

Ahsan Jamal

ACII MIIRSM AIFirE P.E.
Chartered Insurance Risk Manager

Industry

Experience

2012 – Present

UNIQUE INSURANCE BROKERS (PVT) LIMITED (Marsh Correspondent in Pakistan)

Pakistan

Head of Risk management & Risk Engineering Practice

- Responsible for carrying out Operational & Construction Risk Engineering Surveys and Loss Control Consultancy of large and commercial engineering risks & construction projects in a broad range of industries, including power, oil & gas, refinery, cement, fertilizers, iron and steel.
- Writing Power Risk Engineering Reports for Marsh Global Power & Energy Risk Engineering and insurance markets with Recommendations for Risk Improvement of facilities surveyed as per Marsh's Technical Methods & Guidelines for Power Risk Engineering.
- Conduct Risk Ranking of Property & Power Risks in Pakistan as per Marsh Risk Ranking Guidelines
- Conduct Fire Risk Assessment as per NFPA Codes and FM Global guidelines
- Conduct Occupational Health & Safety management and Risk control appraisals
- Provide risk management advice and consultancy on asset protection, fire engineering, security, risk management standards and training
- Calculate loss expectancies within company guidelines across a range of industries
- Manage all aspects of Clients and Client Executives engineering relationships.
- Review risk survey reports and assist Client Executives in identifying & explaining complexities inherent in the risk.
- Develop and manage engineering resource plan that meets both Client Executives and individual Client needs.
- Conduct Risk Engineering workshops & trainings at client's sites for their plant team.
- Manage a team of Junior Risk Engineers in the region and responsible for allocating & monitoring resources, reviewing outputs and mentoring.
- Handle Facultative Reinsurance driven programs of various Power & Energy clients in Pakistan.

ADAMJEE INSURANCE COMPANY LIMITED

Pakistan

2010 – 2012

Manager – Engineering Department

- Responsible for Underwriting of Engineering Project Insurances including operational phase Engineering Insurances.
- Arrange & Manage Facultative Reinsurance accounts of all Engineering Projects.
- Liaise with International Reinsurers, Local / Foreign Brokers, Co-insurers & Regulatory Body regarding insurance placements.
- Prepare various presentations on new marketing strategies for improvement of existing lines of business.

2009 – 2010

Manager – Risk Management Department

- Identified, Analyzed and Evaluated Property risk exposures at client's facilities
- Carried out Physical Risk Surveys of Highly Protected Risks (HPR) and prepared risk reports.
- Participated in the development of Underwriting & Claims Manual, Co-insurance Criteria & Guidelines, Underwriting Policies & Procedures for all classes of business.
- Collaborated with various departments i.e. underwriting, claims, accounts, IT, and senior management to develop plans for new lines of business or improving existing business.
- Developed AICL Terrorism Rating Structure.

2007 – 2008	<p>Assistant Manager – Risk Management Department</p> <ul style="list-style-type: none"> ▪ Developed AICL Rating Tariff (all classes) and assisted IT team in setting-up of AICL new management information system (PREMIA). ▪ Analyzed the claims experience of the various types of business (Motor, Health, Marine and Miscellaneous). ▪ Extracted and manipulated data to perform actuarial pricing of various insurance products. ▪ Designed and developed Health insurance pricing & risk cost model. ▪ Trained, mentored and supervised team of junior actuarial team. 	
2006 – 2007	<p>Assistant Manager – Financial Lines Division</p> <ul style="list-style-type: none"> ▪ Underwrite risks of financial institutions i.e. Bankers Blanket Bond, Safe Deposit Box/Lockers, Credit Cards, Computer Crime and D &O liability insurances. ▪ Visited potential customers and prepared quotes. ▪ Negotiated terms with policyholders or brokers. 	
2005-2006	<p>Probationary Officer – Non-Marine Department</p> <ul style="list-style-type: none"> ▪ Studied various insurance proposals & assisted underwriters for risk assessment. ▪ Prepared Quotations, Policy documents, Endorsements, Premium Bills & Renewal Advices. ▪ Managed data & developed statistical analysis model for underwriting. 	
2002-2004	<p>AI-ZUBAIR ENTERPRISE</p> <p>Assistant Construction Manager</p> <ul style="list-style-type: none"> ▪ Assisted in formulation of project specifications and documentation of contract. ▪ Supervised, monitored and inspected construction projects. ▪ Planned and managed different projects with the help of project planning software. 	Pakistan
2002 (03 months)	<p>TROJAN ENGINEERING & MANAGEMENT SERVICES</p> <p>Trainee Planning Engineer</p> <ul style="list-style-type: none"> ▪ Planned & Managed various Engineering & Manufacturing Projects by using Project planning software 	Pakistan
Teaching Experience	<p>CENTER FOR ENTERPRISE RISK MANAGEMENT (CERM-Pakistan)</p> <p>Head of Learning & Development</p> <ul style="list-style-type: none"> ▪ Design and deliver Insurance, risk management and safety engineering courses ▪ Conduct Professional exams preparation classes (ACII & ARM exams) ▪ Organize International Conferences on Insurance and Risk management 	
2016 - Present		
2020 – Present	<p>NED ACADEMY (NED UNIVERSITY OF ENGINEERING & TECHNOLOGY)</p> <p>Visiting Faculty Member</p> <ul style="list-style-type: none"> ▪ Lead Trainer for Certified Risk Management Professional (CRMP) course 	
2015 - 2016	<p>PAKISTAN INSURANCE INSTITUTE</p> <p>Visiting Faculty – Postgraduate Diploma in Insurance</p> <ul style="list-style-type: none"> ▪ Subjects: Risk & Insurance, Fire Underwriting & Property Risk Management <p>Workshops / Presentations conducted & organized</p> <ul style="list-style-type: none"> ▪ Project Risk Management (online course) organized and conducted 02 day course at CERM Pakistan, 22-23 April, 2020 ▪ Fire Safety & Risk Assessment Workshop (speaker), Fire Protection Association of Pakistan & CERM Pakistan – Lahore, August 21, 2019 ▪ Risk Assessment: Property & Business Interruption Workshop (speaker), Pakistan Insurance Institute – Karachi, August 07, 2019 ▪ Industrial Safety & Risk Assessment Workshop (speaker), CERM Pakistan – Lahore, November 16, 2018 	

