

Abid Ali

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EDUCATION

Shah Abdul Latif University, Khairpur

Khairpur, Pakistan

Master of Business Administration

WORK EXPERIENCE

Retailo Technologies – B2B Market for Retailers

Karachi, Pakistan

Operations Lead – Warehousing, Product and Business Operations

Dec 2021 – Present

- Maintaining and measuring demand and supply warehouse inventory with management information systems also ensure inventory accuracy floor to system analysis **over 2,700+ SKUs net worth PKR 300+ million (Mio)** and ensuring customer's shipments are allocated in an efficient manner in close coordination with **commercial, logistics, and finance** while ensuring compliance and providing the best customer services.
- Managing more than 30+ resources to keep maintain records in accounting physically available, for reasons like theft, damage, or miscalculations and presenting to commercial and growth teams with a new solution for slow-moving inventory and dead stock.
- Liaising with live Operation teams to consolidate and standardize last mile cost to bring it into Odoo (ERP System) and analyzed category and traffic data with tools like **Redash and QuickSight** to ensure optimization of conversion rates. Support and implement inventory control systems, data sheets across the region, and practices: full responsibility **Odoo and AWS QuickSight**.

Ali Gohar & Company (Pvt) Ltd

Pakistan

Operations Manager

Sukkur, Dec 2021

- 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 **fixed market returns /actual market returns and infrastructural costs.**

Sales & Operation Specialist

Karachi, April 2019

- Investigated more than 500+ SKUs, 7,500+ sellers, and 35+ categories on a weekly basis to create growth opportunities.
- Maintained good, professional relationships 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 the right direction for Sub-Distributor Fleet cost** by using dedicated vehicles for shipments.
- Responsible for 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 operations and responsible for providing necessary reports to sales, CS&L and finance.
- Prepared feasibility reports for **Transport management system** and its integration with **SAP (MM, FI)**.

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