

Abid Ali

Flat#806,Scheme33,Sector53,
Daimond Tower,Gulshan e Maymar,
Karachi

abidx1@gmail.com
+9233363563960

[linkedin.com/in/abid-ali-](https://www.linkedin.com/in/abid-ali-851428107)
851428107

EDUCATION

Shah Abdul Latif University, Khairpur

Larkana, Pakistan

Master of Business Administration

Sep 2018 – May 2020

- Major: Marketing Management

WORK EXPERIENCE

Retailo

Karachi, Pakistan

Operations Lead – Product & Business Operations

Dec 2020 – Present

- Responsible inventory levels over **2,700+ SKUs** net worth of **PKR 300+ million (Mio)**.
- Manage customers shipments with efficient manner in close coordination with **sales and commercial accounting** while ensuring compliance and providing best customer services.
- Develop and implement inventory control systems and practices: **full responsibility ERP Hypr and Odoo**.
- Analyzed category and traffic data with tools like **Redash and QuickSight** to ensure optimization of conversion rates.

Ali Gohar & Company

Pakistan

Operations Manager

Sukkur, Dec 2020

- Managed monthly **PKR 182 Mio Nestle business (F&B and NPL)** along with handling a team of more than 30 resources, 4 districts and 52 Sub Distributors along with 1200 HFS in Sukkur City.
- Revitalized post journey plans (PJP) for Islamabad and Sukkur region: **growth hack and reducing logistic cost PKR 1.482 to PKR 0.098 per kg**.
- Control stock purchases and target days of cover and eliminate OOS loss with close coordination with Nestle sales & operation team and **optimize inventory for sales spikes** near month closing.
- Worked directly with the Business Unit Head, possessing **full responsibility over reporting sales and operations team**.
- Conceptualized and initiated region (Islamabad & Sukkur) reconciliation with Nestle, and minimize **fix market returns /actual market returns** and **infrastructural costs**.

Sales & Operation Specialist

Karachi, April 2013

- Investigated more than 500+ SKUs, 7,500+ sellers, and 35+ categories on a weekly basis to create growth opportunities.
- Maintained good, professional relationship with all the customers, both internal and external. Developed a customer complaint handling system for service levels and effectively resolve all complaints received.
- Designed, developed and implemented high impact operations and growth strategies in cities, working closely with Business Unit Head in each city.

Abudawood Trading Company Limited

Pakistan

Relocate: Customer Sales & Logistic Supervisor (CS&L)

Quetta, Mar 2019

- Ensured smooth company audits and coordinate with supply planning to optimize inventory for sales spikes near month closing and ensure **optimization in right direction for Sub-Distributor Fleet cost** by using dedicated vehicles for shipments.
- Responsible Inventory, Cycle counting and inventory accuracy of both physical Vs system stocks and minimize stock expiries by timely highlighting the near expiry stocks to the relevant sales teams. control stock purchases, maintain target days of cover, and eliminate OOS loss with close coordination with team

Sr. IT Officer

Karachi, April 2013

- Report, Forecast & Assist channel team in the strategy and planning
- Managed all IT tools and handheld devices use for sales operation and responsible for providing necessary reports to sales, CS&L and finance.
- Prepared feasibility reports for Transport management system and its integration with SAP.

SKILLS & INTERESTS

Computer: SAP Frontend (MM, SD & FI), Microsoft Dynamics AX, Redash-SQL queries, Odoo, Amazon Quicksight, Python (Basic), Microsoft Office Suite, Google Analytics, PowerBI. **Languages:** English (Average), Urdu (fluent) **Interests:** Esports, Technology, Programming