



# USMAN FAROOQ

SUPPLY CHAIN & BRAND MANAGER



Abu Dhabi, United Arab Emirates



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## ABOUT ME

I am eager to join an organization where my dedication and expertise can be harnessed to improve Supply Chain Systems. My goal is to deliver cutting-edge solutions that simplify and enrich the daily tasks of our customers. Committed to continuous learning, I am keen on embracing new technologies to further refine my skill set and contribute to the success of the team.

## LANGUAGES

ENGLISH

URDU

PUNJABI

## PERSONAL DETAILS

**Nationality**  
Pakistan

**Marital status**  
Married

## LINKS

**Linkedin:**  
<https://www.linkedin.com/in/usma-n-farooq-gondal-141bb819b/>

## EXTRA-CURRICULAR ACTIVITIES

**PARAGLIDING ASPT KAKUL**  
Abbottabad, Pakistan / JAN 2017

## SKILLS

WAREHOUSE MANAGEMENT

FORECASTING AND DEMAND PLANNING

PROCESS IMPROVEMENT

LOGISTICS MANAGEMENT

COMMUNICATION AND LEADERSHIP

ERP (BIZZTRAX)

FMCG PROCUREMENT

MICROSOFT OFFICE FOR WINDOWS AND MAC

SUPPLIER RELATIONSHIP MANAGEMENT (SRM)

SUPPLY CHAIN MANAGEMENT

CROSS-FUNCTIONAL DEPARTMENT COLLABORATION

PROBLEM SOLVING

RISK MANAGEMENT

MAC OS X

MICROSOFT WINDOW

## WORK EXPERIENCE

**VITAL GROUP OF COMPANIES**

Mar 2023 - Present

### Supply Chain Manager

- Spearheaded end-to-end supply chain management, encompassing warehousing, logistics, strategic planning, and demand forecasting.
- Developed and delivered customized training programs for new hires, significantly elevating their proficiency in supply chain processes.
- Championed operational excellence, driving continuous improvement initiatives that bolstered efficiency across the organization.

**VITAL GROUP OF COMPANIES**

Jan 2022 - Present

### Brand & Procurement Manager Fried Onion

- Expert Brand & Procurement Manager with a focus on the fried onion sector, adept at fostering innovation and operational efficiency while upholding product excellence.
- Proven track record in leading Research and Development, translating market insights into successful new product launches.
- Skilled in strategic production planning, aligning cross-functional teams to meet consumer demand and enhance productivity.
- Proficient in managing procurement workflows, from generating Purchase Requests to executing Purchase Orders, ensuring uninterrupted supply chain functionality.
- Strong negotiator, adept at sourcing premium packaging materials and securing cost-effective deals with a network of suppliers.

**HOCKEY TEAM CAPTAIN**  
**CADET COLLEGE PETARO**  
Jamshoro,Sindh / JAN 2016 - DEC 2017

**HORSE RIDING CLUB MEMBER**  
**CADET COLLEGE PETARO**  
Jamshoro,Sindh / JAN 2013 - DEC 2017

## COURSE

**CHINESE LANGUAGE YCT 1 HANBAN CONFUCIUS INSTITUTE**  
JAN 2015

## HOBBIES

SWIMMING , HOCKEY , JOGGING , GYM , HORSE RIDING

## DRIVING LICENSE

**Driving license category**  
Light Vehicle License , Pakistan

**VITAL GROUP OF COMPANIES**

Dec 2021 - Feb 2023

**VITAL GROUP OF COMPANIES**

Jan 2021 - Nov 2021

**VITAL GROUP OF COMPANIES**

Aug 2020 - Dec 2020

## EDUCATION

**BAHRIA UNIVERSITY**  
Karachi, Pakistan

**CADET COLLEGE PETARO**  
Jamshoro, Sindh

**CADET COLLEGE PETARO**  
Jamshoro

- Experienced in coordinating third-party service procurement, from meticulous RFP and RFQ management to partnering with optimal service providers.
- Led R&D for innovative fried onion products, driving market-aligned new launches
- Formulated strategic plans, enhancing production efficiency to meet market demand
- Managed procurement, ensuring material supply via adept PR and PO generation
- Negotiated with suppliers for cost-effective, quality packaging and third-party services

### Assistant Manager Logistics

- Oversaw comprehensive logistics operations, ensuring seamless warehouse management and efficient supply chain flow.
- Fostered robust supplier relationships, optimizing service quality and reliability.
- Drove strategic procurement of transportation services, negotiating with third-party providers to secure optimal terms.

