

**Ibaad Moeen**  
**Supply Chain Professional – SCP,**  
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## **CAREER HISTORY:**

### **Newports Institute of Communication & Economics:**

**Assistant Director:** October 2016 – December 2017

**Lecturer:** September 2015 – December 2017

- Develop, implement, and maintain Institute’s policies, directives, and standards aimed at maximizing effectiveness and minimizing downtime of systems. Work with the director to coordinate and supervise daily operations.
- Review cost factors and estimates used in planning, organizing, and scheduling work, preparing bids, selecting vendors or subcontractors, and determining cost effectiveness.
- Develop and implement short and long-range plans, conceptual designs, and capital outlay (budget) requirements and documentation for assigned area(s).
- Designing and launching the training programs to all stakeholders as per the requirement and documentation of all procedures for operation development.
- Understand, research, and develop infrastructure requirements for growing academic and research environments.
- Maintain scheduling of events and represent the company when needed.
- Complies with all Govt. policies and other regulatory bodies.
- Fulfill duties as assigned by the director.

### **Bahria University:**

**Lecturer:** September 2013 – to – Date

Supply Chain Management (BBA),

Inventory Management (MBA – Spec. SCM)

Sourcing & Logistics (MBA – Spec. SCM)

Warehousing Management (MBA – Spec. SCM)

### **NCMPR – National Centre for Maritime Policy Research:**

**Lecturer:** June 2014 –to – Date

Supply Chain Management (PGD – EMBA),

Logistics Management (PGD – EMBA)

## **Coca-Cola Beverages Pakistan Limited:**

Jan 2010 – September 2013.

**Key Accounts – Institutes:** (Education, Military, Hospitals, Canteens, Petromarts, and Parks) (February 2013 – September 2013):

Key Responsibilities include but were not limited to:

- Route Planning, Designing, & Execution of cost-effective delivery system.
- Forecasting of new sensitive emerging market related issues.
- Team Training from Middle Management to Field force to achieve organizational objective.
- Business development and retention.
- Planning, Evaluating, & Implementing sales processes and procedures to improve turnaround time and application of marketing tools effectively.

**General Trade** (Jan 2010 – to – Jan 2013)

Key Responsibilities include but were not limited to:

- End-to-End Supply Process evaluation and pioneering measures to reduce Lead Time.
- Distribution Management System and Process Re-engineering to enhance ROI's.
- Inventory control processes and managing time to market.
- Sales and team management processes, improvement and reengineering.
- Driving organizational alignment and ownership with the cross functional teams for successful business operations.

**Karam International (Pvt.)Ltd.:** September 2008 – December 2009.

Served as a **Business Developer**, and was responsible for identifying & evaluating new market opportunities, and the relationship development of business natives.

**World Call Telecom Ltd.:** May 2008 – September 2008.

Had been a **Sales Officer** and a first-rate **Team Leader** for 11 (Eleven) executives.

The basic responsibilities include: Training of the executives, Generation of daily sales reports, and Meeting sales targets.

**E-commerce Pte. Ltd. (Yellow Pages):** June 2006 –March 2008.

**Press and Media Coverage** for international events.

The basic responsibilities include: Covering the whole event and The Chief and VVIP guests, Generation of Press Releases and Interviews of the exhibitors for the Documentary of the event.

## **ACADEMIC QUALIFICATIONS:**

- **Bahria University: MS – Project Management** (Continued)
- **Skill Development Council: Certification Course (2011-12)** – Supply Chain Management.
- **Preston University: M.B.A.** (2010), **Majors: Marketing**
- **Preston University: B.B.A** (2008), **Majors: Marketing & Finance.**
- **P.E.C.H.S Foundation College: Intermediate** (2003), **Pre-Medical.**
- **Aligarh Muslim University Academy: Matriculated** (2001), **Science.**

## **PERSONAL INFO:**

- **D.O.B:** 03<sup>rd</sup> June, 1985
- **Father's Name:** Nadeem Moeen
- **Religion:** Islam
- **Nationality:** Pakistani
- **Marital Status:** Married
- **C.N.I.C No. :** 42201 – 8796514 – 7
- **Linguistic Skills:** Fluency in English and Urdu.
- **IELTS:** Listening: 08, Speaking: 07, Reading: 07, Writing: 6.5
- **Home Town Address:** D-52, Block-7, Gulshan-E-Iqbal, Karachi, Pakistan, 75300.

## **Reference:**

Will be endowed upon kind request.

