

# Curriculum Vitae

## **AFSAR HOSSAIN**

*Corporate Commercial Affairs, Procurement/Shipping/Logistics & Core Supply Chain Management Professional*

A Business Management Professional with expertise in enterprise operations and management in manufacturing & service environment in areas of Procurement, Logistics, Contract Management, Corporate Affairs Functions, Business Planning, Commercial & Supply Chain Management.

Having Marine Engineering background with post-graduation from University of Wales, Cardiff, UK and MBA in Management from Royal Roads University, Canada have developed expertise & experience over the last 25 years in different industry environment like petroleum, chemicals, power, renewable energy, light engineering, FMCG, household, shipping/logistics and IT sector with right strategy/planning supported by data analysis, technological innovations, market analysis and consideration of local & global context with P&L responsibility.

### **SUMMARY OBJECTIVE:**

Looking for an opportunity to serve in a technology based production or service oriented corporate organization where with ample scope leveraged to develop and implement constructive ideas with strict management targets attached with considerable achievement potentials for existing businesses which will in turn support myself to work in moving the organization forward as a team...

### **CORE COMPETENCIES:**

Skilled in commercial functions including Contract/s Management, Procurement, Shipping/Logistics Management, Business & Product Development, Project Management, Export/Import processes, Performance Management, Process Improvement, Quality Assurance, Budgeting and Cost Reduction Strategies etc.

### **WORK EXPERIENCE SUMMERY:**

*In Commercial & Supply chain of Petroleum, Chemicals, Household, FMCG, Light engineering, energy & power etc.:-*

- ✓ Senior GM, Group Head of SCM – SAMUDA Group (Sept 2021 onward)
- ✓ Vice President, Supply Chain Management at OTOBI Group (Oct 2017 to Nov 2018)
- ✓ Sr. DGM, Corporate Affairs Division & Group Supply Chain at NAVANA Group [comprising the SBUs of renewable energy, generator & other power products] (Feb 2013 to Oct 2017)
- ✓ General Manager, Corporate Affairs & Head of Electric & Electronics Division at HAMKO Group. (Aug 2011 – Jan 2013)



### **CONTACT**

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### **MAILING ADDRESS**

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## WORK EXPERIENCE SUMMERY Continued...

- ✓ General Manager & Head of Supply Chain Management, Keya Group (Feb 2011 – Jul 2011)
- ✓ Sr. Manager, Commercial at Square Group (Dec 2003 – Jan 2011)
- ✓ Manager, Procurement at Rahimafrooz Batteries Ltd. (Feb 2002 – Dec 2003)

## In Shipping, Freight Forwarding, IT & Project Logistics:-

- ✓ **Consultant, IT Craft Limited (where served with its parent company Prantik Group as Director, Commercial from Feb, 2019 till Aug, 2019) from Sept, 2019 & continued...**
- ✓ Country Manager at United Container Services LIMITED (Jan 1997- Dec 2001)
- ✓ Sr. Executive at Neptune Orient Lines (NOL & currently APL) Ltd. (Jan 1992 – Feb 1996)
- ✓ Junior Engineer at Atlas Shipping Lines Ltd. (Aug 1986 – Jun 1987)

## SPECIAL EXPERIENCES:

- Development of medium & long-term business strategy with due analysis & projections accordingly.
- Experienced in A2Z operations of a start-up SBU or Division/Department (Logistics business for United Container Services Limited, HAMKO Electric & Electronics Division, Corporate Affairs Division of Navana Group etc.).
- Business/Contract negotiation and development with local & foreign counterparts.
- Experienced working in the Energy sector over 7 years, from 2011 to 2017 with good rapport among relevant ministries and regulatory bodies, local & foreign companies...
- Experienced in policy reform and formulation issues with government ministries, other regulatory bodies, chambers of commerce as well as with stakeholders in public & private sectors.
- Dispute resolutions in light of contract terms and obligations safe guarding the organizational interests with counterparts like customs & other regulatory concerns, suppliers and buyers of different product and services following due coordinated approach with legal team of the organizations I served.
- Serving in professional society like Bangladesh Supply Chain Society (BSCS), Chartered Institute of Logistics & Transport (CILT) etc with commitment to safeguard organizational & national stake holding issues and contribute in improvement of manufacturing & services sector efficiency.
- Experienced in Core Supply Chain management of manufacturing industries for more than 12 years.
- Experienced working in container shipping industry like NOL (presently APL) over 4 years and then in core logistics business for over 9 years.
- Graduated from Bangladesh Marine Academy in Marine Engineering with onboard experience.
- Studied Shipping & Transport Management at London Institute of Shipping & Transport with core shipping business subjects like Marine Insurance, ship broking practice, Economics of Shipping, Shipping Law etc.

