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***CAREER HISTORY***

**April 2015 till Date FGB (First Gulf Bank) –Abu Dhabi UAE**

*FGB (formerly known as First Gulf Bank) is currently the third largest bank by assets in the* [*United Arab Emirates*](https://en.wikipedia.org/wiki/United_Arab_Emirates) *. Established in 1979, FGB is headquartered in the* [*emirate*](https://en.wikipedia.org/wiki/Emirate) *of* [*Abu Dhabi*](https://en.wikipedia.org/wiki/Abu_Dhabi)*.FGB offers a wide range of financial services in the wholesale, consumer and treasury banking sectors, including* [*Islamic banking*](https://en.wikipedia.org/wiki/Islamic_banking) *for businesses and consumers via a network of branches across the UAE*

**Position: Category Manager (Procurement) for Admin and Professional Services.**

*Responsibilities*

* Lead the regional strategic sourcing agenda across all Business Units to leverage the common scale & maximize value through sourcing:
* Develop & implement sourcing strategies for Admin and professional Services in collaboration with l stakeholders,
* Manage cost optimization pipeline building upon ideas & leverage best sourcing practices across BUs,

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| * Discussion with suppliers to negotiate rates and priorities.
* Establish reporting project execution, progress and achievements,
* Identify productivity opportunity in every Project initiated,
* Float RFQ to suppliers, negotiate with suppliers and obtain final offers through E-auction, with targeted savings.
* Compare the selection criteria, complete bidding/Auction process (Price/Quality/Lead times etc.) & select the right supplier.
* Ensure on time delivery, meeting timelines and quality.
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 Achievement:

* Develop Strategy for ATM machine Management. This help us maintenance cost and saving due to single supplier selection. Saving up to AED 2MM.
* Develop strategy for Cash in transit supplier and did savings of AED:800K
* Negotiate with HR training Supplier and got USD: 100K saving .
* Develop Strategy for outsource staff and Short listed 4 best Suppliers saving up to AED 200K
* Work closely with security team and develop strategy for running RFP for Security agency Saving up to AED 200K
* Streamline courier through RFP and E-auction handed over the business to the deserving supplier which give us efficacy and productivity of AED :200K

**Nov 2011 till March 2015 Mondelez EEMEA FZE –Dubai UAE**

*Mondelēz International is the world’s leading snacking company with annual turnover of $36 billion with offices in 80 countries and over 107,0000 employees. Key brands includes Tang, Oreo, Chips Ahoy, TUC, Belvita, Barni, Milka, ,* [*Côte d'Or*](https://en.wikipedia.org/wiki/C%C3%B4te_d%27Or_%28brand%29)*,* [*Toblerone*](https://en.wikipedia.org/wiki/Toblerone)*, Milk, Trident,* [*Chiclets*](https://en.wikipedia.org/wiki/Chiclets)*, and* [*Halls*](https://en.wikipedia.org/wiki/Halls_%28cough_drop%29)*,*

**Position: Regional Procurement Manager (indirect Material & Services)**

*Responsibilities*

* Lead the regional strategic sourcing agenda in Middle East and Africa of external spend across all Business Units /Countries to leverage the common scale & maximize value through sourcing:
* Develop & implement sourcing strategies for IM&S for MEA and services in collaboration with regional stakeholders and Business Unit procurement leads,
* Manage cost optimization pipeline building upon local/regional/global ideas & leverage best sourcing practices across BUs,

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| * Discussion with ATL/ BTL /Activation / Media Agencies to negotiate rates and priorities.
* Establish reporting project execution, progress and achievements,
* Source Premiums for MEA with best price, quality and on time.
* Source indirect materials and services for Marketing Promotions of Mondelez for GCC and New Markets
* Convert marketing team’s brief, which includes scope, budget, objective, timing, quantity to tangible POS materials and services.
* Looking after professional service spend for Middle east including but not limited to courier services, HR, maintenance Car leasing , corporate credit cards, Air travel, IT and hotel.
* Identify productivity opportunity in every Project initiated,.
* Float RFQ to suppliers, negotiate with suppliers and obtain final offers, with targeted savings.
* Compare the selection criteria, complete bidding process (Price/Quality/Lead times etc.) & select the right supplier.
* Ensure on time delivery, meeting timelines and quality.
* Develop preferred supplier database to improve sourcing choices for various categories, through challenging the suppliers for GCC & NM
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 Achievement:

