

Sajid Iqbal

Assistant Manager – Technical Stores & Supply Chain | 22+ Years in Inventory, Logistics &



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Rawalpindi - Pakistan

SUMMARY

Results-driven and detail-oriented Assistant Manager – Technical Stores at Maple Leaf Cement Factory, with over 6 years of progressive experience in supply chain, inventory control, and warehouse management. I have a proven track record of executing and leading key industrial initiatives, including Warehouse Development Projects for Line 3 and Line 4, the Digitization of the Gate Pass System (Phases I & II), and the Alternative Fuel Supply Chain Initiative (60% coal and 40% husk model). Currently, I manage an inventory valued at over PKR 7.6 billion while leading a team of 20 personnel. I specialize in optimizing operational processes, ensuring stock accuracy, and aligning logistics with procurement strategies. My hands-on expertise includes ERP systems (Inventory & Procurement Modules), warehouse layout planning, safety compliance, territory sales planning, and customer relationship management.

EXPERIENCE

Assistant Manager Technical Stores

Maple Leaf Cement Factory

January 2011 – Present Mianwali, Pakistan

- Responsible for daily management of stores and spare parts inventory
- Monitoring stock levels and replenishment planning
- Coordinating vehicle receiving schedules
- Managing internal and external audits with zero inventory variance
- Implementing KPIs to reduce inventory variance
- Maintaining temperature-controlled storage areas
- Handling inventory valued at PKR 7.6 billion
- Leading and supervising a team of 20 staff members
- Managing gas cylinders and highly flammable items safely
- Overseeing plant scrap yard operations
- Reconciling gate passes on a daily basis
- Executing space utilization KPIs in warehouse
- Implementing plant-level gate pass control systems
- Ensuring effective 5S implementation in warehouse operations
- Enforcing HSE (Health, Safety & Environment) compliance
- Issuing and monitoring explosives in accordance with safety regulations
- Managing diesel and petrol receiving and issuance processes

Territory Sales Officer

International Brand (Pvt.) Limited

Apr 2002 – Nov 2010 Mianwali, Pakistan

EDUCATION

Master of Business Administration

Gomal University, Mianwali Campus

2017 - 2019 Mianwali, Pakistan

Bachelors of Art (BA)

University of Peshawar

2013 - 2015 Peshawar, Pakistan

Bachelors of Education (B.ED)

Allama Iqbal Open University

2011 Islamabad, Pakistan

PROJECTS

- Conducted AMAN KI ASHA Mega Event (2016)**
Successfully organized and executed a large-scale corporate event at Maple Leaf Cement.
- Line 3 Plant Projects – Warehouse Development (2017)**
Oversaw warehousing operations and logistics support for Line 3 plant expansion.
- Recon Bulk Shipments with Procurement (2018)**
Managed bulk shipment coordination in alignment with procurement strategies.
- Line 4 Plant Projects – Warehouse Implementation (2019)**
Led warehouse planning and setup for Line 4 plant construction.
- Systematic Gate Pass Development – Phase I (2019)**
Developed a systematic gate pass solution to streamline plant access control.
- 60% Coal & 40% Husk Fuel Supply Chain Project (2023)**
Supervised full-cycle supply chain operations ensuring smooth logistics and inventory control.
- Systematic All-Gate Pass Development – Phase II (2024)**
Collaborated with the security department to enhance plant entry protocols through a digitized gate pass system.

- **Territory Sales Planning & Execution**
Strategically managed sales operations within the assigned region by conducting market research, identifying growth opportunities, and developing actionable plans to achieve and exceed sales targets.
- **Client Relationship Management**
Built and maintained strong relationships with key clients and distributors, ensuring consistent customer engagement, retention, and satisfaction through effective communication and service delivery.
- **Team Coordination & Sales Training**
Coordinated with cross-functional sales teams to execute sales initiatives aligned with company goals; conducted regular team meetings and training sessions to enhance product knowledge and improve sales techniques.
- **Incentive Programs & Performance Monitoring**
Developed and implemented sales promotions and incentive schemes to motivate the sales team, drive revenue growth, and monitor individual and team performance against KPIs.

TRAININGS

- **5S Implementation** – Methodology for organizing and maintaining a clean, efficient, and productive work environment.
- **5 Whys Analysis** – Root cause analysis technique used for identifying underlying issues in operational processes.
- **HSE (Health, Safety, and Environment) Training** – Focused on promoting workplace safety, health compliance, and environmental responsibility.
- **Civil Defense Training** – Emergency preparedness and response training for handling critical situations effectively.

LANGUAGES

English Fluent	
Urdu Native	
Punjabi Native	

REFERENCE

Will be furnished on demand.

PROFESSIONAL SKILLS

- Supply Chain Management
- Warehouse Management
- Inventory Control
- Enterprise Resource Planning (ERP)
- Transportation Management Systems (TMS)
- Warehouse Management Systems (WMS)
- Barcode & RFID Technology
- Automated Storage & Retrieval Systems (AS/RS)
- Procurement Management
- Logistics Coordination
- Scrap Management
- Alternate Fuel Systems
- Project Management
- Predictive Analytics
- Inventory Forecasting
- Manual & Auto Calibration
- Data Entry & ERP Accuracy
- Cost Reduction Strategy
- Gate Pass System Development
- Territory Sales Planning & Execution
- Client Relationship Management
- Sales Forecasting & Reporting
- KPI Monitoring & Performance Tracking
- Team Coordination & Sales Training

TOOLS & TECHNOLOGIES

- MS Office (Word, Excel & PowerPoint)
- Oracle ERP
- Focus Pro
- Fusion ERP
- Mobile Inventory Applications
- Alternate Fuel Systems
- Auto & Manual Calibration