



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

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

### ABOUT ME

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

**Qatar Resident Visa, Immediately Available (with NOC)**

**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

#### Key Strength

- **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

### 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

## LANGUAGE SKILLS

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

Other language(s):

|                | UNDERSTANDING |         | SPEAKING          |                    | WRITING |
|----------------|---------------|---------|-------------------|--------------------|---------|
|                | Listening     | Reading | Spoken production | Spoken interaction |         |
| <b>ENGLISH</b> | C1            | C2      | C1                | C1                 | C1      |
| <b>ARABIC</b>  | 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 & TRADING (CONSTRUCTION AND GENERAL TRADING) – 2024 – Current – DOHA, QATAR**

- **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.

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

- **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%**.

**DIRECTOR OF OPERATIONS & SUPPLY CHAIN – HAIDER-E-KRAR INTERNATIONAL (REAL ESTATE & CONSTRUCTION) – 2020 – 2022 – ISLAMABAD & 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 & TRADING MANAGER – SHERRY CONSULTANTS INTERNATIONAL (TRADING DIVISION) – 2017 – 2020 – ISLAMABAD & 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 & 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 & 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 & 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 & Excel)**

NodeBook, Pak

2025

**ISO 9001 : 2015 QMS Lead Auditor**

LICQual - UK

2025



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**ISO 45001 : 2018 OHSMS Lead Auditor**

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LICQual - UK  
2025

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**ISO 14001 : 2015 EMS Lead Auditor**

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LICQual - UK  
2025

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**Primavera P6**

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Oracle, USA  
2025

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**NEBOSH IGC**

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NEBOSH, UK  
2025

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**IOSH MS**

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IOSH, UK  
2025

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**OSHA 30**

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OSHAA, USA  
2025

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**SAP MM S4 HANA Consultant Level**

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DTS, Pak  
2025

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**Supply Chain Management**

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LUMS, Karachi, Pak  
2024

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**Halal Meat Awareness & Process Program**

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Red Meat Institute, Pak  
2017

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**PROJECTS**

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**Complete Relocation of Large-Scale Warehouses (90,000 Inventory, 100% Accuracy)**

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July to Sep 2017 (2.5 months)

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

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May 2016 (1 month)

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

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March 2013 (1 month)

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**NETWORKS AND MEMBERSHIPS**

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

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[www.ascm.org/](http://www.ascm.org/) 2575801

UK  
**Chartered Institute of Logistics & Transport (CILT, UK), CMILT**

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[www.ciltpakistan.com/](http://www.ciltpakistan.com/) CM-3604

### **Chartered Institute of Procurement and Supply (CIPS, UK)**

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[www.cips.org/](http://www.cips.org/) 9966352

USA

### **Project Management Institute (PMI, USA), PMP**

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[www.pmi.org/](http://www.pmi.org/) 11923343

Pakistan

### **Pakistan Safety Council, (PSC, Pak), SMPSC**

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[www.psc.org.pk/](http://www.psc.org.pk/) 01282

## **SOFT SKILLS**

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**Strategic Vision & Planning**

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**Emotional Intelligence**

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**Cultural & Demographics sensitive**

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**Adaptable & Analytical**

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**Leadership & Team operations**

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**Goal-oriented & Optimistic**

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**Customer Service Orientation**

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**Time & Resource Management**

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**Project & Risk Management**

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**Decision making and Communication**

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## **HOBBIES AND INTERESTS**

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**Growth in SCM & Logistics field**

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**Continuous Personal Development**

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**Sports**

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## **SKILLS**

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### **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)