|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| ali picture | **Ali****Ali.375272@2freemail.com**Senior Procurement & Supply Chain Specialist

|  |  |  |
| --- | --- | --- |
|  | Summary |  |
|  |  |

A visionary Procurement and supply chain professional with over 10 years of experience in both international and domestic procurement processes and overall supply chain and logistics management within the construction materials, consumer electronics, hotels and hospital supplies, food stuff and commodities. Possesses strong experience in efficiently and effectively managing staff, developing and overseeing operating budgets, sourcing suppliers for new or existing purchased goods and service, negotiating contracts included blanket agreements and bulk commodity pricing agreements and conducting production planning to ensure organisation procurement goals are met and achieved.

|  |  |  |
| --- | --- | --- |
|  | Experience |  |
|  |  |

**Senior Procurement & Supply Chain Manager** *Dania Group Of Companies (Doha, Qatar ) ~ January 2014 – June 2017* Here is an overview of my experience and key achievements working for this company.* Overall managing the all the procurement & Supply Chain operations of the company.
* Formulating different purchasing strategies and programs with contenders and sellers who formulate functional documents as per the active and existing merchandising and selling strategies.
* Formulating functional records and documents to make sure that they agree with the judicial needs.
* Upholding information with respect to the international organisation’s procurement strategies, programs & events on the regular basis.
* Upholding friendly bonds with the vendors and various sections to deliver the commodities, goods, services and tools as per the needs of the company.
* Negotiate the contracts with the vendors and sub-contractors regarding the prices, payment terms, delivery and all necessary modes to reach the goods and services at destination on time under the specified budget.
* Interacting with providers all over the world, reaching some conclusions and upholding the purchasing plans, standard rules and mandatory regulations of the global procurement organisation.
* Making sure that the acquired goods and products are as per the required specifications, nature and as per the company regulation.
* Examine and analyse the products and services to grasp and get the best business offer to make that cost effective which enable to get financial benefits for the company.
* Developing financial management mechanism to minimize the financial risk.
* Conducting reviews and evaluations for cost reduction opportunities.
* Overseeing the logistics and warehouse department to make sure the proper and smooth logistics operation in proper time and meet the required target.
* Arranging new source of finance for a company’s facilities including Letter of credit and credit facilities from international market.
* Also dealing with local and international banks and make sure the smooth operations and transactions of the company i.e. foreign import and export Letter Of credits, Letter Of guarantees and all other corporate trade finance components.
* Developing and maintaining pleasant relationships with appropriate contacts, i.e. banks, insurance companies, auditors and lawyers.
* Formulating strategic and long term business plan.
* Coordinating with finance department to make sure the settlement of accounts receivables and payables on time without any un-necessary delays.
* Also act as a key role to make the business plan for current as well as next consecutive years respectively.
* Also head the logistics functions of the group wholly and making strategies and plan for the smooth operations of the department.
* Co-ordinate with the sales department on regular basis for updating the status of the sales and on the basis of it estimate and forecast the requirements of the potential stocks to avoid any shortage.
* Also work with the sales and marketing heads for the production or launch any new product in the market to get the financial benefits for the company.
* Conducting meetings with all the line managers and board members and discuss for better improvement in the procurement and supply chain operations as well as what procedures should be taken to get the maximum market holding share.
* Participate individually and collectively in any tender i.e public or private sector and support the sales and marketing team with full requirements and make the potential efforts to put competitive tender bids which enable to win the tender.
* Also support the construction division for the complete project procurement and prepare the complete procurement and logistics solution and source the best quality products as per client needs in best possible quotes.
* Moreover draft the contracts for procurement and supply chain, put all legal terms to make the contract binding and mutual consent by both contracting parties with their financial benefits and securing rights and duties.