* Develop strategy for warehousing and transportation contract for Bahrain plant with productivity of 3% yearly up to 5 years. Saving up to USD 300K.
* Negotiate Global Sea contract for MEA region with saving up to USD 200 and transit time.
* Develop strategy for Warehouse and transportation contract for South Africa with saving of USD 50K yearly.
* Participate in Saudi Arabia warehousing and transportation project Achieved USD 500k, average 3% productivity for 5 years and negotiate payment terms as 120 days.
* BTL payment terms extended up to 90 days thereby improving the cash conversion cycle.
* Marketing Premiums project for GCC savings up to USD 200K yearly.
* Ramadan POSM (point of sales material) saving up to USD 150K
* Leading project for leasing and fitting out 4 Offices in KSA delivered on time and within budget.
* Deliver Lease and fit out Build Office in Lebanon 15% less than the budget.
* Project for Corporate Credit Card and expense management system (concur) for staff which help easing the payment and process.
* Productivity of USD 2 MM in year 2013 for IM&S regional lead.

**March 2009 - Nov 2011 Kraft Foods Bahrain (Mondelez Bahrain)**

*Mondelēz International is the world’s leading snacking company with annual turnover of $36 billion with offices in 80 countries and over 107,0000 employees. Key brands includes Tang, Oreo, Chips Ahoy, TUC, Belvita, Barni, Milka, ,* [*Côte d'Or*](https://en.wikipedia.org/wiki/C%C3%B4te_d%27Or_%28brand%29)*,* [*Toblerone*](https://en.wikipedia.org/wiki/Toblerone)*, Milk, Trident,* [*Chiclets*](https://en.wikipedia.org/wiki/Chiclets)*, and* [*Halls*](https://en.wikipedia.org/wiki/Halls_%28cough_drop%29)*,*

**Position: Assistant Manager Logistics**

*Responsibilities*

* Customer Services (inbound): Directing and supervising the schedule of outgoing shipments to ensure efficient resource utilization and achievement of customer relations goals. Interact with Operations to resolve any problems associated with scheduling and dispatching.
* Implement customer management programs to achieve high service level at the least possible cost. Implement and align company and customers KPIs: CFR, delivery in time, inventory boundaries at distributor’s side.
* Ensure data alignment with customers consider company and customers systems development to increase consumer satisfaction and Improve product availability levels.
* Manage and support CS&L projects
* KPIs and Reporting Directing and supervising the scheduling of outgoing shipments to ensure efficient resource utilization and achievement of customer relations goals.
* Inbound Shipment: Coordination and supervising all the shipments coming in the island by sea, air and land to Kraft and 3PL warehouses.
* Managing Sea/Air and road transportation and making sure efficient way is used for delivery.
* Managing 3PL: KPI implementation and monitoring within the agreed service levels. Managing Co-packing arrangement, labor calculations, time duration and quality of co-packing at 3PL and most importantly working on BOM with 3PL and reconciliation finished product and packing material

Achievements

* Co-packing with in 3PL instead of distributor which gave us saving upto 50K USD.
* Sea Transportation rates negotiation for export business saving upto 100K USD.
* During Political disturbance send all the shipment on time.
* 525 trucks dispatched in May 2011 -highest number of truck dispatched so far .

 **September 2008 till March 2009 3M Gulf Ltd**

*3M company is the conglomerate company with annual turnover of $30 billion with offices in 65 countries and over 88,000 employees. Key brands includes* [*adhesives*](https://en.wikipedia.org/wiki/Adhesive)*,* [*abrasives*](https://en.wikipedia.org/wiki/Abrasive)*,* [*laminates*](https://en.wikipedia.org/wiki/Laminate)*,* [*passive fire protection*](https://en.wikipedia.org/wiki/Passive_fire_protection)*, dental and orthodontic products, electronic materials, medical products, car-care products (sun films, polish, wax, car shampoo, treatment for the exterior, interior and the under chassis rust protection),* [*electronic circuits*](https://en.wikipedia.org/wiki/Electronic_circuits)*, and optical films*

**Position: Supply Chain Analyst**

*Responsibilities*

* Assist the warehouse construction team to build a new warehouse in terms best space utilization of raw material and finished goods.
* Purchase of warehouse equipment and racking system to support the productions and distribution team.
* Develop Process Flow of Raw and Packaging Materials from 3PLto 3M warehouse and from 3M to 3PL.
* Standard operating procedure for new warehouse
* Dealing with Jeble ali customs and EHS authorities for new warehouse
* Initiate S&OP meeting with division and production for on time stock availability.

