

# Adnan Rafique Ahmed [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)**

Doha 00000

[adnanrafique01@yahoo.com](mailto:adnanrafique01@yahoo.com)

+974 31637097

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.

Willing to relocate: Anywhere

## Work Experience

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### Head of Operations and Supply Chain

Seven Ways Contracting and Trading (Construction and General Trading)-Doha

2025 to Present

Reporting directly to the CEO | Present

- Leading end-to-end procurement, operations, supply chain planning, logistics, and materials coordination for 5+ active construction, fit-out, and general trading projects, ensuring seamless execution from sourcing to site delivery.
- Driving strategic sourcing, vendor onboarding, contract negotiations, and commercial agreements, strengthening procurement efficiency and organizational competitiveness.
- Building and managing a high-performing supplier base of 40+ local and international vendors, maintaining 95%+ on-time delivery with strict adherence to quality and technical standards.
- Overseeing operations budgeting, warehousing, inventory control, PO lifecycle management, and inbound/outbound logistics, preventing material shortages and project delays.
- Partnering with project managers, site engineers, operations teams, and HSE to ensure material readiness, logistics efficiency, and compliance across all project operations.
- Implementing structured procurement workflows, operational KPIs, demand planning, cost tracking, and risk mitigation plans to strengthen governance and accountability.
- Introducing ERP-driven operational visibility, real-time supply chain tracking, and automated reporting to enhance lead times, transparency, and data-driven decision-making.
- Continuously optimizing operations, logistics, sourcing strategies, and delivery performance to support on-time and cost-efficient project execution.

### Director of Operations and Supply Chain

Haider-e-Krar International (Real Estate and Construction) ([www.haiderekrar.com](http://www.haiderekrar.com))-Islamabad and Rawalpindi, Pakistan

2023 to 2025

Reported directly to the CEO

- Led end-to-end procurement, long-lead item (LLI) sourcing, logistics, supply planning, and materials management for 65+ residential and commercial construction projects with a total portfolio exceeding PKR 2B, ensuring operational continuity and timely project execution.
- Built, negotiated, and managed a high-performance supplier network of 50+ local vendors and equipment providers, securing strategic contracts that delivered 10% material cost savings through competitive sourcing, spend analysis, and contract optimization.
- Designed and tracked supplier KPI performance frameworks, ensuring delivery reliability, procurement compliance, and operational efficiency, with special oversight during project mobilization and demobilization phases to mitigate risks and delays.
- Partnered with project management, engineering, and finance teams to align procurement plans, material forecasts, delivery timelines, and budget controls, enabling streamlined resource deployment and cost discipline.
- Ensured strict regulatory and operational compliance with ISO 9001 (Quality) and ISO 45001 (HSE), successfully achieving zero non-conformities in all internal and external audits.
- Optimized warehouse layouts, inventory policies, and delivery sequencing, achieving an 18% reduction in material lead times while increasing on-site productivity and reducing downtime.
- Directed logistics operations, transportation planning, and multi-site material coordination, ensuring critical materials reached sites without delays, supporting uninterrupted construction progress.
- Delivered executive-level performance reporting to the CEO, highlighting procurement health, supply chain risks, cost savings, vendor performance, and operational KPIs to support strategic decision-making.

## **Strategic Procurement and Trading Manager**

Sherry Consultants International (Trading Division) ([www.sherryconsultants.info](http://www.sherryconsultants.info))-Islamabad and Karachi, Pak  
2021 to 2023

Reported directly to the COO

- Led end-to-end strategic procurement and supplier relationship management across domestic and international export markets, managing an annual procurement and trade volume exceeding PKR 500M across commodities, food products, catering items, industrial metals, and bulk trade categories.
- Drove high-impact commercial negotiations covering pricing, contract terms, credit periods, and supply agreements with a network of 200+ global and local suppliers and buyers, delivering an average 12% cost reduction and significantly improving organizational cash-flow cycles.
- Directed import/export logistics, freight planning, customs documentation, HS classification, regulatory compliance, and clearance operations, achieving a 98% on-time delivery rate across multi-modal shipments and cross-border trade lanes.
- Established and managed supplier performance scorecards, service KPIs, quality benchmarks, and risk assessment frameworks, improving overall delivery reliability, product quality, and compliance by 15%.
- Collaborated with finance, sales, demand planning, and logistics teams to align procurement strategies with inventory plans, market forecasts, margin targets, and trade deadlines.
- Strengthened supplier governance by implementing structured onboarding, compliance audits, contract monitoring, and performance review cycles to ensure long-term commercial resilience.
- Optimized procurement and logistics workflows to enhance fill rates, reduce lead times, and improve operational efficiency across trading and supply chain activities.
- Provided periodic business insights and executive reports to senior leadership on market trends, supplier risk exposure, commodity pricing shifts, contract performance, and P&L impact.

## **Lead Supply Chain and Operations Manager**

Meat Guru (Pvt.) Ltd (Meat Production, Export and Retail) ([www.meatguru.info](http://www.meatguru.info))-Islamabad and Lahore, Pakistan  
2019 to 2021

Reported directly to the SVP / COO

- Led end-to-end supply chain and operations across meat production, retail distribution, institutional/government contracts, and GCC export markets, ensuring continuous supply, compliance, and service excellence.

