

# Salman Raza Kazmi

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“A dedicated professional committed to pursuing a challenging career in Investment Management/Advisory; striving to attain every possible learning experience. A pleasant personality with an analytical and result-oriented problem-solving attitude. I welcome any opportunity that allows me to demonstrate and refine my skill-set and values.”

## Summary of Experience

- Fund Management/Investment Analysis with a cumulative experience of around 15 years.
- Ability to manage investments across major asset classes with a focus on fixed income securities & instruments.
- Well-practiced in interpreting and analyzing situations diligently and able to express ideas clearly and precisely.
- Demonstrate a capacity to meet deadlines and complete willingness to accept new and challenging opportunities/projects.
- Able to plan, prioritize, organize, and implement several tasks/projects simultaneously giving close attention to each assignment individually as well as in teams.
- Expertise in performing qualitative and quantitative analysis & research and valuation of fixed income & equity securities.
- Competent in formulating comprehensive investment proposals/recommendations and financial data modeling.

## Professional Experience

### NBP FUND MANAGEMENT LIMITED (NBP FUNDS)

May 2016 to date

#### Industry

Asset Management

Plan and propose long-term strategic and short-term tactical views to meet the Funds objectives. Review and process short & long-term debt instruments in both government securities & corporate bonds. Structure and analyze financial products/transactions in conjunction with a leadership team.

#### Department

Treasury (Front Office)

Fixed Income

Restructure and align asset classes/allocations: (i) to enhance the yield and book capital gains on market arbitrage opportunities and (ii) for efficient portfolio management and resource mobilization – keeping in view the prevailing & expected macroeconomic, geopolitical and fundamental factors and gauge its implications on Funds performance.

#### Job Role(s)

Deputy Manager – Fixed

Income

Investment allocations, specific to asset class based on available liquidity, expected yield, duration, credit rating, etc. Monitoring of the over/under-investment of specific investment portfolios. Ensure portfolios are within the risk tolerance constraints and in compliance with the Funds guidelines.

Presentations and periodic reviews for monitoring the Funds performance to ensure deviations are identified reported promptly, and the actions are adjusted to achieve Funds objectives.

Establish and build a healthy and mutually beneficial relationship with Banks/Financial Institutions to maximize market penetration.

Instruct the team to open IPS Accounts for the Funds.

Maintain auction data, participate in Auctions on behalf of the Funds and Institutional/Corporate clients and actively trade in Treasury bills, PIBs, TFC/Sukuks, and Ijarah Sukuks on a day-to-day basis for the Funds and Institutional/Corporate clients.

**PRIMUS INVESTMENT MANAGEMENT LIMITED (PIML)****Jun 2013 to May 2016**

<b>Industry</b> Asset Management	Managed fixed income funds by efficiently utilizing the available liquidity to achieve the Funds objectives. Proposed long-term & short-term tactical plans to meet the Funds objectives and enhance Funds performance to the Investment Committee. Conducted credit and fixed income research along with peer comparisons and SWOT analysis, preparing strategic allocations.
<b>Department</b> Treasury (Front Office) Fixed Income	Identify new opportunities and products which can be offered to the Institutions/Corporates as per the clients need and risk profile to widen the product suite. Instructed the team to open Bank Accounts and IPS Accounts for the Funds – building a healthy and mutually beneficial relationship with Banks/Financial Institutions to maximize market penetration.
<b>Job Role(s)</b> Fund Manager	

**NBP FULLERTON ASSET MANAGEMENT LIMITED (NAFA)****Oct 2010 to Oct 2012**

<b>Industry</b> Asset Management	Structured and analyzed financial products/transactions for efficient portfolio management and resource mobilization. Performed valuations, credit analysis, and administration of debt & fixed income securities by ensuring portfolios are within the risk limits and in compliance with the Funds guidelines. Maintained cash flows, auction profiles, and other day-to-day management of money market/fixed income transactions. Also prepared various models for tracking and monitoring the accruals management.
<b>Department</b> Treasury (Front Office) Fixed Income	
<b>Job Role(s)</b> Financial Analyst	

**PAK OMAN ASSET MANAGEMENT COMPANY LIMITED (POAMCL)****Jun 2008 to Sep 2010**

<b>Industry</b> Asset Management	Prepared and delivered comprehensive investment proposals & recommendations for the designated sectors (Banking and Textiles and its related listed companies) to the fund manager/investment committee. Actively tracked developments in the designated sectors/scripts and assessed their impacts on the equity valuations. Managed the research team in developing and preparing various performance evaluations & presentations.
<b>Department</b> Equity Research	
<b>Job Role(s)</b> Manager Research	Performed additional duties/roles as the Audit & Compliance Manager from <b>Nov 2008 – Jun 2009</b> by ensuring the accuracy of the records and transactions. Highlighted and made observations for any breach with provision to the NBFC Regulations, 2008 and/or other regulatory/statutory requirements.  Besides, also assisted the Head of Finance/Operations & Company Secretary in managing and planning the budget & research reports and other data compilations from <b>Jul 2009 – Sep 2010</b> . Also prepared documentation & presentations for the Board of Directors and Senior Executives.

**FIRST CAPITAL EQUITIES LIMITED (FCEL)****Jun 2006 – May 2008**

<b>Industry</b> Brokerage House	Published research reports on Nishat Mills Limited (NML), Bank Alfalah Limited (BAL), Habib Bank Limited (HBL), and Banking Sector by performing qualitative and quantitative analysis & research and valuation. Competently formulated comprehensive investment proposals & recommendations and financial data modeling for the Sales team, Corporate clients, and BOSS Magazine. Prepared presentations on various equity securities & sectors for corporate clients to pitch and achieve the targeted sales & related action plans. Performed additional duties in line with the current role, as and when requested by the Head of Research.
<b>Department</b> Equity Research	
<b>Job Role(s)</b> Investment Analyst	

**Education/Qualification**

<b>YEAR</b>	<b>DEGREE &amp; SPECIALISATION</b>	<b>INSTITUTION</b>
2006	M.Sc. Financial Management	Middlesex University, UK
2004	MBA Management Information Systems	Karachi Institute of Economics & Technology, PAK
1999	B.Sc. Honors (External) Computing and Information Systems	College of Digital Sciences, PAK (accredited with London Guildhall University, United Kingdom* <i>now London Metropolitan University</i> )