



Adnan Rafique Ahmed

MBA, CSCP®, CLTD®, PMP®, LSSBB®, CMILT®, SMPSC®, DBA-cand.

Demand and Supply Chain Manager | 15 years | QR 600M Spend Exposure | Fleet, Logistics, Procurement, Warehousing, and Project Operations | Cost Optimization | EBITDA Impact | Governance, Risk Control | Capital Efficiency | FMCG, EPC, Oil, Pharma

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Qatar Resident Visa

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Supply Chain and Operations leader with **15 years** of experience across **FMCG, construction, pharmaceuticals, defence, and trading** sectors. Managing procurement and supply operations with an annual spend of **QAR 600M** (~\$150M), driving cost optimization, margin protection, and working capital efficiency in complex, import-driven and regulated environments.

Key leadership stakeholder partnering with commercial, finance, and operations teams to strengthen governance, risk control, vendor management, and end-to-end supply chain performance. Consistently translating demand and supply execution into measurable financial outcomes, including cost savings, inventory optimization, improved service levels, and compliance.

CORE COMPETENCIES

Supply Chain, Procurement and Contracts

- **End-to-End Supply Chain, Project** Planning, Budgeting and Demand Forecasting (Scrum, Kanban)
- **Strategic** Sourcing, Contracting and Procurement (RFQ/RFP, LPO/PO)
- Vendor Development, Negotiation, Cost **Savings**, Governance and **Risk** Control

Logistics, Warehousing and Transportation

- Logistics and **Distribution** Management (Road / Air / Sea / **3PL / 4PL**)
- Warehouse and Inventory Control (WMS, **99%** Accuracy)
- Fleet and Transport Operations (**400+** Vehicles, **300+** Team, Route Optimization, Maintenance Scheduling)

Process Excellence and Systems

- Process Optimization, **Lean Six Sigma, 5S, Kaizen, KPI** Management, Value Stream Mapping (**VSM**)
- **ERP** and Analytics: Oracle, SAP, ALMS, WMS, TMS, Power BI, Excel

Governance, Compliance and Leadership

- **Import/Export** Operations and Customs Compliance
- Quality, **HSE** and ISO Compliance (**9001 / 14001 / 45001**)
- **Leadership**, Team Development and Cross-Functional Coordination

CORE CERTIFICATIONS

Certified in Logistics, Transportation and Distribution (CLTD): ASCM - APICS - USA, 2026

Certified Supply Chain Professional (CSCP): ASCM - APICS - USA, 2025

Lean Six Sigma - Black Belt (LSSBB): CSSC - USA, 2025

Project Management Professional (PMP): PMI - USA, 2025

Business / Data Analytics (Power BI / Excel): NodeBook - Pak, 2025

ISO 9001 / 14001 / 45001 - Lead Auditor: LICQual - UK, 2025

Chartered Institute of Procurement and Supply, Level - 4: CIPS - UK, in progress

EDUCATION / DEGREES

Doctor of Business Administration (DBA),

Acacia University, USA (in progress)
(Executive doctorate focused on applied business leadership)

PG Dip (Level 7) in "Logistics and Supply Chain Management", OTHM, The United Kingdom

2025
(Post-MBA Professional Specialization)

Master of Business Administration (MBA-Executive),

Comsats University, Pakistan (3.5/4.0 CGPA)
2017

Bachelor of Science (Applied Sciences and Management), Peshawar University, Pakistan

2011

LANGUAGES

English — Fluent •

Urdu / Hindi — Native / Bilingual • Punjabi —

Native / Bilingual • Arabic — Elementary

ADDITIONAL TRAININGS

NEBOSH IGC

NEBOSH, UK, 2025

IOSH MS (Managing Safely) and OSHA 30

IOSH UK and OSHA USA, 2025

PROFESSIONAL MEMBERSHIPS

ASCM - APICS, USA

CMILT, Chartered Member Institute of Logistics and Transport, **CILT, UK**

PMI, PMP, Project Management Institute, **USA**

CIPS, Chartered Institute of Procurement and Supply, **UK**

SMPSC, Specialist Member Pakistan Safety Council, **PSC**

KEY ACHIEVEMENTS

- Governed **QAR 600M procurement** and **operational** spend exposure, ensuring audit compliance and delivery continuity.
- Delivered **20%** procurement **savings** through strategic sourcing, vendor negotiations, and commercial controls.
- Reduced logistics and fleet cost base by **15–20%**, strengthening operational efficiency, and EBITDA resilience.
- Achieved **99% inventory accuracy** across **10+ warehouses (800K+ sq ft, 90K+ SKUs)**
- Improved warehouse utilization by **30%** and delivery speed by **25%, 95%+** on-time delivery across **road, air, sea, 3PL and 4PL**.
- Strengthened performance across **200+ vendors**, delivering **15% supplier improvement** and **zero audit non-conformities**.
- Reduced stock losses and expiries by **15%** through FIFO/FEFO controls, improving working-capital efficiency.
- Led **400+ vehicles and 300+ personnel**, improving fleet efficiency by **20%** and reducing downtime.

