

SYED WASIULLAH HUSSAINI

Mobile: + 974 7028 8564
Email: wasi4729@hotmail.com



Supply Chain Management Ware House Management Sales & Marketing or Logistics Company

PROFESSIONAL PROFILE

SUMMARY OF SKILLS

AREAS OF EXPERTISE

Professional Skills

- Logistics
- Purchase Coordination
- Procurement
- Vendor Development
- Inventory Control
- Cost Reductions
- Warehouse Management
- Liaison / Coordination
- Techno-Commercial Functions
- Documentation
- Relationship Management
- Process Improvements
- Communication
- Negotiation
- Technical Services
- Team Management

Business Skills

- Relation
- Process Improvements
- Communication
- Negotiation
- Technical Services
- Team Management

MANAGEMENT SKILLS

- Excellence in Analysis and Problem Solving
- Sound Judgement and Decision Making Skills
- Strong Influencing Skills
- Achievement oriented Team Builder
- Persuasive Communicator

Experience Profile

- ✓ An accomplished professional with over 24 + years of rich experience with well known organisations.

Core Competencies Evolved

- ✓ Abilities in harmoniously managing day to day tasks with a talent for **Supply Chain Management** involving Logistics, Procurement,
- ✓ Administration, Warehouse Administration, Inventory Control, Techno-Commercial functions, Vendor Management Documentation & Client Relationship Management in line with industry best practices.

Notable Career Highlights

- ✓ Holds the distinction of managing Multiple tasks.
- ✓ Possess excellent analytical skills that have been put to good use while evaluating project feasibility, planning etc. across assignments.
- ✓ Superior record of executing critical projects on time and within budgets.
- ✓ Distinction of effectively steering Procurement with accomplishments spanning reduction in Material Costs; enhancing Vendor Performance.
- ✓ Demonstrated abilities in addressing operational issues, resolving performance bottlenecks and achieving desired objectives.

The Focus

- ✓ Capable of translating Techno-Commercial functional experience for Supply Chain initiatives involving implementation of Project, Development of New Vendors, Cost Reduction & Quality Initiatives.
- ✓ Have a fair perspective on the Business Environment with understanding of inter-relationships between diverse & complex tasks.
- ✓ A globally focussed, learned and aware professional who now wishes to apply the above qualifications and work experience with MNC's & renowned Indian Corporates.

Accomplishments:

- ✎ Represented Supply Chain Management Department (SCM) for 3rd & 4th Surveillance Audit for ISO 9001-2000 Standard Certification.
- ✎ Promoted as Senior Logistics Executive to take care of entire Exports when Magnum Connect was formed in Jebel Ali Free Zone, Dubai.

- ✎ Received appreciation from the dealer sales team for being a supportive guide in terms of appreciating efforts on achieving targets.
- ✎ In-Charge of Corporate as well as Local Dealer Sales Order Processing & Shipment Execution.
- ✎ Handled Sales order Processing & follow-up till delivery to the customers & receipt of Proof of Deliveries (POD).
- ✎ Directed instructions to Third Party Logistics for order processing & packing instructions as per customer requirement.
- ✎ Facilitated Shipment inspection to ensure proper Packing & Delivery as per Customer requirements.
- ✎ Monitoring the SOP Team & 3PL to ensure order processing as per the Cut-off schedules.

Nov - 2011 – Till Date
Promo Art for Advertising & Promotional Gifts.
Marketing Manager.

The Growth Path

Nov - 2011 – till date Marketing Manager

Clients Handled:

Leading Advertising, Printing and promotional gifts Company in **Qatar (DOHA)** which deals with Printing materials like digital printing, offset printing, sun silk printing, T-Shirt printing, caps printing, Etc., and deals in promotional gifts items.

Sales Manager.

Joined Promo Art for Advertising & Promotional Gifts as **Sales Manager** to sale the gift items and the service of Printing materials like digital printing, offset printing, sun silk printing, T-Shirt printing, caps printing, Etc., and deals in promotional gifts items.

- Plan monthly detail calendars at least 1 month in advance for tasks to complete on promotions. This includes confirming pricing and delivery information and scheduling meetings to ensure promotion needs have been communicated and completed successfully before advertisements break.
- Reference and document communication on all levels. Concise, proactive, professional emails, voicemails, phone-calls, and memos
- Continue education on knowledge of products and manufacturers within clients' industry.
- Keep awareness of clients' routing and operational policies, procedures, schedules, impacts, and projects.
- Maintain strong knowledge of discounting and cost structures, and how to calculate them.
- Print and organize monthly orders for input & reference
- Establish effective communication within each department of the company involved in the promotions process and know the contact in each department for best execution.
- Coordinated and implemented various sales and promotional efforts for consumer/commercial markets.
- Acted as liaison to business units, vendors and brokers and participated in the development of marketing plans and other initiatives.
- Provided analytical support and developed direct marketing campaigns.
- Recommended strategies that increased sales effort and its efficiency by over 60% annually.

Mar - 2010 – Sep - 2011
Al – Bugshan Advertising & Promotional Gifts.
Business Development Manager.

The Growth Path

March - 2010 – Sep - 2011 Business Development Manager

Clients Handled:

Leading Advertising, Printing and promotional gifts Company in **Saudi Arabia (JEDDAH)** which deals with Printing materials like digital printing, offset printing, sun silk printing, T-Shirt printing, caps printing, Etc., and deals in promotional gifts items.

Business Development Manager.

