

# Objectives

I am willing to give total support the organization that I am in, with the experience and capability that I have, in order to achieve organization’s goals and create mutual benefits.

|  |  |
| --- | --- |
| **Name** | **Faizullah** |
| **Present Address** | E-Mail [faizullah.380665@2freemail.com](mailto:faizullah.380665@2freemail.com) |
| **Date of Birth** | 1st March 1965 |
| **Experience** | Over 34 years of professional experience, for detail please see ***experience sheet*** on next page. |
| **Professional Skills** | Management of Supply Chain, Logistics & Transportation aspects, having sound experience of providing logistics solutions to different clients in Pakistan and GCC. Professional education & training in areas of Supply Chain, Logistics &Transport management, handling Mechanical Engineering of all common user and specialist vehicles, Light and Heavy Equipment all type, Business Development, Sales & Marketing, Transport operation management, project management customer services and relationship, Sound working knowledge and experience of information technology, full command on e-mail, Internet and other communication setup. Comprehensive knowledge of computing, working experience of windows environment, Microsoft Word, and full command on Excel, PowerPoint, etc. |
| **Passport (Pakistani)** | Number: - (AA-5239072), Valid up to May 09, 2023. |
| **License (Pakistani)** | Have valid car/motorcycle driving license |
| **Qualification** | **MBA (Supply Chain & Logistic Management)**  (PAF KIET University)  **Graduation**  From Karachi University  **Intermediate**  From Pakistan Air Force College. Matriculation  From Sargodha Board. |
| **Languages** | English, Arabic, Urdu, Punjabi, and Siraiki. |
| **Marital Status** | Married |
| **Activities & other Interests** | Music, Swimming, cricket, reading books, Hunting Reading interests include books and magazines on relevant topics, Transport, Customer Service, Management, Marketing, Self-Development, Computing, Engineering, & Financial accounting. |
| **Travels** | All over Pakistan, Nepal, Philippine, Saudi Arabia, Afghanistan and Bahrain. |
| **Experience Sheet** | |
| **Organization & Location** | **Job Responsibilities & Achievements** |
| **POWER TEAM COMPANY** | **Manager – Logistics & Customer’s Relations Jan 2017**   * Direct activities related to dispatching, routing, and tracking transportation vehicles. * Plan, organize and manage the work of subordinate staff to ensure that work has accomplished in a manner consistent with organizational requirements. * Direct investigations to verify and resolve customer or shipper complaints. * Serve as contact persons for all workers within assigned territories. * Implement schedule and policy changes. * Collaborate with other managers and staff members in order to formulate and implement policies, procedures, goals, and objectives. * Monitor operations to ensure that staff members comply with administrative policies and procedures, safety rules, quality processes, and government regulations. * Promote safe work activities by conducting safety audits, attending company safety meetings, and meeting with individual staff members. * Direct and coordinate, through subordinates, activities of operations department in order to obtain use of equipment, facilities, and human resources. * Direct activities of staff performing repairs and maintenance to equipment, vehicles, and facilities. * Analyze expenditures and other financial information in order to develop plans, policies, and budgets for increasing profits and improving services. * Negotiate and authorize contracts with equipment and materials suppliers, and monitor contract fulfillment. * Recommend or authorize capital expenditures for acquisition of new equipment or property in order to increase efficiency and services of operations department. * Prepare management recommendations, such as proposed fee and tariff increases or schedule changes. * Participate in union contract negotiations and settlements of grievances. * Direct procurement processes, including equipment research and testing, vendor contracts, and requisitions approval. |
