PKR 1 billion revenue potential (alternate distribution channels, increase scale, build new capabilities across agency network, online sales, cross selling, direct sales). Travel extensively all across Pakistan for business Development, concentrating mostly on the development and enhancement of IGI's Market share in Karachi.
- **Strategy & Planning:** Instrumental in developing business growth strategies for 7 IGI Insurance branches across Pakistan. Established strategic alliances with other insurance companies to develop reciprocal business. Finalized strategies to enhance market share by deepening penetration of the products resulting in an above market growth for the company. Advisor to IGI Board on the Claims and Underwriting Committees.
- **Insurance:** Developed, finalized and implemented entire corporate strategy for IGI Insurance relating to product range and market penetration to achieve sustainable business growth and profitability every four years (duly approved by Board of Directors). Managed nationwide branch network performance, execution and achievement of sales targets, sales promotion and advertising, product innovation, research and development, budgeting and recoveries. Strategic tie-ups done with FIs for Bancassurance, country wide renewals and client retention by directly servicing the medium and large sized clients. Delivered PKR 1.82 Billion revenue (4x increase over six years) for IGI in a tough and competitive environment.
- **Investment Banking:** IGI Investment Bank portfolio built in the North Region for Mutual Fund Distribution, Term Deposits, and Separately Managed Accounts (SMA) through effective management of sales team since 2006. Funds under management currently PKR 8Bn+.

### Team Management & Communication

- **Sales Team Development:** Successful experience of evaluating, motivating, and incentivizing 50+ internal sales team. Ability to ensure teams prepare well thought out action plans with definitive time lines for achieving each business objective.
- **Customer Penetration:** Disciplined process instituted to increase IGI customer penetration across all segments (global relationships, top tier local corporates, financial institutions and SMEs) through joint product and relationship team ownership.
- **Training & Development:** Successfully demonstrated financial benefits of cross-functional projects, increased customer satisfaction levels, launched employee recognition schemes, and conducted staff training.
- **Industry Participation:** Served as Chairman of Lahore Insurance Institute for two consecutive years holding conferences and lecture series to promote professional education in the field of insurance. Served on the Regional Committee of Insurance Association of Pakistan for several years contributing to the adoption of best practices in the insurance industry.
- **Negotiation:** Successfully negotiated strategic partnerships with leasing companies, banks, public/ private sector entities and vendors. Active public speaker during college and university years – as member of the Forensic League (debating team) participated in tournaments of national level in USA.
- **Lead Trainer:** Conducted several IGI workshops as lead trainer for 150+ staff.

## PROFESSIONAL EXPERIENCE

### Hellenic Sun Insurance Brokers Pvt. Ltd.

2019-Present

- **Chief Executive Officer:** Hellenic Sun is a newly established Insurance Brokerage with Chedid Re as its International Reinsurance Partners. HSB is striving to excel in providing the best solutions to its clients backed by the team of experts in insurance field. HSB is determined to Redefine Risk in Insurance Industry.

### IGI Insurance Limited

2004-April 2013

- **General Manager Marketing & Sales:** Based in Lahore responsible to establish and manage nationwide branch network – product research and development, formation and implementation of marketing strategies to enhance sales, develop countrywide sales teams, sales promotion & advertising, budget and administration, recoveries and renewals.

### IGI Investment Bank

2006-Dec 2012

- **Regional Head North (Funds Distribution):** Additional responsibility for managing and promoting Mutual Funds, Term Deposits, and Separately Managed Accounts (SMA). Advising high net worth individual customers and corporates in managing their corporate and employee funds to maximize yield.

### Royal & Sun Alliance (RSA)

1991-2004

- **Regional Manager:** Managed North Region Branches (Lahore and Rawalpindi)

## HONORARY POSITIONS & AWARDS

### Consulate of Greece Lahore

- **Honorary Consul of Greece Lahore:** In charge of the Consular Affairs since 2007. Responsible to promote bilateral relations between Greece and Pakistan in the areas of Culture, Tourism, Economics, Politics, and Diplomatic Relations.

### Lahore Insurance Institute

- **Chairman:** Held the position from 2002-2004. The Institute is a not-for-profit organization responsible for promoting education and professionalism in the field of Insurance.

### Indiana University - Purdue University at Fort Wayne

- **President:** First Foreign student elected as the President Student Activities Board in the history of the University for two consecutive years 1989-1991
- **Vice President:** First Foreign student elected as the Vice President Student Body of 30,000 students in the history of the University for two consecutive years 1989-1991

### Mohammad Raza Farooq Memorial Trust

- **Trustee:** A trust (Endowment Fund) established to provide Scholarships and Awards for the needy and top students in the field of Law

### A New Beginning (ANB)

- **Director:** A Non Government Organization in providing free education to poor and needy children through adopting Government Schools.

**Who's Who Among Students in American Colleges & Universities (1989-91)**

**Business**

<b>Managing Partner:</b>	<b>Hellenic Sun</b>
<b>Certified Mutual Fund Distributor:</b>	<b>PICIC/UBL/Alfalah/AKD/Faysal Asset</b>
<b>Director:</b>	<b>Murree Brewery Company Ltd.</b>
<b>Director:</b>	<b>Samba Bank Limited</b>
<b>Director:</b>	<b>Kinetic Power Ltd.</b>
<b>Director:</b>	<b>Leead Investment</b>

**EDUCATION**

<b>National College of Business Administration &amp; Economics, Lahore</b>	MBA Executive	<b>2003</b>
<b>Indiana University, USA</b>	BS (Finance)	<b>1991</b>
<b>Government College, Lahore</b>	BA (Economics)	<b>1986</b>

**PERSONAL**

<b>Marital Status:</b>	Married
<b>Languages</b>	English and Urdu (fluent)
<b>Interests</b>	Golf, Horsemanship

## **Mr. Shahbaz Haider Agha - Business Profile**

Mr. Shahbaz Haider Agha is serving the insurance industry of Pakistan for over 29 years and is well known for his integrity and services. Mr. Shahbaz started his career with Royal & Sun Alliance in 1991 and headed the Region for 14 years. In addition to being the Sr. General Manager, Marketing & Sales at IGI Insurance from 2004 to 2013, Mr. Shahbaz was also the Regional Head of Investment Advisory for IGI Investment Bank from 2007 to 2012. He worked with IGI General Insurance Limited and IGI Life Insurance Limited as Advisor Business Development.

Along with a strong insurance background Mr. Shahbaz Haider Agha has been serving on a number of strategic positions in various organizations such as:

- Honorary Consul General of Greece in Punjab since 2007.
- He is serving as the Chief Executive Officer of Hellenic Sun Insurance Brokers Pvt. Ltd since 2019.
- He is serving on the Board of Directors as an Independent Director of Murree Brewery Company Ltd. since 2017.
- He served on the Board of Directors as an Independent Director of Samba Bank Ltd. from 2016 to 2019.
- He served on the Board of Capital Investment Bank Ltd as a Director, for 2015-16.
- He has served as Chairman of the Lahore Insurance Institute for two years and have been the Member of the Regional Executive Committee of Insurance Association of Pakistan.
- He serves as a member of the Board of “A New Beginning” an NGO working to promote free education to the poor, and a Trustee of “Mohammad Raza Farooq Memorial Trust” and Bhandara Foundation.