## KEY SKILLS INCLUDE

- Procurement process
- Contract Management
- Shipping & Logistics Management
- Sourcing
- Business Development
- Strategy formulation
- Planning
- Presentation
- Product and Process Development
- International Liaison
- Negotiation
- Cost Containment and Reduction
- Customs Processes
- International Trade Regulations and Compliance
- Documentation & Records Management
- Supply Chain Management
- Product Development
- Quality Assurance and Control
- Logistics Management

## PERSONAL QUALITIES

- Efficient and Detail Oriented
- Communication Skills
- Time Management Abilities
- Quick Learner and Hard Working
- Able to Work Under Pressure
- Good Team Player & Leader
- Pious & Honest
- Highly Responsible & Reliable

## LANGUAGE SKILL

- English
- Bangla
- Hindi (Primary Listening & speaking)
- Arabic (Basic)

## COMPUTER SKILL

Proficient in

- Microsoft Word
- Excel
- PowerPoint
- Outlook
- Internet search on areas of critical interests, organizational requirements and so on.

### *Special experiences continued...*

- Completed Post Graduation from University of Wales, Cardiff UK in Port & Shipping Administration. with core subjects like Maritime Law, International Maritime Policy, Port Technology etc from world renowned faculties in the subjects.
- Self-developed tools of industrial efficiency & improvement such as:
  - Group Supply Chain Strategy
  - Resource optimization strategies
  - Continual improvement system in a team

### **PROFESSIONAL EXPERIENCES:**

#### ***Area 1: Storage Power, Power Generation & Distribution, Electronics and Renewable Energy:***

- Battery industries' business operations including sourcing, negotiation, procurement, logistics & export management activities.
- Business initiation of Switch gears & appliances for the organization with setting up operations like selection of dealer and distribution network, team building, business development leadership, monitoring & guidelines.
- Leadership in winning tender businesses among government entities in areas of distribution i.e. settings up substations, supply & installation of transformers etc
- Negotiate JV with EPC contractors overseas in power generation and distribution.
- Power generation project activities in Renewable energy sector including negotiation & agreement with overseas counterpart, Land selection with government approvals, EPC arrangement, selection guidelines with SOP development etc.
- Coordinate with Setting up Training & Development programs at different level in the organizations.

#### ***Area 2: Operations/Supply Chain Management with specialties in COMMERCIAL & PROCUREMENT, SHIPPING & LOGISTICS:***

- Strategic Operations and supply chain activities like production monitoring with demand analysis, inventory, procurement & logistics management etc with leadership in driving solutions related to achievement of higher productivity and business targets/objectives.
- To negotiate with global & local sources of materials, service & solutions in maximizing effectiveness of standard supply chain and minimize cost.
- Leading the development and execution of supply chain/technical operations, sourcing strategies to leverage relationship with suppliers.
- Overseeing the entire sourcing lifecycle process including logistics & distribution aspects.
- Leading Supply chain teams in the companies to develop a strong supply base and logistics of local and International nature with strong monitoring & evaluation to have positive business impact.
- Logistics operations responsibility with monitoring & ensuring smooth operations of inbound and outbound movement of containerized shipments.
- Coordinate with Transshipment Operations in Singapore, Colombo & Port Kelang.
- Preparation of monthly report on the shipping services of Asia and Australian services.

### **STRENGTHS**

- Adaptability & Flexibility at times
- Leadership
- Transparency
- Hard Working with Optimistic attitude
- Honesty
- Decision Making with holistic approach
- Self-Motivated
- Concern for details and a team builder.
- Conceptual having analytical skill with local, regional & global perspective.

### **PREFERRED AREAS**

- Commercial & Supply Chain
- Business Development
- Operations Management
- Corporate Affairs
- International business

### **TRAINING & DEVELOPMENT SUMMARY**

- Negotiation skill by Tack Training International
- Workshop on Supply Chain Management organized by BDJOBS
- Maritime Transport Documents – Discrepancies and Disputes by ICC, Bangladesh
- Result oriented meeting by CEC, Bangladesh
- Effective Selling Development Strategies by Learning International, U.S.A.
- ISO 9000/ THE ISM CODE & INTERNAL AUDITING by ISC Ltd., U.K.
- Country Level Workshop on Multimodal Transport by UNESCAP and SHIPPERS' COUNCIL of BANGLADESH.
- SHIPPING (Third level single subjects) from London Chamber of Commerce and Industry.

Also attended different Training programs, workshops, seminars, TOT etc arranged In-house and by organizations like BIDA, BSCMS, BUILD, DCCI, Ministry of Commerce, JICA and others on areas like Port development policies and strategies, Long term logistics infrastructure investment strategy, Enhancement of project management skills, Enhancing Trade Relations Under SAFTA, Internal Auditing(ISO 9001:2000) etc on business & commercial issues of enlightenment, knowledge enhancement and inspiration.

