

Sehrish Nadeem

+971586079906 | Sehrish.umat18@gmail.com | United Arab Emirates

Summary

Versatile and globally attuned trade strategist expertise in **international import/export operations**, regulatory compliance, and high-value supply chain management within the **agro-chemical sector**. Demonstrated success in navigating complex global markets spanning the **U.S., Europe, Asia, and the Middle East** while ensuring full compliance with **PSQCA, O-BASF, Control Union**, and other international standards. Skilled in orchestrating seamless customs clearance, optimizing shipping schedules, and cultivating high-impact relationships with freight forwarders, regulatory agencies, and global suppliers. Proficient in utilizing enterprise systems including **SAP, SAP Ariba**, and **CRM platforms** to enhance operational visibility and client service. Supported by a **Master's in Supply Chain Management** and a **Bachelor's in Commerce**, I offer a proactive, compliance-driven, and results-focused approach to global trade and logistics execution.

Experience

FMC Corporation | Pakistan

Import/Export Specialist | 01/2025 - Present

Agro-Chemicals Sector | Global Operations (US, EU, Asia, Middle East)

- Managed end-to-end **import and export documentation**, ensuring full compliance with **international trade regulations**, including customs, incoterms, and agro-chemical-specific regulations.
- Coordinated global **logistics and transportation operations**, aligning with shipping schedules to ensure timely cross-border delivery across regions including **United States, Spain, France, Vietnam, China, and Saudi Arabia**.
- Oversaw **customs clearance processes** and liaised with authorities and third-party agencies to mitigate delays and ensure regulatory adherence.
- Maintained and strengthened strategic relationships with **global suppliers, freight forwarders**, and regulatory bodies such as **PSQCA, O-BASF** and **Control Union**, contributing to improved **supply chain efficiency**.
- Conducted market analysis and tracked **international trade regulations** to identify and capitalize on opportunities for **cost optimization** and business expansion.
- Handled a global import/export portfolio exceeding **\$100 million USD**, including **¥50 million CNY** and **€20 million Euro** in annual trade volumes.
- Reduced freight forwarding cost by 10% in current Q2-2025
- Proficient in **SAP, SAP Ariba**, and **CRM systems** for shipment tracking, procurement coordination, and customer inquiry management.
- Working with DSV as our global partner.

[FMC Corporation](#)

Landmark Group | Dubai

Category Specialist | 10/2023 - 07/2024

- Developed and implemented category strategies for Stationery and Housekeeping materials, achieving 4.5% cost savings through supplier negotiations and strategic sourcing.
- Managed an annual spend of AED 10 million across Stationery and Household Items, ensuring cost-effective procurement and strict budget adherence.
- Led supplier relationship management across the GCC and China, improving service levels and ensuring supply continuity.
- Conducted market analysis, demand forecasting, and competitor benchmarking to optimize the product portfolio and pricing.
- Collaborated closely with sales, marketing, and operations teams to drive category growth, resulting in 2% revenue increase in priority SKUs.
- Implemented SKU rationalization initiatives to eliminate low-performing products, improving inventory efficiency by 5%.
- Built strong partnerships with suppliers such as Pilot Corporation, Deli, Shanghai M&G Stationery, Hallmark, and Farook International Stationery; secured improved contract terms and consistent supply.
- Optimized category assortment, reducing SKU redundancy and aligning purchases with organizational needs.
- Worked with finance and administrative teams to ensure budget adherence and timely availability of essential items.

AMER CENTRE, QUICK PLUS LLC | Dubai

Senior Sales Assistant | 12/2022 - 08/2023

- Facilitate the systematic processing of raw leads within the CRM, strategically identifying and nurturing prospects to achieve client conversion.
- Ensure precise documentation of successful sales by maintaining and updating records within ZOHO CRM.
- Administer the quotation lifecycle through the ERP system, optimizing accuracy and efficiency in service delivery.
- Conduct client negotiations with a focus on achieving mutually beneficial outcomes and fostering long-term satisfaction.
- Oversee the coordination and execution of business licensing and immigration processes, ensuring compliance and operational excellence for clients.

[Amer Center Dubai | Immigration | Visa Applications/Renewal](#)

DAWN BREAD | Pakistan

Procurement Executive | 01/2021 - 08/2022

- Conducted comprehensive evaluations of potential suppliers to align with organizational objectives.
- Negotiated complex contracts and terms, securing favorable agreements that optimized cost and value.
- Fostered and maintained strategic partnerships with suppliers to ensure seamless service continuity.
- Performed rigorous supplier assessments to verify adherence to quality, ethical, and regulatory standards.
- Strategically sourced and selected suppliers based on a detailed analysis of cost, quality, availability, and reliability.
- Executed cost-benefit analyses and budgetary planning to enhance procurement strategies and achieve measurable cost reductions.
- Anticipated future demand trends and devised procurement plans to ensure uninterrupted supply chains.
- Managed the end-to-end procurement cycle, including purchase order processing and ensuring timely delivery of goods and services.
- Monitored inventory levels, implementing proactive measures to mitigate shortages or overstock scenarios.
- Drafted, reviewed, and governed supplier contracts, ensuring strict compliance with established terms and conditions.
- Oversaw supplier performance through robust metrics, resolving disputes and driving continuous improvement.
- Conducted market intelligence research to stay ahead of industry trends, pricing dynamics, and potential supply chain disruptions.
- Ensured all procurement operations complied with applicable laws, regulations, and internal governance standards.
- Prepared and delivered detailed reports on procurement performance, showcasing cost efficiencies, supplier metrics, and key performance indicators.

[Bread Manufacturer in Pakistan | Dawn Bread](#)

AAP MEDIA / SAN MEDIA (PVT) LTD | Pakistan

Finance and Accounts Officer | 03/2018 - 01/2021

- Managed key financial responsibilities, including budgeting, capital expenditures (CapEx), and operational expenditures (OpEx).
- Oversaw and processed key account payables, ensuring timely and accurate payments.
- Supervised cash transactions and diligently processed and recorded invoices to maintain financial accuracy.
- Managed payroll operations, ensuring accurate salary disbursements in a timely manner.
- Handled petty cash management, ensuring proper allocation and record-keeping in compliance with financial protocols.
- Website <https://web.archive.org/web/20210823233152/https://indus.news/>

Education

University of Management & Technology | Lahore

Master's in Supply Chain Management | 05/2021

University of Management & Technology | Lahore

Bachelor's of Commerce | 08/2018

Skills

Microsoft word, Microsoft excel, Bilingual, Documentation review, SAP S/4HANA, QuickBooks, Customs Trade Compliance , Harmonized System (HS) Codes, GCC Common Customs Law, Integrated Customs Tariff, Import / Export Documentation , Free Trade Zones (FTZ), Customs Duties & VAT , Risk Assessment, SAP / SAP Ariba, Regulatory Monitoring, Operational Compliance, Regulatory Stakeholder Engagement, Legislative Change Management, Strategic Sourcing & Negotiation, Demand Forecasting & Market Analysis, Supplier Relationship Management , Budget / Spend Management, SKU Rationalization