- Directed procurement, cold-chain logistics, transportation, warehousing (FIFO / FEFO), and distribution across 5 temperature-controlled facilities, maintaining strict product integrity from source to shelf and port to destination.
- Ensured 100% Halal compliance, food safety, and quality assurance, overseeing traceability, certifications, and regulatory alignment for both domestic and export market requirements.
- Managed upstream and downstream supplier relationships, demand planning, production coordination, and packaging readiness to support retail outlets, bulk institutional buyers, and international shipments.
- Transformed inventory and order fulfillment operations through ERP-driven planning, real-time stock visibility, and route optimization, achieving 25% reduction in fulfillment and delivery cycle times without service disruption.
- Led cold-chain and last-mile logistics execution, including temperature compliance monitoring, fleet scheduling, load planning, and contingency controls to minimize product loss and ensure on-time delivery.
- Oversaw export logistics, trade documentation, and customs clearance for GCC region shipments, consistently meeting delivery timelines while ensuring regulatory and cross-border compliance.
- Partnered with production, quality, commercial, and logistics teams to improve forecast accuracy, reduce order backlogs, enhance OTIF performance, and maintain uninterrupted business operations.

## **Deputy Director - Logistics and Supply Chain**

Pakistan Air Force (Defense Sector Projects)-Islamabad and Attock, Pakistan

2011 to 2019

- Led multimodal logistics (land, air, sea, rail) 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, fuel monitoring and compliance.
- 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).
- 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.

## Education

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### **Logistics & Supply Chain Management (PG Dip)**

OTHM UK

2024 to 2025

### **Business Administration (Master of Business Administration)**

Comsats University, Pakistan (3.5/4.0 CGPA)

2015 to 2017

### **Aero / Aviation Sciences (Bachelor of Science)**

Peshawar University, Pakistan

2009 to 2011

## Skills

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- Goal-oriented & Optimistic
- Project & Risk Management
- Strategic Vision & Planning
- Photoshop, Illustrator & Filmora
- Leadership & Team operations
- Facebook, Instagram, LinkedIn, X
- Customer Service Orientation
- MS Office Suite (Word, Excel, PowerPoint, Outlook) & Google Workspace (Calendar, Docs, Sheets, Slides, Sites)
- Emotional Intelligence
- Adaptable & Analytical
- Time & Resource Management
- Cultural & Demographics sensitive

## Languages

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- Punjabi - Native
- Arabic - Intermediate
- Urdu / Hindi - Native
- English - Expert

## Links

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<http://www.adnanrafique.com>

[linkedin.com/in/adnan-rafique-logistics-scm](https://www.linkedin.com/in/adnan-rafique-logistics-scm)

## Military Service

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### **Branch: Logistics / Supply Chain**

Service Country: Pakistan

Rank: Squadron Leader / Major

December 2011 to July 2019

Results-driven Logistics and Supply Chain Manager with proven expertise in multimodal operations (land, air, sea, rail, 3PL) and end-to-end supply chain management. Directed 400+ vehicles, 200+ drivers, and 10+ warehouses (800,000+ sq. ft.), achieving 20% higher fleet efficiency, 15% reduced downtime, and 25% faster deliveries. Managed \$100M+ budgets and procurement for EPC, F&B, and equipment categories, delivering up to 20% cost savings through strategic sourcing and vendor negotiations. Ensured ISO 9001, ISO 45001 & HACCP compliance, reducing incidents and spoilage by 15-20%. Skilled in inventory optimization, warehouse management, contract administration, demand forecasting, and cross-functional leadership. Trained and developed 1,000+ personnel while coordinating logistics with military and government agencies.

## Certifications and Licenses

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### **Lean Six Sigma (Black Belt)**

CSSC, USA

(Completion in December)

### **Primavera P6**

Oracle, USA

2025

### **Add'l. Software Experience**

Fuel Management System (FMS), Purchase Order Management System (POMS), Vehicle / Transport Management System (VMS / TMS), Warehouse Management System (WMS)

### **Certified Supply Chain Professional (CSCP)**

ASCM - APICS, USA

(Completion in December)

### **Fire Prevention & Safety Course for Industries**

NIFT, Islamabad, Pak

2012

### **NEBOSH IGC**

NEBOSH, UK

2025

### **Project Management Professional (PMP)**

PMI, USA

2025

### **FIDIC, CLTD, CPIM, CPSM (planned)**

to be started soon

### **Logistics & ALMS (7-Months)**

SOL, Kohat, Pak

2011

### **Business Analytics (Power Business Intelligence & Microsoft Excel)**

NodeBook, Pak

2025

### **OSHA 30**

OSHAA, USA

2025

### **IOSH MS (Managing Safely)**

IOSH, UK

2025

### **ISO 14001 : 2015 EMS Lead Auditor**

LICQual - UK

2025

**ISO 9001 : 2015 QMS Lead Auditor**

LICQual - UK

2025

**ISO 45001 : 2018 OHSMS Lead Auditor**

LICQual - UK

2025

**SAP MM S4 HANA Consultant Level**

DTS, Pak

2025

**Supply Chain Management**

LUMS, Lahore, Pak

2024

**Advance Logistics Course**

SOL, Kohat, Pak

2018

**Halal Meat Awareness & Process Program**

Red Cow, Lahore, Pak

2017

**Internal Auditor Course AS 9100**

MRF, Kamra, Pak

2014

**Automated Logistics Management System (ERP)**

ILM, Rawalpindi, Pak

2013

## Groups

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

2025 to Present

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

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

2025 to Present

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

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

2025 to Present

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

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

2025 to Present

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

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

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

### Additional Information

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#### 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

#### 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
- Qatar Resident Visa
- NOC available
- Immediately available to join
- Willing to relocate