- **Power Risk Engineering Workshop (speaker)**, CERM Pakistan, January 12, 2018
- Conducted **Awareness Session on CII New Insurance Qualification Framework** for insurance professionals, January 13, 2018
- **Industrial Risk and Loss Estimation Workshop (speaker)**, CERM Pakistan – Karachi, September 13, 2018
- **Introduction to Insurance Policies**, one day training for Commercial Lending Training Program, HBL – Lahore, November 28, 2016
- **Risk Assessment: Property & Business Interruption Workshop**, Pakistan Insurance Institute – Karachi, November 25, 2015.
- **Property Loss Control & Risk Survey Approach** presentation, International Risk Engineering Workshop by Marsh - Karachi, September 10, 2014.
- Guest Speaker Presentation on **Insurance & Risk Management**, Muhammad Ali Jinnah University (MAJU) – Karachi, February 03, 2013.
- Presentation on “**Safety is Everyone’s Business**”, Safety Day celebration, Adamjee Insurance Company Ltd. – Karachi, August 06, 2010.
- **Risk Management** presentation at Adamjee Insurance Learning Fair, organized by Pakistan Society for Training & Development – Karachi, July 21, 2010.

Professional Qualifications

CHARTERED INSURANCE INSTITUTE United Kingdom
 Associateship of Chartered Insurance Institute (ACII) – 2018

Academic Qualifications

INSTITUTE OF BUSINESS ADMINISTRATION Pakistan
 Postgraduate Diploma – Business Administration (part time), July 2006

NED UNIVERSITY OF ENGINEERING & TECHNOLOGY Pakistan
 Bachelor of Engineering – Civil, March 2002

GOVERNMENT COLLEGE OF TECHNOLOGY Pakistan
 Diploma of Associate Engineer – Power Technology, 1999

Licenses & Certifications

MARSH PROPERTY RISK CONSULTING TRAINING Germany
 Completed 02 weeks Marsh Field Engineer Certification, September 2013

CERTIFIED HEALTH SAFETY & ENVIRONMENT PROFESSIONAL Pakistan
 04 months postgraduate certificate NED U.E.T & PIQC Institute, January 2015

AUTHORIZED SURVEYING OFFICERS – LICENSING EXAM Pakistan
 Fire Class – Securities & Exchange Commission, May 2014

MARSH PROPERTY RISK CONSULTING TRAINING Germany
 Completed 02 weeks Property Risk Consulting Training, May 2012

Skills

Computer Skills

- Proficient in Microsoft Excel, Word, Power Point, MS Project
- Computer Aided Project Management (PRIMAVERA P3)
- AUTOCAD 2000 certification from Autodesk Training Center, Singapore

Professional Affiliations

- Associate Chartered Insurance Institute (ACII) – UK
- Member International Institute of Risk & Safety Management (MIIRSM) - UK
- Associate Institute of Fire Engineers (AIFireE) - UK
- Professional Engineer (Life member) – Pakistan Engineering Council
- Member Institute of Engineers – Pakistan
- Member Fire Protection Association of Pakistan (FPAP)

**Extracurricular
Activities**

- Mentoring & counselling insurance professionals for CII qualification and insurance career
- Coordinator Adamjee Insurance Underwriting & Claims Committee
- Internal Quality Auditor (ISO 9001:2000)
- Member Editorial Board for Adamjee Insurance In-house magazine

Interests

- Tutored Mathematics, Physics & Business Statistics at undergraduate level
- Reading books, research papers & magazines on general insurance, risk management, risk engineering and Safety management
- Writing articles on Insurance & risk management related topics for International / Local / In-house magazines

Miscellaneous

Date of Birth: May 15, 1979

Nationality: Pakistani

Languages: English & Urdu