

Ali Asghar Abbas

Resident of Karachi, Pakistan
Mobile No: 00 92 321 2396252
Email: ali.asghar@herbion.com
alyasghar52@gmail.com

CAREER OBJECTIVE

I am passionate about my profession and would like to be an integral part of a dynamic organization with international standards and competency level where I am given the opportunity to demonstrate innovativeness and calibre and also able to work towards creating corporate value.

CAREER SUMMARY

- Jan 2015**
- Present **Company:** Herbion Pakistan (Pvt) Ltd. – Karachi Pakistan.
Posts: **Assistant Manager Procurement** *(Jan 2015 - Present)*
Industry: Natural Medicine Pharmaceutical Industry.
Activities: Procurement of Raw Herbs from Local and foreign market, Negotiation with vendors w.r.t. market study of price trend in herbs section, maintain stock level, Alternate source development, Direct collector, farmer and brokers are developed for cost effective deals, Dealing with supplier from India, Nepal, Afghanistan and China.
- PS; Engineering & Spare items additional task assigned for development of authorized dealer / agent in the section.
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- Jan 2013**
- Dec 2014 **Company:** Herbion Pakistan (Pvt.) Ltd. – Karachi Pakistan.
Posts: **Executive Procurement** *(Jan 2013 – Dec 14)*
Industry: Natural Medicine Pharmaceutical Industry.
Activities: On Trust Management handed over the project of Procurement relating Crude Herbs, Corrugated Cartons and Miscellaneous Perishable products as per Quality standards, Liaison from Lahore, Swat, Rawalpindi, Quetta, Iran, Afghanistan and India markets for development of direct collector source of Herbs which resulted in cost saving of **PKR 09 million approx. within a Year** ☺
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- Oct 2010**
Dec 2012 **Company:** Herbion Pakistan (Pvt) Ltd. – Karachi Pakistan.
Posts: **Purchase officer** *(Oct 10 – Dec 2012)*
Industry: Natural Medicine Pharmaceutical Industry.
Activities: Purchasing of Promotional items for sales promotions for International Marketing department of 21 countries, Gift items, Give away etc. Co-ordination from China for cost saving of materials. Vendors' selection, Vendor evaluation and performance record keeping, etc. This segment was flourished with a saving of **PKR 10 Million** ☺

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2007 - 2010 **Company:** **Hilal Group of Companies – Karachi Pakistan**
Post: **Commercial officer** *(Sep 2007 to Oct 2010)*
Industry: FMCG Industry

Activities:

- Verification of local and International Purchases of Raw Material and packaging material.
- Managing Supplier's purchase order status on daily basis.
- Manage Raw and packaging material as per sales forecast and production plan.
- Ensured compliance of in time material availability.
- Development of vendors with respect to requirement of materials.
- Negotiation of prices from vendor after verification from local and foreign market.
- Working anxiously on cost saving projects with co-ordination of Research & development department.
- Co-ordination with all raw and packaging suppliers' to focus on market on daily basis to avoid sudden change of prices.
- Maintain stocks as per monthly requirements.

2006 - 2007 **Company:** **Fed Globe (Pvt.) Ltd. Distributors of (K.S. Sulemanji)**
Posts: **Sales Representative** *(July 2006 to August 2007)*
Industry: Sales and Distribution (Food items)
Activities: Booking, ordering, Purchasing, Distribution, etc.
I was handling collection of orders from local market, Daily visit to outlets and follow up for in time deliveries. Looking after proper merchandising of company products in particular area assigned by management, Handling of complains and solutions of them with approval of higher management, Struggle for improvement of business and to achieve assigned targets, Letter of appreciation received from "Fed Globe" for continuous increase in sales.

2004 To 2006 **Company:** **Salebhoy Abdulhussain Tapal – Karachi Pakistan.**
Posts: **Purchase Assistant** *(June 2004 to March 2006)*
Industry: Vendors of Technical and miscellaneous items.
Activities: Bookkeeping, Sole trading, Ordering, Purchasing, Distribution, etc.
I was handling purchase of technical and miscellaneous items from local market, Manage inventory as per requirement, Distribution of material as per purchase order, Generating sales tax invoice and book keeping of accounts and taxation; Prepare Quotations after verification of prices from local and international market.

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ACADEMIC QUALIFICATIONS

- **Bachelor of commerce, B.COM** from Karachi University.

Training & Certifications

- Impression Management by Herbion Pakistan (Pvt.) Ltd.
- Business writing Skills by Herbion Pakistan (Pvt.) Ltd.
- Strength Based Management by Herbion Pakistan (Pvt.) Ltd.

Honour & Awards

- **Letter of Appreciation** received from Fed Globe (Pvt.) Ltd for Target achievement.
- **Employee of the month** for the month of November 2011 on Cost savings from Herbion Pakistan (Pvt.) Ltd.
- **Outstanding Performance award** for the Year 2012 from Herbion Pakistan (Pvt.) Ltd.

CAREER LEVEL

Career Level: Mid Career Level (Over 10 years' experience)

Notice Period: 1 month

PERSONAL DETAIL

Date of Birth: 30/06/1985 **Marital Status:** Married

Nationality: Pakistani **Health:** Average

COMPUTER SKILLS

Skills	Levels	Year Practiced	Last Used
Atlantis - ERP (Oracle based)	Intermediate	05 years	1 Month or less
MS Excel, Word, Office, Web browsing, Internet	Intermediate	05 years	1 Month or less
SAP	Beginner	01 year	1 Month or less

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SKILLS

Skills

Levels

Self-Starter, Innovative and frequent multi-tasking

High

Implementation of policies
And regulations, Team Building
Leading & Motivational skills

High

Communication &
Interpersonal skills,
Strong Analytical and Problem Solving Skills

High

LANGUAGES

Languages

Levels

Year Practiced

Last Used

English

Expert

More than 05 years

1 Month or less

Urdu

Expert

More than 20 years

1 Month or less

Gujrati

Expert

More than 20 years

1 Month or less

INTEREST & ACTIVITIES

Currently include: Adventure Trips, Long Drive, Travelling and Exploring Cities, Swimming.

REFERENCES

References are available on request.