## SUCCESS STORIES

### Bahria University:

- **Supply Chain Renovation: 7<sup>th</sup> May, 2018**
  - ✓ Organized a seminar on highlighting Innovative Supply Chain practices.
- **Systematic Supply Chain: 18<sup>th</sup> December, 2017**
  - ✓ Organized a seminar on Importance of a systematized Supply Chain Structure for businesses.
- **CPEC & Competitive Advantage of Pakistan on Neighboring Countries: 8<sup>th</sup> May, 2017**
  - ✓ Organized a seminar on Strategic Importance of CPEC and Pakistan.
- **Lean Vs Green: 29<sup>th</sup> November, 2016.**
  - ✓ Organized a symposium on Lean Management versus Green Management.
- **Green Supply Chain: 02<sup>nd</sup> May, 2016**
  - ✓ Organized a seminar on Green Supply Chain.
- **Supply Chain Customization: 22<sup>nd</sup> December, 2015.**
  - ✓ Organized a seminar on Supply Chain Customization.
  - ✓ Spoke about how to bring happiness in our lives & people around us.
- **E-SCM, 23<sup>rd</sup> May, 2015.**
  - ✓ Organized a seminar on the Electronic Supply Chain Management and Practices.
  - ✓ Spoke about Motivation on creating the opportunities for one-self by university projects.
- **Supply Chain Mania, 13<sup>th</sup> December, 2014.**
  - ✓ Organized a seminar on the Supply Chain frenzy in the market.
  - ✓ Spoke about cashing and creating the opportunities in Supply Chain for others.
- **Guest Speaker Session, 26<sup>th</sup> March, 2013.**
  - ✓ **‘Surviving in Competitive Market’**
    - ✓ Spoke to a seminar organized at Bahria University Management Campus by Faculty of Management Sciences on Surviving in Competitive Market with other Market Professionals.
- **TLC – The Leadership Conference, 11<sup>th</sup> – 13<sup>th</sup> April, 2014.**
  - ✓ Managed the event and Spoke to the audience about how to be a leader? Skills, Attributes, and persona of a leader. Practically showed them through a participant’s activity.

### Coca-Cola Beverages:

- Managed *Karachi’s Biggest & Premium Club Distributor*. March 2012 to Jan 2013.
- Worked and successfully implemented the ‘*Turnaround Plan*’ as Planned and drafted by the company.
- Managed *Coca Cola’s Mega Project CDC – ‘Cyclovan Distribution Centre’*.
- Managed National Key Account – *Pakistan Railways*. (March, ’11 – to – March, ’12).
- **Training and Development, 15<sup>th</sup> July, 2013:**
  - ✓ Trained the Mid-Year Batch of Pre-Sellers and Market Development Officer for their roles in the Organization.
- **Positions @ Coca Cola Beverages:**
  - ✓ Secured 3<sup>rd</sup> (Third) Position in whole Karachi and Hyderabad region combined, for business growth for the month of March, 2010.
  - ✓ Secured 17<sup>th</sup> (Seventeenth) Position in whole Karachi and Hyderabad region combined, for business growth for the month of September, 2010.

- ✓ Secured 3<sup>rd</sup> (Third) Position in whole Karachi and Hyderabad region combined, for business growth for the month of November, 2010.
- ✓ Secured 7<sup>th</sup> (Seventh) Position in whole Karachi and Hyderabad region combined, for business growth for the month of September, 2011.
- ✓ Secured 8<sup>th</sup> (Eighth) Position in whole Karachi and Hyderabad region combined, for business growth for the month of October, 2011.

### **Sir Syed University of Engineering & Technology**

- **Motivational Speaker, 07<sup>th</sup> September, 2013.**
  - ✓ Spoke to the student engineers about the Motivation and Success, truth of life, entrepreneurship, creation of business opportunities, and threat maneuvering.

### **PAF KIETS:**

- **Guest Speaker Session @ City Campus, 19<sup>th</sup> March, 2012.**  
**‘Managing Mass Communication: Advertising, Sales, Promotion, PR. Market Segment, Segmentation, & Target Market.’**
  - ✓ Spoke to the University Students about Managing Mass Communication. It’s importance, uses, future, and practical market implementation.
- **External Evaluator @ Korangi Campus, 3<sup>rd</sup> July, 2012.**
  - ✓ 14<sup>th</sup> Project Conference & Poster Competition.
- **Guest Speaker Session @ City Campus, 17<sup>th</sup> March, 2012.**  
**‘CRM – Customer Relationship Management’**
  - ✓ Spoke to the University Students about the Customer Relationship Management. It’s importance, uses, future, and practical market implementation.

### **BIZTEK:**

- **Guest Speaker Session @ North Campus, 5<sup>th</sup> August, 2012.**  
**‘Organizational Behavior & Leadership’**
  - ✓ Spoke to the MBA Executive Students – Field Professionals about the Organizational Behavior & Leadership.
- **Guest Speaker Session @ Gulshan Campus, 15<sup>th</sup> May, 2012.**  
**‘Supply Chain Management’**
  - ✓ Spoke to the University Students (BBA) about the Supply Chain Management.

### **Ingroup Trainings:**

- **Guest Speaker – 1 Day Session, 17<sup>th</sup> September, 2011.**  
**‘Brainstorming, SWOT & TOWS’**
  - ✓ Spoke to the corporate audience on Brainstorming, Reverse Brainstorming, Applications of Brainstorming, SWOT and TOWS in Practical work field.
- **Associate Guest Speaker, 23<sup>rd</sup> July, 2011.**  
**‘Integrated Supply Chain Management’**
  - ✓ Spoke to the Corporate Audience on Distribution and Warehousing, Management and Maintenance of Warehouses and Distribution.

### **Preston University:**

- **Preston University: President Student Council. 2006 – 2008**
  - ✓ Most Active Student Award 2006