



# Adnan Rafique, MBA, CSCP, PMP, LSSBB, CMILT, SMPSC

Safety-aware, Project Operations, Logistics and Supply Chain Leader, 14 years in Planning, Procurement, Contracts, Warehouse, Fleet (FMCG, EPC, Oil & Pharma)

+974 31637097

adnanrafique01@yahoo.com

linkedin.com/in/adnan-rafique-logistics-scm

Qatar Resident Visa, Immediately Available (with NOC)

Portfolio Website: www.adnanrafique.com

**Accomplished and results-driven Operations and Supply Chain leader with 14 years** of progressive experience in **logistics, transportation, customs, warehousing, procurement, vendor development, and operational management** across **construction, FMCG, pharmaceuticals, defence, trading, and contracting** sectors. Demonstrated success in driving operational excellence, improving supplier performance, negotiating cost-effective contracts, and delivering ERP-enabled process optimization. Skilled in **strategic** sourcing, production and site **operations** coordination, import/export compliance, and cross-functional team leadership within **complex**, high-security project environments. Strong background in **end-to-end** planning, integrated supply chain operations, auditing, budgeting, and **quality/HSE** compliance aligned with **ISO 9001-14001-45001** standards.

## CORE COMPETENCIES

- **End-to-End Supply Chain and Project** Planning and Management, Scrum, Kanban
- Process Optimization, **Lean Six Sigma, 5S, Kaizen, KPI** Management
- **Strategic Sourcing**, Contracting and Procurement (RFQ/RFP, LPO/PO, Contracting)
- **Vendor Development** and Negotiation
- Logistics and **Distribution** Management (Land/Air/Sea/3PL)
- **Warehouse** and Inventory Control (WMS, **99%** Accuracy)
- Material **Planning**, Demand **Forecasting** and Budgeting
- **Fleet** and Transport Operations (**400+** Vehicles, **300+** team, Route Optimization, Maintenance scheduling)
- **Import/Export** operations and Customs Compliance
- **ERP/Systems**: SAP, ALMS, WMS, TMS, Power BI, Excel, Minitab
- Quality, **HSE** and ISO Compliance (**9001/14001/45001**)
- **Leadership**, Team Development and Cross-Functional Coordination

## CORE CERTIFICATIONS

**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 14001-45001-9001 Lead Auditor:** LICQual - UK | 2025

## EDUCATION / DEGREES

**PG Dip (Level 7) in "Logistics and Supply Chain Management",** OTHM, The United Kingdom 2025

**Master of Business Administration (MBA-Executive),** Comsats University, Pakistan (3.5/4.0 CGPA) 2017

**Bachelor of Science (Applied Sciences & Management),** Peshawar University, Pakistan 2011

## LANGUAGES

**English** — Fluent • **Urdu / Hindi** — Native / Bilingual • **Punjabi** — Native / Bilingual • **Arabic** — Elementary

## ADDITIONAL TRAININGS

**Primavera P6** Oracle, USA, 2025

**NEBOSH IGC** NEBOSH, UK, 2025

**IOSH MS / OSHA 30** IOSH UK / OSHAA USA, 2025

**SAP MM S4 HANA Consultant Level** DTS, Pak, 2025

**Supply Chain Management** LUMS, Pak, 2024

**Halal Meat Awareness and Process Program** Red Meat Institute, Pak, 2017

## KEY ACHIEVEMENTS

<b>200+</b> vendors relations	<b>95%</b> on-time delivery	<b>20%</b> procurement savings	<b>15%</b> suppliers improvement
<b>400+</b> vehicles / <b>300+</b> team	<b>20%</b> fleet efficiency	<b>10+</b> warehouses ( <b>800K sq ft</b> )	<b>90,000+</b> SKU relocation
<b>99%</b> inventory accuracy	<b>30%</b> better space utilization	<b>Zero audit</b> non-conformities	<b>20%</b> Incidents drop
<b>\$100M+</b> budgets managed	<b>Road, Air, Sea, 3PL</b> logistics	<b>25%</b> faster deliveries	<b>65+</b> construction projects

