

Malik Dilawar Hafeez

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Professional Summary

Seasoned professional with extensive experience in business development, operational management, and leadership within the insurance and BPO industries. As the Co-founder & COO of DH Malik Global, I lead strategic planning and execution of business processes, ensuring alignment with company goals. Adept at fostering innovation, building strong client relationships, and driving business growth.

Work Experience

Co-founder & Chief Operating Officer (COO)

DH Malik Global | August 2024 – Present

- At DH Malik Global, I manage all operational aspects, driving strategic planning, and ensuring our business processes align with the company's overall goals.

Group Manager

Adamjee Life Assurance Co. Ltd. | February 2021 – September 2023

- I led business development efforts, identified new opportunities, and oversaw strategic recruitment to align talent with organizational objectives.

Branch Manager

Adamjee Life Assurance Co. Ltd. | August 2019 – May 2020

- In this role, I optimized client services and led a dynamic team to exceed performance targets, contributing to enhanced market share.

Takaful Unit Manager

EFU Life Assurance Ltd. | September 2018 – August 2019

- I managed day-to-day operations, led a team to enhance business growth, and improved service delivery to clients.

Education

Bachelor of Business Administration (BBA), Finance

International Islamic University, Islamabad | 2011 – 2016

Graduated with honors from the International Islamic University, Islamabad, with a focus on finance. Gained a comprehensive understanding of business principles, financial management, and strategic planning, equipping me with the skills to excel in a dynamic business environment.

Certifications

- Google Digital Marketing & E-commerce Specialization
- Financial Literacy Training Program - State Bank of Pakistan (SBP)
- Concept and Operation of Takaful - Adamjee Life Assurance Co. Ltd
- Financial Accounting Foundations - LinkedIn