| **AIMS International CO. LTD.**  **Kingdom of Saudi Arabia** | **Head of Operations (Transportation) Dec 2015-Dec 2016**   * Responsible to improve the operational systems, processes and policies in support of company’s vision and mission - specifically, support better management reporting, information flow and management, business process and organizational planning. * Plan, direct and manage the performance of all Cross border, External, and Internal operations, to maintain and develop business growth in accordance with the overall strategy. * Responsible for overseeing Operational Performances, managing the HR function, helping and creating organizational and program budgets in collaboration with the CEO and other team members, and undertaking other miscellaneous tasks as and when they arise. * Responsible to ensure organizational effectiveness by providing leadership for the organization's Operational functions, HR Functions, Financial functions and other Support functions to attain.They are required to work with the staff team, and contribute to the development and implementation of organizational strategies, policies and practices. * Play a significant role in long-term planning, with the view to delivering operational excellence. Ensure that staff and internees own operation’s objectives and standards of performance. Ensure that appropriate standards of conduct are established and complied. Implement effective succession planning, people management, development, recruitment, and retention strategies. * Present a yearly budget in conjunction with the Finance Officer for Board approval and prudently manage resources within those budget guidelines. Oversee overall financial management, planning, systems and controls. * Develop, manage and monitor the Operations budget ensuring best value in all expenditure. * Oversee monthly and quarterly assessments and forecasts of organization's financial performance against budget, financial and operational goals. Oversee short and long-term financial and managerial reporting. * Manage day-to-day processing of accounts receivable and payable, producing reports as requested in conjunction with the Finance Officer. * Attend regular meetings with CEO around fiscal planning.   **Senior Transportation Manager (Dec 2013-Dec 2015)**   * Leading a team of highly dedicated Managers and taking care of entire business with in Kingdome of Saudi Arabia and GCC. * Managing Customer relations, and equipped them with cost effective logistics solutions. * Monitoring and Evaluation of Monthly Budget Variance Reports. * Chairing Management Review Committee Meeting. * Devising strategies to our targets both financial and operational. * Chairing meetings related to Safety and quality aspects. * Monitoring of training and development of leaders and skilled staff. * Approval and perusal of commercial and technical proposals before dispatched to the prospective clients.   **Transportation and Workshop Manager (2010-2013)**   * Management of entire fleet consists of Long vehicles, which include Flatbeds, Low beds and special equipment and more 200 drivers from different countries. * Dealing with clients (PETROCHEMICAL RABIGH, SABIC, ARAMCO, ARGAS, and SAUDI CHEMICAL etc. * Management of sub-contractors (Transport Companies). * Scheduling of Operational activities. * Monitoring of fleet movement through GPS Facility. * Strategic planning to attain the optimization through available resources and development of future business plans. * Evaluation of cost and benefits through Operation ratios and identification of service costs. * Identification of aspect to reward and penalize the drivers to boost the motivation among workers/employees. * Developing project costs, technical and commercial proposals for clients. * Supervise the maintenance and repair of all vehicle fleet, including Tractor Trailers, Reach Stackers, and other technical support equipment (electrical, electronic and mechanical) ensuring that overhauls, preventative maintenance and repair are done in a cost effective manner, with attention given to quality and longer duration of equipment. * Ensure that the equipment have maintained in a safe and reliable working condition in accordance with planned preventive maintenance program and to identify and rectify repetitive problems. * Maintain an effective safety program, coordinating safety training with HSSE Department, ensures all injuries have reported timely, properly investigated, measures taken to prevent future injuries and good housekeeping practices throughout the workshop. * Review new equipment for suitability and make recommendations, based on cost, availability, and needs of business operations. * Ensure that planning, scheduling, and unscheduled repairs have carried out efficiently and cost effectively, with quality service. * Oversees the administrative requirements of the Workshop, including warranty obligations, inspection records, manual updates, equipment defect reports, maintenance services, policies, procedures, and practices. |
| **TNT Express Worldwide**  **Pakistan** | **Manager Operations (Domestic) Karachi (April 2006-Oct 2009)**   * Management of all Operational Activities. * Coordination with Cargo Airlines. * Responsible to coordinate with other hubs of Entire Network in Pakistan. * Coordination with Sales, Marketing Teams & International Operation. |
