



Adnan Rafique, MBA, PMP, CMILT, SMPSC, CSCP (cand.)

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

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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 defence, trading, construction, 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** Planning and 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)
- **Import/Export** and Customs Compliance
- **ERP/Systems**: SAP MM, ALMS, WMS, TMS, Power BI, Advanced Excel
- Process Optimization, **Lean Six Sigma**, KPI Management
- 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 (Completion in December)*
- Lean Six Sigma (Black Belt): *CSSC, USA (Completion in December)*
- Project Management Professional (PMP): *PMI, USA, 2025*
- Business Analytics (Power BI / Excel): *NodeBook, Pak, 2025*
- ISO 14001-45001-9001 Lead Auditor: *LICQual - UK | 2025*
- Supply Chain Management: *LUMS, Lahore, Pak, 2024*

EDUCATION / DEGREES

- PG Dip (Level 7) in "Logistics and Supply Chain Management"**, *OTHM, The United Kingdom*
2025
- Master of Business Administration (Executive)**, *Comsats University, Pakistan (3.5/4.0 CGPA)*
2017
- Bachelor of Science (Aero / Aviation Sciences)**, *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 / OSHA USA, 2025
- SAP MM S4 HANA Consultant Level
DTS, Pak, 2025
- Advance Logistics Course
SOL, Kohat, Pak, 2018
- Internal Auditor Course AS 9100
MRF, Kamra, Pak, 2014
- Automated Logistics Management System (ERP)
ILM, Rawalpindi, Pak, 2013
- Logistics / ALMS, 7 months
SOL, Kohat, Pak, 2011

KEY ACHIEVEMENTS

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

PROFESSIONAL EXPERIENCE

- 2025 – Present**
Doha, Qatar
- Seven Ways Contracting & Trading (Construction and General Trading), Head of Supply Chain and Operations**
- Reporting to the 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.
- 2023 – 2025**
Pakistan
- Haider-e-Krar International (Real Estate / Construction), Director of Operations & Supply Chain**
- **Reporting to the 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 a network of **50+** local suppliers and equipment vendors, securing contracts that reduced material costs by **10%**. Ensured strong **KPI** reporting, especially during mobilization/demobilization.
 - Coordinated with **project, engineering, and finance teams** to align resource planning with delivery schedules and budget targets.
 - Ensured safety and quality compliance under **ISO 9001 and ISO 45001 standards**, achieving **zero** non-conformities during audits.
 - Optimized **warehouse** space, **delivery** scheduling, cutting material lead time by **18%** improving on-site efficiency.
- 2021 – 2023**
Pakistan
- Sherry Consultants International (Trading Division), Strategic Procurement & Trading Manager**
- **Reporting to the COO**, managed **procurement and supplier** relations across **domestic and export markets**, handling volumes over **PKR 500M** annually for commodities, food / catering items, and metals.
 - Negotiated **contracts / pricing / credit terms** with 200+ vendors/clients at **12% savings** and improved cash flow.
 - Oversaw **import / export** logistics, documentation, and customs clearance, ensuring **98%** on-time delivery.
 - Implemented **supplier performance** metrics to enhance quality, delivery, and compliance by **15%**.
- 2019 – 2021**
Pakistan
- Meat Guru (Pvt.) Ltd (Meat Production, Export & Retail), Lead Supply Chain & Operations Manager**
- **Reporting to the SVP / COO**, managed **end-to-end supply chain** for meat production, local **retail**, government contracts, and **GCC exports**.
 - Led **procurement, cold-chain logistics** (5 sites), warehousing (FIFO / FEFO), and 100% Halal quality control.
 - Optimized **ERP-based** inventory and delivery systems, cutting fulfilment time by **25%** across multiple sites.
 - Handled export and customs documentation, ensuring on-time **GCC shipments**.
- 2011 – 2019**
Pakistan
- Pakistan Air Force (Defense Sector Projects), Deputy Director – Logistics & Supply Chain**
- Led **multimodal logistics** (land, air, sea, rail, 3PL) and **end-to-end supply chain** for strategic projects.
 - Managed **400+ vehicles / 200+ drivers**, boosting fleet efficiency by **20%**, cutting downtime by **15%** via preventive maintenance, optimized routing, site delivery scheduling, inspections, and fuel monitoring.
 - Directed **procurement and contracting** (purchase orders and tenders / RFQ / RFP) for EPC, F&B and equipment, achieving **20%** cost savings via vendor negotiation and compliance control. Handled **returns** and repair tracking.
 - Controlled **\$100M+** budgets, realizing **15%** savings via forecasting, **market analysis** and cost optimization.
 - Supervised **10+ warehouses (800K sq ft)** plus bonded goods / inventory, **99%** accuracy, **90K (SKU) inventory**, **30%** better space use, **25%** faster deliveries ensuring last-mile delivery and optimal stock availability.
 - Ensured **ISO 9001/45001**, lowering incidents by 20% and spoilage by 15% for temperature-sensitive goods.
 - Managed inventories of **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.
 - Improved workforce performance through appraisals and **50+ trainings** / mentoring for 1,000+ employees.
 - Coordinated **high-level** logistics strategy across **Air Force, Army, Navy** and **federal ministries**.

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**
Coursera Plus, **USA**

MAJOR PROJECTS

Pipeline Construction-EPC Oil and Gas Sector,
(\$30M, 15% early, multimodal logistics), Jan 2023 (15 months)
Complete Relocation of Large-Scale Warehouses, (90,000 inventory, 100% accuracy), May to July 2019 (2.5 months)
Emergency Transportation Support Operation,
(100+ vehicles, 80+ drivers, 20 locations), May 2018 (1 month)
Auction / Disposal of Scrap and Surplus Stores, (100+ tons of metal, wood, rubber, chemicals), March 2014 (1 month)

SKILLS AND INTERESTS

FIDIC, CLTD, CPIM, CPSM (planned) | Strategic Vision and Planning | Emotional Intelligence | Adaptable and Analytical | Cultural and Demographics sensitive | Leadership and Team operations | Goal-oriented | Customer Service Orientation | Optimistic | Time and Resource Management | Continuous Personal Development | Growth in Ops, SCM and Logistics | Project and Risk Management | MS Office Suite (Word, Excel, PowerPoint, Outlook), Google Workspace (Calendar, Docs, Sheets)