Mir Asif Iqbal

30062355/30831504

asifiqbalmir5@gmail.com

Warehouse Manager

Mesherib - Qatar

Warehouse Manager with 5 years of expertise in managing operations in automotive industry for car spare parts and material handling equipment. Proven ability in overseeing inventory, optimizing warehouse processes, and ensuring efficient distribution. Additionally, 3 years of experience as a Procurement and Contract Officer across sectors like Oil & Gas, MEP, Fireproofing & Coating, Fitout Works, Civil Maintenance, Rental, and Earthworks. Skilled in vendor management, contract negotiation, and supporting project success through timely procurement and resource allocation.

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|  **SKILLS** |

Negotiation

Vendor Management

Contract Management

Sourcing & Supplier evaluation

Attention to Detail

ERP & Procurement Software

Risk Mangement

Inventory Management

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|  **WORK EXPERIENCE** |

**Procurement Manager**

Pearl Design W.L.L - Qatar

*05/2023 – Present*

* Oversee the entire procurement cycle including sourcing, purchasing and contract management for materials and services required for projects.
* Develop and maintain the relationships with suppliers, vendors and subcontractors to ensure the timely delivery of high-quality materials and services.
* Negotiate with contracts and agreements with the suppliers to secure the best prices and terms, while ensuring compliance with project requirements.
* **Drafting and reviewing contracts** to ensure clear terms and legal compliance.

**Procurement Officer**

Jascon Engineering W.L.L - Qatar

*08/2022 – 04/2023*

* Analyzed the market and issued RFQs to reputable and reliable suppliers, ensuring competitive procurement processes.
* Collected competitive quotations, developed price comparison sheets, and negotiated to finalize suppliers, achieving cost-effective procurement solutions.
* Assisted in resolving invoice disputes and other issues to ensure smooth operations.
* Scheduled and conducted quarterly inventory audits, maintaining 100% inventory accuracy.

**Warehouse Manager**

Hammam Brothers & Co. W.L.L - Qatar

*10/2016 – 01/2022*

* Monitored stock levels and coordinated orders for German and Japanese car spare parts, ensuring optimal stock levels and timely replenishment.
* Oversaw day-to-day operations, improving workflow efficiency and ensuring compliance with safety and quality standards.
* Managed inbound and outbound logistics, optimizing routes to reduce transportation costs and meet delivery schedules.
* Led and trained a team of warehouse staff, fostering a collaborative environment focused on productivity and safety.

**Technical Sales Engineer**

AL-Shafa Tech. Est. – Saudi Arabia

*08/2013 – 05/2015*

* Developed and maintained relationships with clients to exceed sales targets
* Provide detailed information and demonstrations of photocopiers, printers, and projectors to potential clients.
* Explain the technical specifications, features, and benefits of the equipment in a way that addresses the specific needs of customers.
* Work closely with clients to understand their office equipment requirements
* Recommend the most suitable products based on their needs, ensuring optimal functionality and cost-effectiveness.
* Negotiate terms and finalize sales agreements.

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|  **EDUCATION** |

**Bachelor of Engineering**

Cambridge Institute of Technology - India

*06/2008 – 06/2012*

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|  **CERTIFICATES** |

Certified in Logistics & Supply Chain Management – Qatar

Certified in Project Management (PMP) – Qatar

CPP/CPPM (American Purchasing Society) – Qatar (waiting for examination date)