| **Aga Khan University & Hospital**  **Pakistan** | **Senior Transport Officer**   * Looking after about 350 vehicles of various types. * Assisted Manager Transport in preparation of Annual Budget 2006, Annual Goals Review, BVR, and other accounting/statistical documents. * Worked as Vehicle Maintenance Section Head & Departmental Training Coordinator. * Looking after outsourcing of vehicles for AKU. |
| **Marketing Research Link Private Limited - Pakistan** | **Manager Field Services: -**   * Collection of Data (Quantitative Research) from desired area. * Management of Qualitative research (Group Discussions and in-depth interviews). * Management of central location test. * Financial activities in connection of field expenses. * Management of transcription of recorded data. * Management of Field staff & Administration of company. * I have conducted a research in our neighboring country Afghanistan. |
| **TCS Private Limited**  **Pakistan** | **Assistant Manager Mechanical Transport Network Operations.**   * Management of MT Operations all over the country with rented vehicles. * Worked as Senior Administration Officer. * Planned and designed a sister Company Known as TCS Road Transport (Pvt.) Ltd. * Purchasing of vehicles, Insurance process, Registration of vehicles, planning for next three years. * Coordinating with Team Nayyer (Pvt.) Ltd in connection of fabrication and designs of different vehicles. * Recruitment of all MT concerned staff (Managers, Assistant Managers, Supervisors, Drivers, Technicians, and Electricians etc. * Management of TCS Road Transport (Pvt.) Ltd Operations all over the country. * Management of billing and all other finance related issues. Management of Line Haul (Trucking) for up country. * Designed various documents of daily use for TCS Road Transport (Pvt.) Ltd. * Liaison with Government agencies in connection with MT accidents, Traffic Challans. * TCS Road Transport is running very successfully after complying with my system design. * TCS Saved Rupees 6,000,000/Pm after the establishment of TCS Road Transport (Pvt.) Ltd. |
| **Pakistan Air Force** | **1983-2000 Worked on Various Stations of PAF**   * Non Commission Officer in charge MT Yard. * Responsible for Maintenance of all type of vehicles. * Responsible for all scheduled Servicing. * Management of Drivers.   **Senior Technician 1992-1997**   * Non Commission Officer in charge MT Record. * Up keeping of POL Records. * Up keeping of Daily Running Record of all vehicles. * Non Commission Officer in charge MT Stores. * Up keeping of Tires, Tubes and Batteries Record. * Non Commission Officer in charge MT Detail. * Receipt and dispatch of new vehicles from various companies. * Coordinating with AHQ in connection of specification and designs of new vehicles. * Coordinating with various courses conducted by foreigners.   **Chief Technician 1997-2000 (PAF Base MT Faisal)**   * Non Commission Officer in charge MT Squadron. * Administration of whole MT Squadron. * All correspondence with Base Authorities (Local Level). * All correspondence with Air Headquarter Level. * Coordinating with all VVIP movements. * Looking after the operational / nonoperational movements. * Looking after repair / maintenance shops.   ***Finally, I was retired from Pakistan Air Force on December 29, 2000.*** |
| **Detailed Qualification Sheet** | |
| **Master of Business Administrations (Supply Chain & Logistics** | **From 2006 to 2010: -** Majors Transport Management, Supply Chain Management, Distribution and Warehousing, and Procurement with GPA 3.35 from *Pakistan Air Force (Karachi Institute of Economics and Technology).* |
| **Diploma in Information Technology** | **July 2000-December 2003: -** Sindh Board of Technical Education Karachi Pakistan  Diploma includes a number of programming languages and front end software designing. Use of different types of databases. |
| **MS Office Course** | **May 2000-July 2003: -** Shaheen Computer Institute PAF Faisal PAF Base Faisal. The MS Office Course includes a full package of Microsoft Office applications. |
| **Bachelor of Art** | **1992-1995: -** Karachi University - Karachi Pakistan |
| **Advance Diploma Course of MTD** | **1985-1986: -**Administrative Trade Training School PAF Kohat (Both Diplomas of PAF were considered equivalent to Intermediate by Karachi University under Registration Letter No R-VI-20-A/91)  ***(Area of Studies):*** *Mechanical Transport Technical Theory, Security against fire losses and damages, Accident Prevention, Cross Country safety driving, Economical use of Mechanical Transport, Daily servicing maintenance and running fault rectifications, Highway Codes, MT Cold weather precautions, MT regulations, Detail knowledge of MT Components.* |
| **Diploma in Transport Administration** | **1983-1983: -**Administrative Trade Training School PAF Kohat. |
| **Matriculation Science Group** | **April 1981: -**Government High School Kundian - District Mainwali. |