



NIBAF, PAKISTAN
(KARACHI)



STRATEGIC NETWORKING: BUILDING AUTHENTIC CONNECTIONS FOR CAREER GROWTH

This one-day training is to strengthen ability of participants to build meaningful, professional relationships within and beyond the financial sector. The course provides practical insights into the principles of strategic and ethical networking, effective communication, and relationship management in a culturally relevant banking environment. Participants will learn how to identify key stakeholders, build trust-based connections, leverage professional platforms, and maintain long-term relationships that support career progression and organizational goals.



COURSE CONTENTS

- The Art of Networking (Connect/Communicate/Succeed)
- Influence
- Influencing Skills
- Process of making connections
- Building Relationships
- Why Networking Matters?
- Effective Communication
- Online Networking on social media

TARGET AUDIENCE

- Relationship managers, business development officers, and corporate/SME bankers
- Branch managers, team leads, and emerging leaders aiming to strengthen stakeholder engagement and leadership presence

TIMINGS

9:00AM
-
5:00PM



**JANUARY
16, 2026**

FACILITATORS

Ms. Rabia Omar is a highly professional and creative leader with 25+ years' experience across Private Equity, Blue Chip investments, Wealth & Asset Management, Retail/ Commercial/Corporate & Investment Banking, Liability & Cash Management, Payments, Sales and Relationships. She is Head Global Alliances at MIA Arbitration, formerly Country Head Corporate Sales at AWT Investments and CEO, ROSH Developments, with experience at HBL, MCB and others. She is trained/certified by Ron Kaufman, Karen Allahwala, Fulcrum, and holds AML & ATF certification (DC Gardiner), training bankers nationwide for over a decade.

Mr. Shehzad Dhedhi is a visionary professional with 24+ years of global experience in financial strategy, ESG governance, and sustainable business practices. As an ESG communication and brand strategy trainer and consultant, he supports organizations in developing authentic sustainability narratives that effectively highlight ESG commitments and social impact, transforming strategic goals into influential communication. He combines strong financial discipline with ethical and sustainable purpose to help leaders and organizations achieve long-term success.

TRAINING MANAGER:

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