Achievements

* Negotiation with customs and changing duty bracket which gave us saving of 5% on duty bracket.

**October 2007 - September 2008 Coca Cola Alain (UAE)**

*Coca Cola is the leading beverage company with offices in 200 countries. Key brands includes Coke, Coke, Coke Zero , Sprite, Fanta.*

**Position: Supply Chain Manager**

*Responsibilities*

* Weekly Production of Finish production as per Market trend/ budgeted volumes for UAE, Oman and Export.
* Placing orders for concentrate with Coca Cola Concentrate supplier ensuring on time and Full deliveries.
* Forecasting concentrate volumes as per market trends/ budgeted volumes.
* Supply Planning for Finished goods , Raw and packaging material.
* Directly dealing and price negotiating with packing material suppliers such as shrink film clear and printer, stretch film, labels, trays, cartons and bottom boards.
* Controlling Sugar, Cans and Bottles supplies as per daily production and ensuring demand is met, implement just in time
* Monitor, record and implement action plans to reduce waste in supply chain
* Liaise with the Marketing Department on the acquisition of packaging material in order to ensure timely implementation of marketing activities.
* Managing Team of 12 warehouse staff .

Achievements

* Identify local preforms supplier which gave us savings of 5% .
* Implementation of SAP with in 6 months .

**May 2006 - September 2007 Coca Cola Alain (UAE)**

*Coca Cola is the leading beverage company with offices in 200 countries. Key brands includes Coke, Coke, Coke Zero , Sprite, Fanta.*

**Position: Distribution & Warehouse Manager**

*Responsibilities*

* Ensure effective shipment of finished products through proper planning and accurate documentation while guaranteeing an efficient and cost effective process.
* Participate in Demand planning Meeting as important member .
* Distribution of finished products as per budget allocated to regions.
* Monitoring Stock levels of Coca Cola warehouses with in UAE and Oman
* Control and maintain the warehouse inventory of finished products in order to ensure that minimum quantities remain at the warehouse at any given point in time; adhere to all policies and procedures related to product age and quality.
* Reconcile the inventory variances in accordance to the daily stock count.
* Ensure that proper cost control measures are in place.
* Liaise with government offices such as the Municipalities, borders and customs with regards to the import and export of products and custom clearance.
* Liaise with the transporters regarding the shipments and with the shipping lines with regards to the exports.

Achievements

* Changing of transporter for finished goods and using him as back loads for Packaging material gave us savings of USD 100 k.
* Warehouse Waste Management gave us saving of USD 30K per year.

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| Apr 04- Jan 06 | Logistics Team Leader - 3M Gulf Limited – UAE |
| Feb 02- Mar 04 | Logistics Coordinator -3M Pakistan (Pvt) Limited – Pakistan |
| Jul 99- Feb 02 | Client Executive -Maersk Logistics Pakistan  |

***EDUCATION***

1998-2000 MBA Marketing - Asian Management Institute, Karachi, Pakistan

1994-1997 Bachelor of Commerce Karachi University

***PROFESSIONAL QUALIFICATION***

Date Course

2016 CIPS Diploma

2012 Strategic sourcing training by Mondelez in UK

2012 Negotiation training by Mondelez in UK

2011 People management (MPK) in house by Kraft

2004 Six Sigma Green Belt Training in house by 3M .

2002 NCR-completed the course on Microsoft Word, Microsoft PowerPoint, Microsoft Excel

2001 B2B Training program conducted by Nike Singapore and Maersk Singapore

2000 B2B Training program conducted by Target Stores and Maersk Singapore

***SKILLS***

Software: SAP, Oracle ,MS Office

Languages: English, Urdu, Arabic (reading and writing)

***INTERESTS***

Football , Swimming, travelling, Making friends