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## Senior Demand Planner

More than 15 years of UAE experience in supply chain, handling big brands of many multinational companies including Abbott Laboratories, Boehringer Ingelheim, GSK, Pfizer, Coppertone, Beiersdorf, Paul Hartman and others. Comprehensive expertise in end-to-end supply chain activities including stock and sales analysis, demand management, order planning, and customer service. Adept at conducting weekly order reviews and monthly S&OP meetings for prescription medicines, consumer health care, and animal health portfolios.

### Areas of Expertise

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| * Consultative Sales
* Demand Planning
* Strategic Planning/Analysis
* Industry Networking
 | * Business Analysis
* Competitive Intelligence
* New Business Development
* Inventory/Stock Management
 | * Forecasting
* Team Leadership
* Budgeting
* Customer Service
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### Professional Experience

BOEHRINGER INGELHEIM, Dubai, UAE 4/2009 – Present

Senior Demand Planner/Supply Chain Executive

Since joining the company in 2009, served in multiple capacities including Demand Planner, Business Analyst, and Customer Service Coordinator, handling prescription medicine, consumer health care, and animal health portfolios covering the Near East/Middle East Africa (NEMEA) region. Complete Demand Planning of major brands for distribution across the region. Host monthly Sales and Operations meetings; conduct monthly order planning/forecasting. Hold weekly order review meeting with customers’/supply sites. Oversee orders, stock levels, and in-market sales analysis. Monitor stock levels to avoid over/out-of-stock scenarios. Communicate/negotiate with customers to procure and confirm orders; follow up on placed orders and update the order status database.

***Selected Contributions:***

* Monitor, record, and follow-up on in-market sales target and budgets; analyze exports to monitor growth.
* Coordinate and liaise with the Business department to follow the set objectives; serve as a bridge between suppliers and customers.
* Lead and learn by creating examples for others to follow to maintain a culture of growth.

GULF DRUG ESTABLISHMENTUAE 1/2001 – 3/2009

Department Executive

As the Supply Chain Executive of the Pharma and CHC department, contributed to the delivery of comprehensive pharmaceutical, OTC, herbal, and consumer health products of world-class manufacturers/brands. Completed order planning and followed up on portfolios and shipments. In the purchasing division, oversaw stock management/orders, and conducted sales analyses. Directed ordering, forecasting, and budgeting; monitored tenders and quotes. Wrote collection reports/follow-ups.

***Selected Contributions:***

* Directed communications with foreign suppliers/customers.
* Spearheaded the company’s ISO 9001-2000 Certification.
* Improved the online ordering system to including scheduling and forecasting.

### Education & Certification

**Bachelor of Science in Statistics**, University of Karachi

**Certified**, Logistics and Supply Chain Management Professional, American Institute of Business and Management,

### Languages

### **English** – Fluent | **Arabic** – Basic | **Urdu** - Native

### Additional Information

**Profile**: Male, 43, Married | **Nationality**: Pakistan | **Current Position**: Senior Demand Planner | **Company**: Boehringer Ingelheim |