PROFESSIONAL EXPERIENCE

- 2026 – Present
Doha, Qatar
- Ali Bin Ali Holding**, *Demand and Supply Chain Manager (FMCG Import and Supply Chain)*
- Leading end-to-end Demand & Supply Planning across FMCG divisions, managing agencies including **Alcoa, Alpro, Bel, Barilla, Papadopoulos (Caprice), Borgat, Danone, Dr. Oetker, Flora, Andros, Bazooka, Camel Nuts, Heinz, Lindt, Mars, BAT, Naar, Zengaz, and Lipton**; ensuring availability and optimizing working capital.
 - Managing annual purchase budget of **QAR 600M**; driving Forecasting, Inventory Optimization, and Procurement to minimize stock-outs and excess inventory in a fully **import-driven** model.
 - Overseeing global procurement (sea/land/air), shelf life, **ageing, expiries**, and non-performing inventory to improve stock turnover, reduce write-offs, and enhance working capital.
 - Leading S&OP with **cross-functional** teams; resolving customs/regulatory issues; improving supplier, shipment, and warehouse performance; utilizing Oracle ERP for planning and control.
- 2024 – 2026
Doha, Qatar
- Seven Ways Contracting and Trading**, *Sr. Supply Chain and Operations Manager (Construction / General Trading)*
- Led end-to-end supply chain and operations, managing procurement (**QAR 50M+**), logistics, **80+** vehicles, **5+** warehouses, and materials for construction, fit-out, and trading.
 - Governed budgeting, purchase orders, warehouse operations, and shipment tracking to ensure cost control, site readiness, and uninterrupted delivery.
 - Managed **40+** vendors, maintaining **95%+** on-time delivery, quality compliance, and operational continuity.
 - Coordinated with project, site, finance, and operations teams to drive cost-effective sourcing, efficient logistics, and **HSE-compliant** execution; supported management through reporting and ISO 9001/14001/45001 and NEBOSH/IOSH-aligned controls.
- 2022 – 2024
Doha, Qatar
- Health Medicine Company W.L.L**, *Procurement and Logistics Manager (Pharmaceuticals Import and Distribution)*
- Managed **local and international (USA, EU, Asia)** sourcing, RFQ/RFP/POs, and contract negotiations, delivering **10% cost** savings while maintaining **MoPH and GCC** compliance.
 - Led **pharmaceutical** procurement (**QAR 20M+**) and logistics, overseeing **multi-vendor** sourcing, import customs clearance, and **cold-chain** operations with **100% on-time** delivery and **zero** regulatory deviations.
 - Controlled inventory (**300+ SKUs**) and distribution (**250+ sites**) using **FIFO/FEFO**, improving **warehouse** accuracy to **100%** and reducing expiry losses by **15%**.
- 2020 – 2022
Pakistan
- Haider-e-Krar International**, *Director of Operations and Supply Chain (Real Estate and Construction)*
- Planned and directed **procurement**, including long-lead item (**LLI**), **logistics, and materials management** for **65+** residential and commercial construction projects valued at over **PKR 2B**.
 - Built and managed **50+ local suppliers/equipment vendors**, achieving **10%** material **cost reduction**, strong **KPI reporting**, and effective mobilization/demobilization through **cross-functional** coordination with projects, engineering, and finance.
 - Ensured **ISO 9001 / 14001 / 45001** compliance with **zero audit non-conformities**, while optimizing the warehousing (**7 sites**) and delivery scheduling to reduce material lead time by **18%** and improve site efficiency.
- 2017 – 2020
Pakistan
- Sherry Consultants International**, *Strategic Procurement and Trading Manager (FMCG, Meat, Food and Metals)*
- Led **end-to-end** supply chain for retail distribution (**300+ stores**), **20+** government contracts, and **GCC** exports, managing **PKR 500M+ procurement** across FMCG, Halal meat, food/catering, and metal commodities.
 - Directed strategic procurement, **cold-chain logistics (5 sites)**, ERP-driven inventory (**FIFO/FEFO**) in **8+** warehouses, nationwide fulfillment, reducing **25%** order-to-delivery cycle time for uninterrupted operations.
 - Oversaw import/export logistics and **GCC** regulatory **compliance**, achieving **98% on-time** delivery, while negotiating with **200+ vendors/clients** to deliver **12% cost savings**, improved cash flow, and **15% supplier** performance **improvement**.
- 2011 – 2017
Pakistan
- National Logistics Corporation (NLC)**, *Deputy Director (Logistics, Warehouses and Supply Chain)*
- Led multimodal logistics (**land, air, sea, rail, 3PL, 4PL**) and end-to-end supply chain for strategic projects, ensuring last-mile delivery and stock availability.
 - Managed **400+ vehicles and 300+ team**, improving fleet efficiency by 20% and reducing downtime by 15% through preventive maintenance, routing, scheduling, inspections, and fuel control.
 - Directed procurement and contracting (**POs, RFQ/RFP, tenders**) across EPC, F&B, and equipment, achieving 20% cost savings via vendor negotiation, compliance, and returns/repairs management.
 - Controlled **\$100M+** budgets and **10+** warehouses (800K sq ft, 90K+ SKUs), delivering **99%** inventory accuracy, 30% space optimization, and 25% faster deliveries.
 - Managed diverse categories including metals, chemicals, fuels, FMCG, and perishables; ensured **ISO 9001/45001** compliance, reducing incidents by 20% and spoilage by 15%, and delivered **50+** trainings to 1,000+ employees.