

# MUHAMMAD MOHSIN



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Residence: Shama Apartments 504A Sana Block,  
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**Summary:** Supply Chain professional with over 16 years of experience managing end-to-end procurement, import/export, and supply chain operations. Proven expertise in negotiation, vendor development, cost optimization, and supply chain process improvement. Adept at leading cross-functional teams, optimizing inventory, and ensuring compliance with regulatory requirements. Strong track record of achieving cost savings and improving lead times in dynamic commercial environments.

## Skills:

- Strategic Sourcing & SCM
- Process Optimization & Automation
- Project Management & MRP
- Logistics Coordination & Shipping Schedules
- International Trade Compliance
- Risk Management & Compliance
- Understanding of MT System
- Negotiation & Relationship Management
- Analytical & KPI Development
- LC & Contract Management
- Bank Communication & Trade Finance
- OEKO Tex & Quality Standards
- SAP & Other Business Suites
- Custom Tariff & SRO Expertise

## Current Job:

- **MAGNUS-HY GROUP** (March-2013 - Present)  
**Designation:** Manager Import/Export

## RESPONSIBILITIES:

- End – End Import/Export Operations Management
- Develop and Implement Import/Export Policies and SOP
- Vendor development & Evaluation
- Global Sourcing & Vendor Optimization
- Material Planning & Forecasting
- Contract Negotiation & Vendor Relationships
- Contract Management with Freight Forwarding and Transportation agencies
- Handling documentation Process from POL to POD
- Timely Clearance as per Tariff Classification and Custom Regulations
- Process **Optimization** to Improve Lead times
- Banking & Regulatory Compliance
- Logistics & Freight Management
- Buyer-Seller Coordination & Transaction Closure
- Cost Management & Risk Mitigation
- Temporary Import Record Keeping & Security Bond Management
- Custom Rebates & Other Concessionary SRO Management
- Accurate Record Management
- Team Training & Guidance

## ACHIEVEMENTS:

- Achieved 8% annual savings by implementing strategic sourcing and negotiating better supplier contracts.
- Reduced lead times by 90%, improving supply chain responsiveness through effective inventory management at foreign vendors.
- Boosted procurement efficiency by 15% and enhanced supplier service quality by 20% through structured supplier evaluation programs.
- Negotiated contracts that resulted in a 12% reduction in overall costs.
- Developed and executed a risk management strategy that reduced operational disruptions by 30%.
- Ensured (up to 90%) the Enlistment of Potential Suppliers, OEM's

## **Past Experience:**

### ○ **VARIOLINE INTERCOOL PAKISTAN** (Jan - 2010 to Dec - 2012)

**Designation:** Assistant Manager Procurement

**Summary:** Managed procurement and import operations with a focus on strategy implementation, vendor management, and process optimization. Key responsibilities included:

## **RESPONSIBILITIES:**

- **Procurement Strategy:** Implemented procurement strategies and policies to meet forecasted needs and ensured timely delivery of goods.
- **Order Management:** Reviewed and issued purchase orders according to company policies and negotiated terms.
- **Vendor Management:** Developed and improved vendor relationships, maintained an approved vendor list, and ensured timely submission of vendor bills for payment.
- **Production Planning:** Collaborated with production planning to forecast future material requirements and implemented Just-In-Time (JIT) strategies.
- **KPI Implementation:** Developed and monitored KPIs to drive performance and efficiency.

## **ACHIEVEMENTS:**

- Achieved up to 98% performance efficiency for timely deliveries.
- Ensured 100% compliance with purchasing best practices.
- Met 98% of customer requirements.
- Negotiated terms to deliver up to 98.9% and cost savings up to 10% of Budgeted during the period.

### ○ **ENGRO FOODS LIMITED** (December – 2007 to Dec - 2009)

**Designation:** Purchase Officer

**Summary:** At Engro Foods Limited, managed procurement processes for high-value projects and ensuring operational excellence. Key responsibilities and achievements include

## **RESPONSIBILITIES:**

- Project Procurement Value Rs 5 billion
- Order and Asset Management
- Cost Optimization
- Inventory Management
- Ethical Procurement
- Billing Management
- Procurement of All the equipment

## **ACHIEVEMENTS:**

- Successfully completed purchase activities of the projects valued at Rs.5 Billion
- Ensured 100% Timely Issuance of Purchase Orders
- Achieved the project's stringent completion deadlines (Up to 96.9%)
- Achieved the defined timelines of Project Material Procurement (Up to 95%)

## **EDUCATION:**

### **Diploma in Supply Chain Management - 1st Division**

Pakistan Institute of Management Sciences, Lahore (2009)

### **MBA Marketing - 1st Division**

University of Agriculture Faisalabad (2005 – 2007)