



Adnan R. Ahmed, MBA, CSCP®, PMP®, LSSBB®, CMILT®, SMPSC®

Head of Supply Chain and Operations | 14 years | \$100M+ Annual Spend | Procurement, Logistics, Warehousing, Fleet and Project Operations | Cost Optimization | EBITDA Impact | Governance and Risk Control | Capital Efficiency | FMCG, EPC, Oil and Pharma

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Qatar Resident Visa, Immediately Available (with NOC)

Portfolio Website: www.adnanrafique.com

Supply Chain and Operations leader with 14 years of experience across **construction, pharmaceuticals, FMCG, defence, and trading** sectors. **Owned governance and optimization of \$100M+** annual operational and procurement spend, delivering **EBITDA-positive** cost base reduction, margin protection, and capital efficiency in regulated, high-complexity environments.

Trusted **C-suite partner**, reporting to **CEO** and senior leadership on **commercial controls, risk exposure, vendor governance, and enterprise delivery performance**, consistently translating operational execution into **measurable financial outcomes**, including sustained cost savings, working-capital improvement, and **compliance** assurance.

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: SAP, ALMS, WMS, TMS, Power BI, Excel, Minitab

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 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

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

EDUCATION / DEGREES

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* • **French** — *Basic*

ADDITIONAL TRAININGS

Primavera P6

Oracle, USA, 2025

NEBOSH IGC

NEBOSH, UK, 2025

IOSH MS (Managing Safely)

IOSH UK, 2025

OSHA 30

OSHA 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

MAJOR PROJECTS

Pipeline Construction-EPC Oil and Gas Sector, (\$30M, 15% early, multimodal logistics), Jan 2021 (15 months)

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)

KEY ACHIEVEMENTS

- Governed **\$100M+** annual **procurement** and **operational** spend, 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

2024 –
Present
Doha, Qatar

- Seven Ways Contracting and Trading (Construction and General Trading), Head of Supply Chain and Operations**
- **Reporting to CEO**, leading end-to-end **supply chain and operations** covering procurement, logistics, fleet, warehousing, and materials coordination for construction, fit-out, and general trading activities.
 - Governing **budgeting, purchase orders, warehouse operations, workflow planning, and shipment tracking** to maintain cost discipline, site readiness, and uninterrupted delivery.
 - Managing **40+ vendor** relationships, sustaining **95%+** on-time delivery, quality compliance, and operational continuity.
 - Coordinating closely with **project, site, finance, and operations teams** to support cost-effective sourcing, streamlined logistics, and HSE-compliant execution.
 - **Supporting senior management** through structured reporting, operational controls, and **risk-aware** decision-making in multi-project environments.

2022 – 2024
Doha, Qatar

- Health Medicine Company W.L.L (Pharmaceuticals Import / Distribution), Procurement and Logistics Manager**
- **Reporting to CEO**, managed **local and international** sourcing, RFQ/RFP/POs, and contract negotiations, delivering **10% cost** savings while maintaining **MoPH and GCC** compliance.
 - Led **pharmaceutical** procurement and logistics, overseeing **multi-vendor** sourcing, import customs clearance, and **cold-chain** operations with **100% on-time** delivery and **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 and 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 (FMCG, Meat, Food, Metals), Strategic Procurement and 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, Warehouses and Supply Chain**
- **Reporting to Director**, led multimodal logistics (**land, air, sea, rail, 3PL, 4PL**) 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 **electronics, 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, USA

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

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

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

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