# Zafar Mohsin Dar.

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Objective: -

Results-Driven Manager with a track record of significantly reducing costs by securing the best quality, price, and terms with business partners. Always delivering results against strategic objectives, whilst working within the organization’s core values.

## My Achievements: -

**(Supply Chain Components like Procurement, Supplier-Relationship-Management, Logistics, Warehousing, Material Planning, Inventory, and S&OP, are my core competencies).**

* Preparation of Supply manuals and departmental SOP(s).

### Enormous experience in Supply Management spread over 28 years. It includes (Local & Foreign Procurement Operations) Materials Planning, Warehousing, Logistics, Material requirement Planning (MRP), Master Production Schedule, Supplier relationship management, Negotiations, S&OP, Inventory Management, dispensing Operation, Audits (ISO & WHO), cross-functional activities, etc.

* Vast experience in Imports and dealing with Government SRO’s, Customs regulations.
* Successfully obtained SRO(s) from Government for various concessions.
* Careful Selection of suppliers to ensure minimum timely delivery with Zero defects.
* Analysis of Inventories, Prices, and lead times for better processes & Decisions.
* I have experience in the process industry for around 7 years also.
* Savings through Procurement, Inventory-Control, and Dispatches (FTL/LCL, Route- Optimization), by using its prescribed techniques.
* Approach of transition of suppliers into Business partners to enhance their performance.
* Achieved continuously more than 98% service level for Sales & Marketing
* Built effective and productive Supply-teams to achieve a high Order Fill rate, (OTIF).
* I have arranged in-house training sessions on Supply Chain.

## Competencies:

* Comprehensive understanding & experience of Supply strategies and their Service Level, Logistics & Inventory Management.
* Supplier Relationship management. Effective sourcing and gauging suppliers’ performance.
* Negotiations, Savings by using prescribed and agreed tools.
* Analytical, handling critical issues, assurance of KPI achievement.
* Working in ERP (Oracle) System.

**Experiences: -**

# CCL Pharmaceuticals Pvt. Ltd.,

Duration: - April 2001 till May 2023.

Joined CCL Pharmaceuticals as “**Assistant Manager Commercial**” in April 2001, promoted as **Deputy Manager Procurement** in April 2005 then promoted **as Procurement Manager** (HoD**)** in June 2008. In June 2012, promoted as **Sr. Materials Manager**. (Procurement Planning & Inventory Control). Transferred as Sr. Manager Warehouses & Logistics in March 2017.

**Main Responsibilities: -**

* To Control complete Procurement Operation, Material Planning, Inventories, Warehousing, Logistics Operations as a whole worth more than Rs. 6.0 billion.
* (Team of 95 ) including global (imports / Local) as HoD and compliance with Standard SOP to maintain quality standards.
* To organize 99% Service-level for all stakeholders by ensuring an uninterrupted flow of materials/products and to make timely availability of Finished-Goods to cater to the domestic and international demands as per RSF.
* To Control Optimum Level of Inventories.
* To manage storage and logistics of both ambient & Cold Chain Products.
* To Plan and prepare MRP & MPS for smooth operations through Oracle by managing Inventories.
* Role as coordinator, working with others and collaborating with cross-functional areas, such as Sales, Marketing, CMO, Finance, Production, R& D, and QA.
* To carry out different analysis reports resolving work-related matters (Inventory controls, alternates, work-in-process, Maturities, etc.).
* Dealing with multifaceted 2,000 SKU(s) both in and outside markets. Preparing the Analysis for Pricing, Inventories, savings, etc.
* To handle Contract Management, Audits, Negotiation and continuous improvement for cost-reduction with CMO, Suppliers, Transporters, Clearing Agents, Forwarders.
* To evaluate supplier performance and transition of Suppliers into Business partners.
* New source development, alternate sources, and scheduled Supplier visits to see their ability.
* To develop effective Supply teams for achieving mutually agreed goals.
* To deal with regulators, Customs Department, and handle imports under SRO Conditions and to deal with other Government Agencies like DRAP, FBR, and Ministry of Finance,
* To supervise the export activities relating to Clearance, Logistics etc.
* To prepare the overall supply budget.
* To focus on complaints Management, Conflicts to achieve the desired Service Level.
* Determine the training requirement, hiring, mentoring, and motivating supply people with the coordination of HR.
* To work effectively on Complaint Management.
* Manage Audits & Inspections.

**Warehouse & Logistics Part:- ( October 2017 to May 2023 )**

1. Oversee all Warehouses & Logistics Operations including Planning & Inventory-Control.
2. WMS Implementation. To develop KPI(s).
3. To Manage Load & Route Optimization for all Transportation.
4. Enter carefully in Agreements with selected Transporters to get 100% Service Level.
5. To make deliveries to end Distributors of more than 130 Cities within the agreed Lead time.
6. To achieve 5S, Labor efficiency with effective time & motion studies.
7. To ensure safety Measures. G+7 Warehouse Handling with GWP.
8. Management Products through ABC Classification and Locations.
9. Audit Preparation for all Internal & External.
10. Reports like Slow-Moving, FEFO, Mismatch, Cycle Count, Near Expiries, and Reanalysis for timely decisions.
11. Manage Temperature Control Warehouses.
12. Implement QR Codes, Tracking Mechanism & POD (proof of Delivery ).
13. **Nimir Chemical Pakistan Ltd., (A Saudi Company)**

**(Formerly Hoechst / Celanese Pakistan Ltd.,)**

Asst. Manager Procurement. **(Petrochemical Unit)**

### Duration: July 01, 1994, to March 30, 2001.

My career started as **Procurement Officer** in Hoechst. Promoted as Senior Officer Procurement in July 1995. Then promoted to **Assistant Manager Procurement** in April 2000 to handle all Planning of Bulk-Imports with A to Z Logistics, Custom Clearances, Local Purchases for Raw and Packaging, Bulk transportation, etc. I have experience in the process industry as mentioned-above.

### I have also know-how about ISO Certification and its audit.

**I have been involved in the erection phase of Nimir Chemicals Pakistan Limited (Petrochemical Unit) and the Up-Gradation of the Plant at CCL Pharmaceuticals Pvt. Limited.**

**Personal Profile: -**

**M**uslim. I was born in December 1970. I am polite, open, and Family Oriented. Married, (two Daughters & a Son). Father was in Defense Services.

Strong belief in winning teams, delegation, and participative management. For me, Attitude is a big thing. I am a good listener and love to write and read.

### Professional Memberships: -

* + I am a member of the Institute of Supply Management, USA & SCAP.
	+ I was in Lead-teams of Supply-Chain for around 10 years in my existing company.
	+ Coordinator for the implementation of corporate values within the division.

**Education**:

**Master in Int’l Economics. (Punjab University) Session 1992 - 1994.**

Government Islamia College, Civil Lines, Lahore. Pakistan.

### Bachelors. (Punjab University) 1991.

(With Economics and Statistics)

Federal Government Degree College, Wah Cantt. Pakistan.

**Courses**: “Materials Management” “Conflict Management” “Negotiation Skills” “Import and Customs Procedures” “WTO and its implementation”, ISO Quality Audit, Supply-Chain Management, Communication, Managerial Skills, Management Development, Analytical skills, Leadership, Training the Trainer, etc.

**Computer:** Oracle, Word, Excel, EDP, Foxpro, Cobol, Powder Point.

**Hobbies:** Traveling, Reading books.