

## Mr. Saifuddin N. Zoomkawala

### **Title Held**

#### **Chairman:**

EFU General Insurance Ltd.

Allianz EFU Health Insurance Ltd.

#### **Birth**

Born on March 31, 1942 in Surat, India

### **Education/Professional Qualification**

MBA, Bachelor of Science

### **Career History/Accomplishments**

He started his career with EFU General Insurance in 1967 and then moved on to Credit & Commerce Insurance Limited in Dubai. He returned to Pakistan in 1989 and rejoined EFU General Insurance Limited on 15-05-1989.

### **Particular Strengths**

Marketing and Leadership

### **Favourite Charity**

In his opinion, the most required charities in Pakistan are those that can take care of medical and education expenses, to which he has devoted his time.

### **Would like to be remembered as**

A person who enables in building careers of young aspirants in the Insurance Industry.

### **Working Style to earn success**

Yet it is important to be connected, says Mr. Saifuddin. There are three major factors to do business anywhere in the world, including Pakistan. The first is "Taaloqat" (Connections). The second is "Taaloqat" (Connections). The third is Taaloqat (Connections). The connections that one builds oneself are the strongest. Connections will open the door for you, but they will not retain the business if one doesn't provide the right service. We do not give kickbacks and bribes to do business. We say a firm 'no' to all such offers. The industry has been tarnished by fly-by-night operators in the past, but today 90 percent of the industry is professionally managed. The days of the 'Seth' owned companies are over. Now they are all professionally managed with high levels of business integrity."

### **Message to Colleagues**

"A leader is a servant to colleagues, not somebody who demands".