## PROFESSIONAL EXPERIENCE

- 2024 – Present  
Doha, Qatar
- Seven Ways Contracting & Trading (Construction and General Trading), Head of Supply Chain and Operations**
- **Reporting to CEO**, leading end-to-end **operations and supply chain** functions across procurement, transportation, warehousing, and materials coordination for 5+ construction, fit-out projects and general trading.
  - Managing **40+ vendor** relationships for **95%** on-time delivery, quality compliance, and operational continuity.
  - Overseeing **budgeting, warehouse operations, purchase orders, workflow planning, and shipment tracking** to prevent material delays and ensure efficient site readiness.
  - Collaborating with project, site, and operations teams to drive cost-effective sourcing, streamlined logistics, HSE compliance, and optimized **day-to-day** operational performance.
- 2022 – 2024  
Doha, Qatar
- Health Medicine Company W.L.L (Pharmaceuticals Import / Distribution), Procurement and Logistics Manager**
- **Reporting to CEO**, managed **local & international sourcing**, RFQ/RFP/POs, and contract negotiations, delivering **10% cost** savings while maintaining **MoPH and GCC** compliance.
  - Led **pharmaceutical and medical** procurement and logistics, overseeing **multi-vendor** sourcing, import customs clearance, and **cold-chain** operations, achieving **100%** on-time delivery with **zero** regulatory deviations.
  - Controlled inventory and distribution using **FIFO/FEFO**, improving **warehouse** accuracy to **100%** and reducing expiry losses by **15%**.
- 2020 – 2022  
Pakistan
- Haider-e-Krar International (Real Estate / Construction), Director of Operations & Supply Chain**
- **Reporting to CEO**, 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 & ISO 45001** compliance with **zero audit non-conformities**, while optimizing warehousing and delivery scheduling to reduce material lead time by **18%** and improve site efficiency.
- 2017 – 2020  
Pakistan
- Sherry Consultants International (Trading Division), Strategic Procurement & Trading Manager**
- **Reporting to COO**, led **end-to-end** supply chain for retail distribution, 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**), warehousing, and nationwide fulfillment, reducing order-to-delivery cycle time by **25%** and ensuring 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 & Supply Chain**
- **Reporting to Director**, led multimodal logistics (**land, air, sea, rail, 3PL**) and **end-to-end** supply chain for strategic projects, ensuring seamless last-mile delivery and stock availability.
  - Managed **400+ vehicles / 300+ team** (drivers and maintenance), improving fleet efficiency by **20%**, reducing downtime by **15%** by preventive maintenance, routing optimization, scheduling, inspections, and fuel control.
  - Directed procurement and contracting (**POs, RFQ/RFP, tenders**) for EPC, F&B, and equipment, achieving **20% cost savings** via vendor negotiation, compliance control, and returns/repairs management.
  - Controlled **\$100M+ budgets** and supervised **10+ warehouses (800K sq ft)** with **90K+ SKUs**, delivering **99%** inventory accuracy, **30%** space optimization, and **25%** faster deliveries.
  - Managed **metals, plastics, wood, rubber, chemicals, fuel / oil / gases, clothing, scrap, amenities, fresh, dry, and frozen food** (perishables and FMCG), including wall-to-wall stock / cycle counts.
  - Ensured **ISO 9001 and 45001** compliance, reducing incidents by **20%** and spoilage by **15%**, while strengthening workforce performance through **50+ trainings** for **1,000+** employees.

## PROFESSIONAL MEMBERSHIPS

**ASCM - APICS**, Association for Supply Chain Management, **USA**  
**CMILT**, Chartered Institute of Logistics and Transport, **CILT, UK**  
**CIPS**, Chartered Institute of Procurement and Supply, **UK**  
**PMI, PMP**, Project Management Institute, **USA**  
**SMPSC, PSC**, Pakistan Safety Council, **Pak**

## MAJOR PROJECTS

**Complete Relocation of Large-Scale Warehouses**, (90,000 inventory, 100% accuracy), May to July 2017 (2.5 months)  
**Emergency Transportation Support Operation**, (100+ vehicles, 80+ drivers, 20 locations), May 2016 (1 month)  
**Auction / Disposal of Scrap and Surplus Stores**, (100+ tons of metal, wood, rubber, chemicals), March 2013 (1 month)

## SKILLS AND INTERESTS

Strategic Vision and Planning | Emotional Intelligence | Cultural and Demographics sensitive | Adaptable and Analytical | Leadership and Team operations | Goal-oriented | Customer Service Orientation | Optimistic | Decision making | Communication | Project and Risk Management | Time and Resource Management | Continuous Personal Development