



Harold John: Trainer Profile

A Seasoned Leader in Business Development and Strategic Partnerships



Harold John is an accomplished business professional with over 15 years of experience in various leadership roles across multiple industries and continents. His career is marked by a series of successful stints in business development, procurement, and strategic partnerships, making him a versatile and influential figure in the corporate world.

As the Commercial Director at Pak Mission Society in Islamabad since March 2023, Harold has been instrumental in building an Enterprise Led Development model for NGOs. His efforts are focused on assisting minority and women-led businesses during their incubation and funding rounds. This role highlights Harold's commitment to social impact and his ability to drive significant change through innovative development models.

Before joining Pak Mission Society, Harold served as the Global Business Development Head at Golden Enterprises in Karachi from August 2021 to February 2023. During his tenure, he established ongoing business partnerships on three continents and achieved over \$1 million in sales. His strategic vision and ability to forge strong business relationships were key to expanding the company's global footprint and driving revenue growth.

From September 2018 to June 2021, Harold led his own firm, Linchpin Consulting, as Chief Operating Officer. Under his leadership, the firm secured SaaS sales in two US states and six cities and landed consulting contracts with AlphaSights in Singapore and Hong Kong. His entrepreneurial spirit and expertise in SaaS sales and consulting significantly contributed to the firm's success and growth in competitive markets.



Harold's experience in the entertainment and tech industry is highlighted by his role as Head of Business Development & Partnerships at Iflix in Karachi from November 2016 to May 2018. He successfully closed high-value partnerships with PTCL worth \$3.3 million and Telenor worth \$3.6 million, along with collaborations with Samsung, OPPO, and Xiaomi mobiles. These achievements underscore his ability to negotiate and secure lucrative deals with major corporations.

As the Head of Key Accounts & Corporate Alliances at Daraz.pk/Kaymu.pk in Karachi from July 2014 to October 2016, Harold facilitated major partnerships, including a \$600,000 deal with Jazzcash and an uncapped five-year partnership with HBL. He also played a pivotal role in the merger and acquisition with Alibaba Group, demonstrating his strategic acumen and negotiation skills.

In the procurement domain, Harold worked as Head of Procurement at Averda International LLC in Dubai from August 2012 to May 2014, overseeing \$27 million worth of procurement with 11% savings. Prior to that, he was the Procurement Manager at Namshi (now Noon) in Dubai from January 2011 to July 2012, where he managed a team of 30 people across 15 categories and was involved in a merger and acquisition with Emaar Property Group.

Earlier in his career, Harold served as Content Manager at Lastminute.co.uk in London from October 2009 to November 2010, where he implemented a Content Management System (CMS) and led a team that uploaded over 5 million SKUs in 18 months. He also completed a six-month internship at Deutsche Bank in London from November 2008 to April 2009, marking the beginning of his illustrious career.

Harold John holds a First Class Honours BBA from London Metropolitan University, earned in 2009. His academic excellence laid a strong foundation for his professional achievements and provided him with the knowledge and skills needed to excel in diverse roles. Harold John's extensive experience across three countries and involvement in two major mergers and acquisitions in six industry verticals highlight his versatility and ability to thrive in diverse professional environments. His strategic mindset, coupled with his dedication to excellence, makes him a valuable asset to any organization seeking to enhance its business development efforts and achieve sustainable growth.

Key Skills and Attributes:

- i. Exceptional business development and strategic partnership capabilities
- ii. Proven leadership and team management skills
- iii. Strong negotiation and deal-closing abilities
- iv. Excellent communication and relationship-building skills
- v. Commitment to social impact and sustainable development