### Supply Chain & Procurement Officer

- Streamlined supply chain and warehouse operations to ensure operational efficiency.
- Expertly managed inventory levels and coordinated procurement of critical packaging materials.
- Initiated Purchase Requests (PR) and formulated Purchase Orders (PO) for timely supply acquisition.
- Skilled in conducting Request for Quotation (RFQ) and Request for Proposal (RFP) processes to secure advantageous contracts.
- Maintained a strong supplier network through diligent record-keeping and strategic relationship management.
- Managed smooth supply chain & warehouse operations
- Orchestrated procurement & inventory management
- Executed PRs & POs, navigated RFQs & RFPs for best deals
- Maintained robust supplier network for material flow

### Supply Chain Intern

- Streamlined supply chain operations through hands-on experience, gaining proficiency in logistics, inventory control, and supplier engagement for process optimization.

### Bachelor's in Business Administration

- Active participant in extracurricular activities

### Higher Secondary School Certificate : Pre-Engineering

- Active participant in extracurricular activities

### Secondary School Certificate

- Secured SSC with major in Science stream

## MAJOR PROJECTS

Karachi, Pakistan

### Primary Transportation

- Successfully managed and implemented three primary transportation projects, facilitating the movement of raw materials and packaging materials from the port to the factory, ensuring timely delivery and cost efficiency.
- Developed and implemented a cost-effective transportation model, optimizing routes and logistics to streamline operations and reduce overall transportation expenses for the company.
- Led cross-functional teams in designing and executing transportation strategies, leveraging innovative solutions to improve supply chain efficiency and mitigate transportation-related challenges.
- Collaborated with key stakeholders to identify opportunities for process improvement and cost savings, resulting in enhanced supply chain performance and increased profitability.
- Established performance metrics and tracking systems to monitor the effectiveness of transportation operations, providing valuable insights for continuous improvement and optimization.

Karachi, Pakistan

### Secondary Transportation

- Led the management and execution of Seven secondary transportation projects for Vital Group, optimizing the movement of goods from multiple warehouses to distributors across various locations, including Karachi, Hyderabad, Sukkur, Haroonabad, Faisalabad, Lahore, and Rawalpindi.
- Conducted detailed assessments of each warehouse's operational needs and requirements, implementing tailored transportation solutions such as per carton freight, fixed variable models, and per trip freight, resulting in enhanced efficiency and cost-effectiveness.
- Collaborated closely with warehouse managers and transportation partners to ensure seamless integration of transportation operations with warehouse activities, facilitating timely deliveries and minimizing transit times.
- Spearheaded the successful implementation of transportation strategies in key locations such as Faisalabad, Rawalpindi, Haroonabad and Hyderabad, resulting in substantial monthly cost savings of approximately 1 million rupees for the company while maintaining high service standards.
- Established performance metrics and conducted regular evaluations to track the effectiveness of transportation initiatives, identifying areas for further optimization and continuous improvement to drive ongoing success in secondary transportation operations.

Karachi, Pakistan

### Private Tenders Transportation and Planning

- Spearheaded the management of private tender projects, marking a historic milestone for Vital Group, encompassing diverse sectors such as corn and military tender contracts, showcasing adaptability and innovation in navigating complex procurement processes.
- Developed comprehensive planning strategies to optimize logistics and delivery operations, ensuring efficient and cost-effective transportation of goods to the designated premises,

while prioritizing high service standards and compliance with tender requirements.

- Collaborated closely with cross-functional teams to address the unique challenges posed by private tender projects, leveraging expertise in supply chain management to devise customized solutions tailored to the specific needs of each tender contract.
- Successfully negotiated with suppliers and transportation partners to secure favorable terms and pricing, maximizing cost savings for Vital Group while upholding quality and reliability in product delivery to meet tender specifications.
- Demonstrated exceptional problem-solving skills and attention to detail in managing the intricacies of private tender projects, delivering results that surpassed expectations and cemented Vital Group's reputation as a trusted partner in the tender procurement arena.