*Professional Experiences in Operations/Supply Chain Management with specialties in COMMERCIAL & PROCUREMENT, SHIPPING & LOGISTICS continued...*

- Service coordination of European Shipping service for all areas of marketing, operations and customer service aspects.
- Marketing for containerized shipping services to USA, EUROPE, ASIA & AUSTRALIA.
- Making contract with different transport and international logistics companies as per requirement of the organization. Correspondence with overseas Agents on operational and marketing issues.
- Monitoring local and overseas logistics market.
- Coordinate lease-in/lease-out operation of Triton containers in Bangladesh
- Correspondence and liaison with Triton regional office in Singapore and head office in San Francisco, USA as well as shipping lines, Airlines, Customs and port officials on marketing and operational issues.
- Preparation of monthly report and forward business plan to management for approval.
- Development of logistics team with the strategy of continuous improvement.

*Area 3: Fast Moving Consumer Goods (FMCG) & healthcare Sector:*

- Sensitivity analysis in launching, re-launching of products in the market synchronizing time with competition, Cost & pricing, P&L impact etc.
- Critical analysis of supply chain and its effectiveness with resolve in upstream, midstream & downstream as well as fine-tuning of processes.
- Technology adoption and up-gradation in production, procurement & distribution system.
- Costing & pricing analysis with due strategy adoption ensuring due team approach.
- Strategic sourcing of material, service & solutions with objectives of cost reduction best/standard quality, delivery performance etc ensuring positive business impact & overall customer satisfaction.
- Strategic business planning in terms of new product development/launch, product design, teaming up with marketing, product development, Technical Services Division etc.

**ACADEMIC QUALIFICATIONS:**

- **MBA** (Major in Marketing Management) From Royal Roads University, Victoria, BC, Canada [2004-2006]
- **Post Graduate Diploma (PGD)** (in Port and Shipping Administration) From University of Wales Cardiff (UWCC), U.K.[1990-1992]
- **Diploma** (in Shipping and Transport Management) From London Institute of Shipping and Transport (LIST), U.K.[1989-1990]
- **Bachelor of Maritime Science** (in Marine Engineering) Secured First Class From Marine Academy, Chittagong, Bangladesh.[1986-1987]
- **HSC(XII)** in 1984 secured 1<sup>st</sup> Division - Dhaka Board
- **SSC(X)** in 1982 secured 1<sup>st</sup> Division - Dhaka Board.

**PERSONAL INTEREST**

Special interest in studies and follow up on scientific & technological developments, involvement in professional & community development functions with leadership, participation in environment improvement initiatives and occasionally take lead, Besides, I also take interest in

- Travelling
- Football, Cricket, Chess, Swimming,
- Listening to Talks on interesting subjects,
- Music,
- Watching Sports & Movies,
- Internet search on selective areas,
- Reading books of interest, history, culture & development as well as professional books and different business magazines...

**OVERSEAS ENGAGEMENTS**

Participated in developing engineering and product/service solutions in different countries, foreign exhibitions.

Attended several business meetings abroad as well as long virtual meetings and seminars involving different geographical locations globally.

### Some Achievements:

- **Designed** SOP for Procurement Process in electrical and electronics business. [2016-2017]
- **Concept Developed** & implemented on Corporate Procurement, Commercial and overall Supply Chain Strategy with due Communication and Cooperation among peers & team members.
- **Cost optimization & Reduction** initiatives with **resource optimization** principles,
- **Conducted** in-house training sessions to develop right attitude & skills for the team.

### PROJECT /THESIS:

1. **Marketing strategy of a new product** at Royal Roads University, Canada.
2. **Marine Pollution with an aspect of IMO measures to oil pollution from Ships** at London Institute of Shipping and Transport, U.K.
3. **Seaman welfare - National & International Aspects** University of Wales, Cardiff, U.K.

### AFFILIATIONS OF PROFESSIONAL ORGANIZATIONS:

- ✓ Chartered Member of Chartered Institute Of Logistics and Transport (CMILT).
- ✓ Vice president of Bangladesh Supply Chain Management Society (BSCMS).
- ✓ Member of SUPPLY CHAIN & LOGISTICS ASSOCIATION OF AUSTRALIA (SCLAA).

### REFERENCES:

1. **Mr. Zafar Ullah, Additional Secretary**  
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2. **Mr. Niaz Rahim, Group Director**  
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### VISITING COUNTRIES:

USA, Canada, UK, UAE, Saudi Arabia, India, Nepal, Thailand, Malaysia, Indonesia, Singapore, Hong Kong, China, South Korea and Japan.

### PERSONAL INFORMATION

Date of Birth: March 17, 1966

Blood Group: O+

Marital Status: Married

Passport No: BN0652023

### \*\*\*PHILOSOPHY OF LIFE\*\*\*

“NEVER GIVE UP; PROBLEMS IN LIFE USHERS MANY ALTERNATIVES, BETTER & ENLIGHTENED SOLUTIONS FOR US...

&

SUCCESSES ARE THE RESULTS OF BLESSINGS WITH RELENTLESS GOOD EFFORTS, CAREFUL PLANNING & ALL... ”