



### **Mr.Sohail Fakhar**

Sohail Fakhar is a business graduate from Philippines and a Fellow of Life Office Management Association, USA. He enjoys experience of more than 20 years in life insurance corporate sales. He is very ambitious and aggressive with a strong desire for results achievement. He carries excellent skills of developing and managing teams and capable enough to set targets and achieve desired results.

Under his leadership as Group Head, Jubilee Life surpassed all its competitors and became the market leader in selling insurance to corporate institutions. He currently looks after sales and operations of Corporate Business (Group Life and Group Health) and Micro-insurance. In operational areas of these business-lines, he oversees pricing, underwriting, policy administration and claims. He uses all out efforts to ensure profitability of business-lines as per Company's objectives.

Apart from the above, he also heads Administration and Marketing matters of Jubilee Life. He is a senior management member and actively contributes towards developing long-term strategies of the Company. He has representation in various internal committees of Jubilee Life where he shares his insight, knowledge and useful ideas that largely benefit the organization.

He also served as Director on the Board of First Micro Finance Bank and had representation on its high-level forums such as Member - Board Audit Committee and Chairman - Board HR Committee. He resigned from the Board upon completion of his tenure as Director.