



# Ahmad Kamal Hashmi

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## ● ABOUT ME

With **over a decade of procurement experience**, I aspire to secure a **demanding role** within a **reputable organization**. My objective is to take on responsibilities that fully utilize my **skills** and **knowledge**, thereby **contributing** to the organization's **profitability** and advancing my **career**.

## ● WORK EXPERIENCE

24/07/2023 – CURRENT

### LEAD PROCUREMENT (DEPUTY PROCUREMENT MANAGER) SERVIS SHOES

- Manage **Caprice Production** along with handling **samples** to ensure adherence to quality standards and timely delivery.
- Organize **Model Room 2 samples** for review and evaluation.
- Develop and source **sample requirements** for **Model Room 2 (Caprice Unit)**.
- Maintain **strong vendor communication** and **follow-up** to ensure **timely delivery** of materials.
- Conduct **random visits** to **tanneries** for **inspection** of **ready leathers**, ensuring quality compliance.
- Ensure **timely clearance** and **checking** of received leathers at the works, coordinating with stakeholders.
- Address and resolve queries related to **leather quality matters** to facilitate smooth production processes.
- Maintain **accurate data records** in the **ERP system**, from **purchase order generation** to **receiving**.
- **Supervise** invoice **verification** to ensure **compliance** with agreed **prices** before **submission** to the accounts department.
- Undertake **ad-hoc duties** as assigned to support operational efficiency.
- **Implement cost-saving strategies** by negotiating favorable terms with leather suppliers.
- **Monitor market trends** to anticipate fluctuations in leather prices and adjust procurement strategies accordingly.
- **Collaborate with design and production teams** to ensure leather specifications meet aesthetic and functional requirements.

03/10/2013 – 20/07/2023

### ASSISTANT PROCUREMENT MANAGER BATA SHOE COMPANY

- Around **10 years** of **procurement expertise**, encompassing **sourcing**, **negotiation**, and **deal finalization**.
- Proficient in **analyzing and procuring** a wide array of materials, including **textiles** and **synthetics** from both local and international suppliers.
- Collaborate closely with **forwarding companies** such as DHL and APL Logistics to facilitate **local and international shipments**.
- Ensure timely provision of materials to various departments, supporting both **production** and **new development** initiatives.
- Extensive experience in **bonded warehousing** operations.
- I also have 2 years of experience working with Grinderies to source fancy bows, tape, buckles, trims, laces, insole board, gamma counter, knitted belts, etc.
- Proven track record in **identifying cost-effective material substitutes** without compromising on quality.
- Proficient in **inventory management** and **stock optimization** to maintain optimal levels of materials.
- Spearheaded **procurement** of **machinery**, **spare parts**, and **medicines** for Bata Corporation, including managing **bank coordination** for clearance of shipment documents and payments.
- Leveraged **several years of experience** to source a variety of items including fancy bows, tape, buckles, trims, laces, insole board, gamma counter, and knitted belts, ensuring **good and cheap materials sourcing**.
- Actively sought out **cost-effective material substitutes** for **Grinderies** and other procurement needs, both locally and internationally.

- Demonstrated **timely sourcing** practices with a keen eye for **demand forecasting** and strong **product knowledge**, preventing stock overflow and maintaining optimal production levels.
- Acquired diverse experience over a year in **general buying** activities.

## ● **EDUCATION AND TRAINING**

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02/02/2013 – 25/12/2015

**MASTER OF PHILOSOPHY (MPHIL) IN SOCIOLOGY** University of Sargodha

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06/09/2008 – 14/01/2012

**BACHELORS (BS) IN SOCIOLOGY** University of the Punjab

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01/09/2006 – 15/01/2008

**INTERMEDIATE** F.G Degree College

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07/09/2004 – 11/08/2006

**MATRICULATION** Government School for Boys

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**DIPLOMA IN AUDITING** Bata Corporation

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**DIPLOMA IN NEGOTIATION SKILLS** Bata Corporation

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**DIPLOMA IN COMPUTER SKILLS** Bata Corporation

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**DIPLOMA IN FIRST AID** Bata Corporation

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**DIPLOMA IN FIREFIGHTING** Bata Corporation

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01/09/2012 – 30/11/2012

**DIPLOMA IN COMPUTER APPLICATIONS AND MICROSOFT OFFICE MANAGEMENT** Batapur  
Institute of Computer Sciences

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01/02/2011 – 31/03/2011

**DIPLOMA IN SPOKEN ENGLISH** University of the Punjab

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16/01/2020 – 08/04/2020

**ADVANCED MICROSOFT EXCEL** Bata Corporation

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2022

**INVENTORY MANAGEMENT & WAREHOUSING** PIM

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## ● **DIGITAL SKILLS**

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Microsoft word, Excel | SPSS Statistical Tool | MS-Powerpoint | excellent typing skills (computer and typewriter) | BPS (BATA PROCUREMENT SYSTEM)

## ● **CONFERENCES AND SEMINARS**

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06/02/2011 – 06/02/2011 University of the Punjab

**Seminar on Human Rights**

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Participated in a seminar addressing **human rights issues** and their professional implications.

## ● **PROJECTS**

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01/02/2012 – 04/09/2012

**Impact of Teacher-Student Relationships**

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Conducted research on **teacher-student dynamics** and their effects on academic performance.

01/09/2013 – 30/11/2013

## Effects of Domestic Violence on Mental Health of Women

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Investigated the **psychological impact** of **domestic violence** on women's mental health.

09/01/2014 – 29/11/2014

## Water Sanitation and Hygiene Schools

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Researched **water sanitation** and **hygiene practices** in educational institutions.

## ● HONOURS AND AWARDS

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2022

### Certificate of Appreciation – Bata Corporation

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Acknowledged for **cost-saving initiatives** resulting in significant company profits. It is to be noted here that I saved 150 PKR per meter of a material (used in a school article) in the year of 2021 and company got the profit of **5,000,000 in 8 months**.

02/2020

### Employee of the Month – Bata Corporation

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Recognized for outstanding **sales performance** and **contribution to profitability**. I sold **6000 meters** of material and brought in an amazing returns to the company.

### Good Return at Auction

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There is auctioned held sometimes to get rid of dead material and bring some money in return. Usually it goes on low prices but I helped the company achieve good prices then last year.

29/12/2013

### Gold Medal in Badminton – Inter-Industrial Sports Competition Committee

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Achieved **Gold Medal** in a competitive sports event showcasing **athletic prowess**.

## ● MANAGEMENT AND LEADERSHIP SKILLS

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### Leading and Managing

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Demonstrated strong **leadership** and **management abilities** across various professional roles.

## ● HOBBIES AND INTERESTS

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### Badminton

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Accomplished player with **multiple medals** in competitive tournaments.

### Watching TV Series

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Enjoy watching popular series like Game of Thrones and The Witcher in leisure time.

## ● COMMUNICATION AND INTERPERSONAL SKILLS

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### Negotiation Skills

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Honed exceptional **negotiation skills** through extensive experience in procurement.

## ● VOLUNTEERING

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### Asst. Audience Coordinator

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Assisted with audience coordination for Geo Khabarnak show, showcasing organizational and interpersonal skills.