





PERSONAL INFORMATION



Muhammad Azim Khan Niazi

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Business Development, Renewables Management,
Biogas Technical Expert/ Advisor

WORK EXPERIENCE

01/11/2014–Present

Manager International Business Development**Nagaro GmbH, Frankfurt am Main (Germany)**

Kitchen / food waste, animal manure based Portable Biogas Plants sizing, design and development for domestic and semi-commercial use.

Digester fermentation process optimization, complete laboratory testing and certification (Environmental & Quality Management Systems).

Technical advisory, rural development programs, biogas and bioenergy promotions, capacity building (training and workshops).

Networking, market development (B2B & B2C), marketing, negotiations and maintaining business relationships.

Social Development Projects proposals and funding applying procedures (EU Funds, KfW, World Bank, ADB etc).

01/05/2011–31/08/2012

Research Associate**Institut für Technische Chemie, TU Bergakademie Freiberg, Freiberg (Germany)**

Improvement & Optimization of Biotechnological processes involved in fuel ethanol production via Simultaneous Saccharification and Fermentation (SSF).

The process was optimized using 20 - 30% (w/v) substrate, and Ethanol yield upto 54.28g/L.

01/12/2007–31/10/2010

Assistant Director (Technical)**Pakistan Council of Renewable Energy Technologies (PCRET), Islamabad (Pakistan)**

Project Management, Procurement and Organizational Regulatory Affairs.

Customer focused team building, organization-client relationships, strategy building for bio-energy campaign, negotiations and conflict management for public-private partnerships & agreements.

Strategic & technical planning for project execution, socio-political conflicts management (policy development). Comprehensive training of "Women Empowerment" for society development.

Digester sizing, design, development/installation and commissioning of domestic and community size biogas plants for cooking and irrigation.

Supervision (including project planning, development, site selection and civil construction work) and commissioning of over 1100 home and more than 50 community size (15-20 people) biogas plants in rural areas of Pakistan for home cooking and irrigation purpose.

Integration of "Home Solar Systems" and "Biogas Technology" for de-centralized energy systems.

Research & Development; a) optimization of anaerobic fermentation process and, b) Biodiesel production from castor oil and used frying oil.

Establishment of biofuels research and development facility/laboratory at PCRET regional office Lahore, Pakistan.

01/03/2006–30/11/2007 **Field Manager (Fuel & Energy Efficient Systems)**
Waseela System & Services (Pvt.) Ltd., Lahore (Pakistan)
 Marketing & sales management of fuel saving systems for household and automobile, opportunities, advisory, conflict management and public relations.

01/06/2003–31/12/2004 **Process Chemist**
HIMONT Chemicals (Pvt.) Ltd., Lahore (Pakistan)
 Production Leader/ production plant Incharge; a) Ibuprofen, b) Sulpha Methoxazole (SMZ), c) Ampicillin- Amoxycillin production units.
 Production Endorsement/Quality Management, SOPs - production processes.

EDUCATION AND TRAINING

01/10/2012–30/09/2015 **MBA-IMRE (International Management of Resources & Environment)**
 Technical University Bergakademie Freiberg, Freiberg (Germany)
 Economics, Business Administration, Management of Resources & Environment and Interdisciplinary Studies.
Thesis: Evaluation of Marginal Lands in Pakistan Suitable to Grow *Jatropha curcas* including Environmental Impacts: A GIS Approach

01/10/2003–31/10/2006 **Master of Philosophy (M.Phil) in Chemistry**
 Government College University, Lahore (Pakistan)
 Organic, Inorganic, Analytical, Pharmaceutical, Biochemistry, Applied and Environmental Chemistry.
Thesis: Synthesis of fatty esters (biodiesel) from vegetable oils and used frying oil.

PERSONAL SKILLS

Mother tongue(s) **Urdu**

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
German	A2	A2	A2	A2	A2
English	C2	C2	C2	C2	C2

Communication skills Intercultural & Business Communication, Public Relations, Easy to Approach & Open Minded.
 Communication is one of my God gifted talent.
 Prize winner of social entrepreneur pitch Social Impact Lab. Frankfurt.

Organisational / managerial skills Perfectionist, Self-organization, Focus Oriented, Decision Making, Problem Solving, Multi Tasking, Leadership, Coordination, Team Work & Time Management.

Job-related skills Biogas plant sizing, design and development, Home Solar System designing, Technical Expert/ Advisory. Renewable Energy and Environmental Management Consultancy.
 Process Optimization and Operations Management: Biofuels R&D, Biogas Fermentation Process Optimization, Bioethanol from Lignocellulosic Biomass SSF Process Optimization. Hands on Experience with Sophisticated Instrumental techniques (GC, HPLC, Atomic Absorption etc).
 Project Management, Business plannings, development & Management, Product Development, Certification, Market Procedures and Networking, Marketing (B2B and B2C), Negotiations/Conflict Management.
 Land-use Management, Energy Crops Management Practices, Environmental Impacts of Energy Crops.
 Sustainable Agriculture Management, Crop Suitability Analysis (GIS), Energy Balance, Life Cycle Assessment (LCA), High Carbon Value (HCV) Stock, Carbon Sequestration (C-Sink, Restoration/Rehabilitation) and Climate Change Mitigation, Energy crops environmental impacts (Climate, Land-use, Biodiversity and Ecosystem Services)