



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

Work permit: Qatari | **Nationality:** Pakistani | **Phone number:** (+974) 31637097 (Mobile) | **Email address:**

adnanrafique01@yahoo.com | **Website:** www.adnanrafique.com | **LinkedIn:**

[linkedin.com/in/adnan-rafique-logistics-scm](https://www.linkedin.com/in/adnan-rafique-logistics-scm) | **Whatsapp Messenger:** +97431637097 |

Address: near Old Airport, Doha, Qatar (Home)

ABOUT ME

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

Qatar Resident Visa, Immediately Available (with NOC)

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

Key Strength

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**)
- 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

KEY ACHIEVEMENTS

Major Contributions

- 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, and 3PL**.
- 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.

LANGUAGE SKILLS

Mother tongue(s): **URDU / HINDI** | **PANJABI; PUNJABI**



Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C2	C1	C1	C1
ARABIC	A1	A1	A1	A1	A1
FRENCH	A1	A1	A1	A1	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

WORK EXPERIENCE

HEAD OF SUPPLY CHAIN AND OPERATIONS – SEVEN WAYS CONTRACTING AND TRADING (CONSTRUCTION AND GENERAL TRADING) – 2024 – Current – DOHA, QATAR

- **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.

PROCUREMENT AND LOGISTICS MANAGER – HEALTH MEDICINE COMPANY W.L.L (PHARMACEUTICALS IMPORT / DISTRIBUTION) – 2022 – 2024 – DOHA, QATAR

- **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%**.

DIRECTOR OF OPERATIONS AND SUPPLY CHAIN – HAIDER-E-KRAR INTERNATIONAL (REAL ESTATE AND CONSTRUCTION) – 2020 – 2022 – ISLAMABAD AND RAWALPINDI, PAKISTAN

- **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.

STRATEGIC PROCUREMENT AND TRADING MANAGER – SHERRY CONSULTANTS INTERNATIONAL (TRADING DIVISION) – 2017 – 2020 – ISLAMABAD AND KARACHI, PAKISTAN

- **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**.

DEPUTY DIRECTOR – LOGISTICS AND SUPPLY CHAIN – NATIONAL LOGISTICS CORPORATION (NLC) – 2011 – 2017 – RAWALPINDI, PAKISTAN



- **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.

EDUCATION AND TRAINING

2025 United Kingdom

PG DIP (LEVEL 7) IN "LOGISTICS AND SUPPLY CHAIN MANAGEMENT" OTHM, UK

Website <https://othm.org.uk/>

2017 Pakistan

MASTER OF BUSINESS ADMINISTRATION (MBA-EXECUTIVE) Comsats University, Pakistan (3.5/4.0 CGPA)

Website <https://www.comsats.edu.pk/>

2011 Pakistan

BACHELOR OF SCIENCE (APPLIED SCIENCES AND MANAGEMENT) Peshawar University

Website <http://www.uop.edu.pk/>

CERTIFICATIONS / COURSES / WORKSHOPS

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 and Excel)

NodeBook, Pak

2025

ISO 14001 : 2015 EMS Lead Auditor

LICQual - UK

2025

ISO 45001 : 2018 OHSMS Lead Auditor

LICQual - UK

2025

ISO 9001 : 2015 QMS Lead Auditor

LICQual - UK

2025



Chartered Institute of Procurement and Supply, Level - 4

CIPS - UK
in progress

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, Karachi, Pak
2024

Halal Meat Awareness & Process Program

Red Meat Institute, Pak
2017

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)

July to Sep 2017 (2.5 months)

Emergency Transportation Support Operation (100+ vehicles, 80+ Drivers, 20 Locations)

May 2016 (1 month)

Auction / Disposal of Scrap & Surplus Stores (100+ Tons of metals, plastics, wood, rubber, chemicals)

March 2013 (1 month)

NETWORKS AND MEMBERSHIPS

USA
Association for Supply Chain Management (ASCM - APICS, USA)

www.ascm.org/ 2575801

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



www.ciltipakistan.com/ CM-3604

Chartered Institute of Procurement and Supply (CIPS, UK)

www.cips.org/ 9966352

USA

Project Management Institute (PMI, USA), PMP

www.pmi.org/ 11923343

Pakistan

SMPSC, Specialist Member Pakistan Safety Council, PSC, Pak

www.psc.org.pk/ 01282

● **SOFT SKILLS**

Strategic Vision & Planning

Emotional Intelligence

Cultural & Demographics sensitive

Adaptable & Analytical

Leadership & Team operations

Goal-oriented & Optimistic

Customer Service Orientation

Time & Resource Management

Project & Risk Management

Decision making and Communication

● **SKILLS**

Office tools

Google Workspace (Google Drive, Google Docs, Google Slides, Google Sheets, Google Forms) | Microsoft Office (Access, Excel, Word, Outlook, PowerPoint, Publisher)

Social Media Platforms

Social media management (Facebook, Twitter, LinkedIn, YouTube, Instagram)

Graphic Designing & Video editing

Adobe Photoshop, Illustrator, AI | Filmora X (Movie Maker and Editing)

● **HOBBIES AND INTERESTS**

Growth in SCM & Logistics field

Continuous Personal Development

Sports
