



SHAKEEL MUGHAL

INDIA, THE MIDDLE EAST AND SOUTH AFRICA

HIGH GROWTH MARKETS SPECIALISTS

UK TRADE & INVESTMENT HIGH GROWTH MARKETS PROGRAMME

High Growth Markets Specialists support UK Trade & Investment in the provision of dedicated professional assistance to help UK companies enter or expand their engagement with 17 designated high growth markets. High Growth Markets Specialists are well placed to offer a variety of tailored strategic interventions to individual companies.

The UK Trade & Investment High Growth Markets Programme was established in February 2007 and is headed by Dr Sarada Tew. The Programme will consist of a team of up to 15 specialists providing intelligence-led strategic input to target primarily mid-corporate companies to further the UK's engagement with high growth markets. These are:

- Brazil
- China
- India
- Indonesia
- Malaysia
- Mexico
- Qatar
- Russia
- Saudi Arabia
- Singapore
- South Africa
- South Korea
- Taiwan
- Thailand
- Turkey
- United Arab Emirates
- Vietnam

UK Trade & Investment High Growth Markets Specialist Shakeel Mughal brings substantial experience from the IT, business process outsourcing, telecommunications, industrial electronics, aerospace and defence sectors to help develop international trade opportunities for leading UK-based mid-corporate companies within the 17 designated high growth markets.

Shakeel is a multilingual chartered engineer with a proven track record of establishing and delivering rapid growth of businesses for blue chip high technology multinational businesses operating in the Middle Eastern, African and Asian regions. He has worked with multinationals that have offset obligations in emerging economies and as CEO of Tricolom Ltd has delivered projects with an offset value of several hundred million US dollars.

Prior to 2002, Shakeel was a Director of SchlumbergerSema, a US\$3 billion IT services multinational, with responsibility for market entry of its finance group into India, South East Asia and North America. Before this, he was Vice President (Regional Managing Director) of Sema plc, a FTSE 100 IT company, with responsibility for building the company's businesses in the Indian Ocean region, focusing on India, South Africa and South East Asia.

Shakeel has over 20 years' experience in the aerospace and defence sectors where he held various senior management and corporate marketing positions at GEC Marconi, the defence and electronics company of GEC plc, and at Ferranti International, a UK defence group. He has lived in the Middle East where he managed turnkey projects, and formulated and executed market entry strategies into the region for blue chip companies.

As a High Growth Markets Specialist, Shakeel will focus on India, the world's second fastest growing economy, with accelerating growth of 9.4 per cent and economic liberalisation providing major opportunities for UK companies. He will also support UK mid-corporates seeking to enter or expand their market share in the Middle East and South Africa.

He holds a BSc Hons in Engineering from the University of Salford, and is a member of the Institute of Engineering and Technology and a Chartered Engineer.

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