**Operations Manager** *Dania Real Estate W.L.L( Doha, Qatar ) ~ October 2012 – December 2013*Here is an overview of my experience and key achievements working for this company.* Over all managing all the matter of the real estate section.
* Coordinate with all the departments and make sure the smooth operations of the company.
* Performing leadership role to maintain the relationship of the employees.
* Making the new ways to avoid any complain of the lease tenants and solve any issue or inconveniency caused to them on urgent basis.
* Coordinating with maintenance department on regular basis to make sure the proper maintenance of all the leased properties.
* Assist the marketing and sales department by making new marketing plans and ways enables to lease out the new acquired properties within the targeted time.
* Dealing with banks for the smooth inflow and outflow of cash and cash equivalents in the ordinary course of the business.
* Make the business plan for present and next consecutive year and make the necessary provisions to avoid any uncertain event if arise.
* Maintain good relations with the property developers and owners for new project leasing and exchange the ideas for new upcoming project development.
* Oversee the procurement and logistics operations of the company and source the all the necessary goods and services in the best possible prices to get the maximum financial benefits.
* Act role as a prompt decision maker for any query or complain made by clients and vendors to avoid any uncertain event if incur.

**Import Officer** *Hospital Supply Corporation ( Karachi, Pakistan)~ January 2012 – Octobar 2012*Here is an overview of my experience and key achievements working for this company.* To access custom duties and associated taxes paid on imported merchandise.
* Provide import rate quotes where required.
* To monitor and liaison with foreign suppliers about in time of shipments of products.
* Negotiate contracts of Purchase / Sale and manage renew, review contract as required to enable effective trading, operations and customer / supplier relations.
* Dealing with banks, compliance of banking procedures related of opening of L/C till the retirement of documents.
* To ensure completion of documentation formalities for import of items and related correspondence.
* Tracks and prepare reports of all entries by vendor of duty/weight/freight amount.
* Provide any product information including, but not limited to classifications, descriptions, country of origin and value.
* Research on new products for business promotion and enter into the market for enhancement.
* Communicating with the clearing/ forwarding agents for clearing the goods and also attending the hearing with customs collector for solving the issues regarding clearing matters.

**Import / Export Manager** *A.A Enterprises ( Karachi, Pakistan)~ January 2007 – January 2012*Here is an overview of my experience and key achievements working for this company.* Manage overall import / export operations of the company.
* Formulating Effective Business Plan for the current and next consecutive year to avoid any business risk.
* Maintain Pleasant relationships with all vendors and foreign clients who enable to get the fruitful results and business growth.
* Co-ordinate with custom clearing agents on regular basis to check the import and export consignment’s clearing.
* Dealing with banks and make sure the smooth business transactions and proper inflows and outflows of cash and cash equivalents in the ordinary course of business.
* Source the new product as per the domestic market needs and arrange any product according to the foreign clients needs in a best possible prices to get the financial benefit.
* Attending Trade Fairs to promote the company and products in international market.

|  |  |  |
| --- | --- | --- |
|  | Qualifications |  |
|  |  |

**M.A. Economics & Finance**University of Karachi ~2009 - 2011**Bachelors of Commerce**University of Karachi ~2006 – 2008

|  |
| --- |
|  |

|  |  |  |
| --- | --- | --- |
|  | Interests |  |
|  |  |

Watching business news, travelling, attending trade fairs if any.

|  |  |  |
| --- | --- | --- |
|  | References |  |
|  |  |

Available on request. |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|

|  |  |  |
| --- | --- | --- |
|   | Industrial Skills |  |
|  |  |

* General Management
* Logistics Expert
* Negotiation Expert
* Corporate Trade Finance Expert
* Leadership
* Contract Management
* Supply Chain Specialist
* Vendor Management
* Project Procurement Expert
* Foreign Trade
* Tender Management
* Decision Making
* Budget Planning
* Problem Solving
* Financial Accounting Skills
* 3PL/RFQ/KPI’s
* Supplier Relation Management
 |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|

|  |  |  |
| --- | --- | --- |
|   | Technical Skills |  |
|  |  |

* MS Office
* Internet Browsing
* ERP

  |
|

|  |  |  |
| --- | --- | --- |
|   | Language Skills |  |
|  |  |

* English: Fluent
* Arabic: Proficient
* Urdu: Fluent

|  |  |  |
| --- | --- | --- |
|   | Driving Skills |  |
|  |  |

* Valid GCC Driving Licence
 |

 |