

Adil Usmani - (MBA- Supply Chain & Logistics)

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📍 Riyadh, Saudi Arabia (Transferable Iqama – Available Immediately)

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Profile / Summary

Supply Chain & Logistics Professional with over 6 years of experience in industrial trading, international procurement, and logistics solutions. Skilled in driving procurement strategies, supplier negotiations, and cost efficiencies, while ensuring seamless coordination with cross-functional teams. Proficient in SAP S/4HANA with hands-on expertise in inventory optimization, contract management, and logistics planning. Proven ability to ensure material availability, manage supply chain risks, and align procurement and logistics operations with project and production schedules to support business continuity and growth.

Areas of expertise include:

- Strategic Procurement & Supplier Relationship Management
- Supply & Demand Planning (SAP IBP)
- Expertise in SAP S/4 HANA
- Comprehensive Tendering, Bid Assessment & purchase Order Administration
- Inventory Optimization & Waste Minimization
- Project-Centric Sourcing & Acquisition
- Cross-Departmental Stakeholder Engagement
- Cost tracking and operational decision making.
- Logistics Planning & Material Flow Coordination
- Supply Chain Risk Planning

Career History / Work Experience

Warehouse & Logistics Executive

June 2025 – Present

Bafco International, Riyadh, Saudi Arabia

Responsible for maintaining inventory accuracy, organizing stock, and ensuring proper handling of supplies. Supported logistics operations to enable timely deliveries while upholding safety and quality standards.

Key Contributions:

- Received and inspected inbound shipments to verify quality, quantity, and compliance with delivery documentation.
- Coordinated outbound deliveries with logistics providers to ensure timely dispatch and accurate order fulfilment.
- Organized and stored inventory based on FIFO/FEFO principles, ensuring space optimization and accessibility.
- Maintained real time inventory records using warehouse management systems (WMS) and conducted regular cycle counts.
- Collaborated with procurement teams to streamline replenishment.
- Supported last mile delivery coordination and tracked shipment status to ensure end-to-end visibility.
- Implemented logistics KPIs (OTIF, inventory accuracy) to support continuous improvement initiatives.

Business Development Lead – Logistics

March 2024 – Apr 2025

Bazaar Industrial, Karachi, Pakistan

Focused on driving business growth by offering integrated logistics solutions, including freight forwarding, warehousing, and transportation. Managed client acquisition, relationship development, and coordination with operations to ensure service excellence.

Key contributions:

- Identified and targeted new business opportunities in the logistics and supply chain sector.

- Developed and maintained a healthy pipeline of prospective clients.
- Presented tailored logistics solutions to meet customer needs.
- Negotiated and closed sales deals, consistently achieving revenue targets.
- Built and sustained long-term client relationships to ensure repeat business.
- Coordinated with operations and warehouse teams to ensure timely service delivery.
- Monitored market trends and competitor activity to stay commercially competitive.
- Created contingency logistics plans to support uninterrupted project execution.

Sales & Operations Planning Executive

Aug 2022 – Mar 2024

Novatex Limited, Karachi, Pakistan

I played a pivotal part in optimizing sales operations, supply & demand planning and logistics for the South Asia and Middle East regions. By leveraging SAP S/4HANA, I effectively managed shipments and production schedules, ensuring timely delivery of critical materials to our key clients. My efforts contributed to enhanced operational efficiency and strengthened client relationships.

Key Contributions:

- Leveraged SAP S/4HANA to optimize logistics workflows, ensuring accurate order processing, real-time inventory visibility, and demand-driven supply planning.
- Improved on-time delivery performance by streamlining coordination with transporters, warehouses, and production teams across multiple regions.
- Reduced logistics lead times by 20% through proactive carrier management and route optimization.
- Implemented digital tools to automate shipment tracking, improving customer communication and service transparency.
- Collaborated with cross-functional teams to reduce freight costs and warehouse holding time without compromising service levels.
- Supported ESG goals by coordinating sustainable rPET deliveries, aligning supply chain practices with client sustainability targets.

Sales Executive – Supply Chain & Logistics

Mar 2020 – Jul 2022

Arfeen International (Borouge Distribution), Karachi, Pakistan

I managed the complete supply chain operations for Borouge polymer products in Pakistan. This involved overseeing order processing, logistics scheduling, and warehouse planning to ensure consistent stock availability and timely deliveries to our industrial clients. My efforts contributed to enhanced operational efficiency and customer satisfaction.

Key Contributions:

- Represented Borouge as an authorized agent, overseeing the distribution and B2B sales of PE/PP polymers to leading plastic manufacturing clients across Pakistan.
- Increased sales volume by 40% by improving coordination between suppliers, freight forwarders, and clients.
- Developed accurate forecasts and handled full-cycle customer support.
- Handled LC, BL/MBL, commercial invoices, packing lists, and import documentation in compliance with trade and customs regulations.
- Coordinated with suppliers, banks, and shipping agents to ensure smooth cargo clearance and timely delivery.
- Ensured accuracy of all shipping documents to avoid demurrage, delays, or customs discrepancies.

Earlier Career

04/2019 to 03/2020: **Gorey International: Production Assistant.**

Education

- **Master of Business Administration (Supply Chain & Logistics)**
Aug 2020 – Dec 2023
Institute of Business Management / Karachi, Pakistan
- **Bachelor of Business Administration**
Jan 2016 – Dec 2019
Iqra University / Karachi, Pakistan

Languages

- English – Professional
- Urdu - Native