



SHAHID YAQOOB

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~ Objective

A challenging position in a reputed organization which effectively utilizes my sound academic career, professional qualification I have a vast experience in the field of Supply Chain, Commercial, Procurement, Material Management and Imports.

~ Areas of Expertise

Vendor Relations – actively manage interactions with vendors ensuring mutual satisfaction with processes and win-win solutions to challenges.

Stock Planning and Tracking – control inventory levels after discussion with concerned departments and also using effective measures to track and analyze deliveries.

Purchase/Import Process Efficiency – standardizing purchase/import processes, employing paperless environment & web technology to reduce errors and delays significantly.

Contract Negotiation – firmly represent the needs and goals of company management to negotiate the most favorable terms for contracts.

~ Professional Experience

Manager Purchase & Commercial

Ghazi Fabrics International Limited, Lahore, Pakistan. Jul 2008 – Aug 2024.

- Responsible for all activities relating to import / purchase of Machinery, Spare Parts, Auxiliary Machinery, Accessories and Sizing Materials for Textile Spinning, Weaving and Power Generation Plants of the group.
- Responsible for parts life scheduling especially for spinning & power generation projects and stock position of imported sizing chemicals like PVA, Textile Wax etc for weaving project and timely import arrangements with the co-ordination of mills management.
- Dealing with imported / local machinery & parts suppliers / manufacturers / dealers / agents and carrying parts and auxiliary machinery negotiations in accordance with the company policies.
- Responsible for purchase of computer and computer accessories for the group.
- Supervise purchase department's budgeting and also responsible for store accounting of the group.
- Also responsible for commercial department's co-ordination regarding ISO certification and post certification audits.
- In relation to above activities preparation of reports for management, finance, accounts departments and for internal purpose.

Manager Commercial

Nagina Group, Lahore, Pakistan. Apr 1997 - Dec 2006

- Responsible for all activities relating to import / purchase of Machinery, Spare Parts, Auxiliary Machinery, Accessories and Sizing Materials for Textile Spinning, Weaving and Power Generation Plants of the group.
- In case of machinery where erection is involved, erection planning with the help of mill's management is done so that erectors / erection engineers can be arranged timely. Also any issues relating to erection is solved in time so that delays in erection and machinery start-up can be minimized.
- Responsible for parts life scheduling especially for spinning & power generation projects and stock position of imported sizing chemicals like PVA, Textile Wax etc for weaving project and timely import arrangements with the co-ordination of mills management.
- Dealing with imported / local machinery & parts suppliers / manufacturers / dealers / agents and carrying parts and auxiliary machinery negotiations independently in most cases.
- Dealing with different government departments / antonymous bodies like Customs, Sales Tax & Federal Excise, Central Board of Revenue (CBR), Ministry of Commerce and Engineering Development Board (EDB) for matters relating to imports, manufacturing bond, DTRE, NOC's and etc.
- Responsible for purchase of computer and computer accessories for the group.
- Supervise commercial department's budgeting and also responsible for store accounting of the group.
- Also responsible for sale, purchase and maintenance of Group Vehicles including vehicles / lifters at mills.
- Also responsible for commercial department's co-ordination regarding ISO certification and post certification audits.
- In relation to above activities preparation of reports for management, finance, accounts departments and for internal purpose.

Assistant Manager Commercial

Regent Group, Lahore, Pakistan. Aug 1992 - Mar 1997.

- Responsible for import of plant & machinery, spare parts, dyestuffs, chemicals & garment sundries/accessories i.e., buttons, hangers, paper labels, hang tags, care/main labels, etc.
- Responsible of local purchase of dyes & chemicals used in dyeing & bleaching of knitted fabric, lubricants, tools & spares, garment sundries/accessories such as paper labels, buttons, hangers, price tickets, main/care labels etc., and general items.
- All export activities i.e., dealing with banks regarding documentary credits & amendments, shipment arrangements, pre-shipment & post-shipment documentation, rebate claims and transportation-cum-clearance arrangements, quota management and matters relating to PHMA, PRGMEA & EPB
- In relation to above activities preparation of reports for management, finance/accounts department and for internal purpose.

~ Education

- **Institute of Business Administration (IBA), University of The Punjab, Lahore, Pakistan,**
Master of Business Administration (MBA), Jan 1990 - Mar 1992
Major in Finance.

~ Additional Information

- **Market Study for Werner International and International Finance Corporation:** - Assisted Mr. Robert T. Zuzick of Werner International, Switzerland (Textile Consultants) and Mr. Shinji Yamamoto of International Finance Corporation (IFC), USA in their market research to check the potential of local market for consumption of the knitted fabrics.
- **Market Survey for Regent Knitwear (Pvt.) Limited:** - Conduct a market study to check the demand and consumption of knitted fabrics in stitching units working in Lahore, Faisalabad, and Karachi.

~ Summary

Purchasing / Commercial / Supply Chain Manager with more than 25 years of procurement / Supply Chain experience, local as well as international (imports), within the textile / manufacturing sector of Pakistan. History of using technological solutions to coordinate supplies over dispersed geographical areas and to guarantee just-in-time delivery of goods. Strong focus on building and maintaining close ties with vendors and suppliers. Proven negotiation ability and demonstrated skill at analyzing competitive bids and contracts.

~ References

To be furnished upon request.