Joined Al – Bugshan Advertising & Promotional Gifts as **Business Development Manager** to sale the service of Printing materials like digital printing, offset printing, sun silk printing, T-Shirt printing, caps printing, Etc., and deals in promotional gifts items.

- Established community-based marketing programs and events and reviewed communication materials for compliance.
- Coordinated activities among ad agencies and other marketing partners.
- Tracked budgets, and monitored campaign results as well as return on investment.
- Visited clients to demonstrate products, showed samples and took orders.
- Planned and met sales targets and budgets
- Carried out formal presentations of products using videos and other training aids, attended promotional markets and organized product displays.
- Worked on telemarketing campaigns.
- Worked out customers' needs and explained and demonstrated products to them.

Mar - 2007 – Jan - 2010
Power Mak Industries Private Limited
Logistics Coordinator

The Growth Path

Mar -2007 Logistics Coordinator (Specialised in Inbound & Outbound)

Clients Handled: Leading Diesel Generators Rental Company in **Andhra Pradesh (INDIA)** which deals with Diesel Generators on Rental Basis.

Diesel Generators like Caterpillar, Ashok Leyland, Etc,

Senior Inventory & Logistics Executive:

Joined Power Mak Industries as **Logistics Coordinator** to take care of entire Purchase of Diesel Generators, Rental's of Diesel Generators and Dispatch of Diesel Generators all over **India**.

Significant Highlights across the tenure with the organisation include:

- Chief responsibilities pertained to issuing the material from stock to daily dispatches.
- Involved in Report Generation for Top Management analyzing performance of Warehouse Team.
- Directing and controlling over-all physical & computerized Inventory every Year & preparing report to the management.
- Updating all purchase, Stock and Rental's Vouchers and preparing all inventory reports.
- To follow-up the work program and to take all necessary action, in order to perform to maximum potential at all times with the schedule.

Jan - 2003 – Jan - 2007
Mohammed Abdul Mohsin Al – Kharafi & Son's Group of Company's
Inventory Controller

The Growth Path

Jan - 2003 – Jan - 2007 Inventory Controller (Specialised in Manual & Computerized)

Clients Handled: Leading Paper & Equipment Division in **Kuwait** which deals with Papers, Graphic's Items & Machineries Spare Parts Items.

Paper like Glossy, Matt, Conqueror, Bristol Board, Contour, Envelopes, Photo Copy Paper, Carbon less, Etc, Graphics like Self – Adhesive Stickers, Electra Excel Plates, Easy Print Plates, Sun Chemical, Van's son, Fountain Solution Etc,

Senior Inventory & Logistics Executive:

- Joined Al – Kharafi group of companies as **Inventory Controller** to take care of entire Warehouse & Showroom Management system in **Kuwait**.
- Involved in steering initiatives towards achievement of organisational goals and vision with chief responsibilities pertaining to Warehousing, Order processing, Shipping & Logistics of Dealer Sales etc.

Significant Highlights across the tenure with the organisation include:

- Actively involved in placing Orders/Schedules to the Suppliers as per the negative system stock report against sales reports & updating all purchase, stock & sale's vouchers & preparing all reports.
- Chief responsibilities pertained to issuing the material from stock to daily dispatches.
- Involved in Report Generation for Top Management analyzing performance of Warehouse Team.
- Directing and controlling over-all physical & computerized Inventory every six month & preparing reports to the management.
- Receiving the (S.R.V) Stock Receive vouchers and (S.T.V) Stock Transfer Voucher and updating the system accordingly.

Sept - 1996 – Jun - 2002
SEVEN SEAS COMPUTERS, DUBAI
Senior Logistics Executive

The Growth Path

Sept - 1996 – Jul - 1997 SOP In Charge (Sales Order Processing)
 Jul - 1997 – Jun - 2002 Sr. Logistics Executive (Magnum Connect FZCO-Part of Seven Seas Computers)

Clients Handled:

leading IT companies that deal with brands like, HP, Dell, Nokia, Foundry, Brandrex, Fingertec.

Senior Logistics Executive:

- Joined Seven Seas Computers as **SOP In Charge & Promoted as Senior Logistics Executive** to take care of entire Exports when Magnum Connect was formed in Jebel Ali Free Zone, Dubai.
- Involved in steering initiatives towards achievement of organisational goals and vision with chief responsibilities pertaining to Warehousing, Order processing, Shipping & Logistics of Dealer Sales (Exports) etc.

Significant Highlights across the tenure with the organisation include:

- Actively involved in placing Orders/Schedules to the Suppliers as per the negative system stock report against sales reports.
- Chief responsibilities pertained to issuing the material from stock to daily dispatches.
- Facilitated Shipment Execution of all Exports Orders & Transfer of Ownership within Jebel Ali Free Zone, Passing Bill of Entries for Export/Import/Transfer of Ownership & Temporary Admissions through Jebel Ali Customs.
- Effectively liaised with Dubai Ports & Customs and Jebel Ali Free Zone Authorities.
- Involved in Report Generation for Top Management analyzing performance of SOP & Warehouse Team.

SUMMARY OF QUALIFICATIONS

A Highly Successful Sales Promoter with Huge background experience in Direct marketing and promotional efforts for consumer/commercial markets

- More than 5 years of sales promotion experience
- Ability to handle sporadic workload
- Extraordinary ability to meet deadlines
- Ability to create impressive visual promotions
- Excellent interpersonal skills
- Sound communication skills
- Strong organizational skills
- Ability to lead teams to achieve success
- Knowledge of financials and budgets

EDUCATION

Bachelor of Computer Science (**B.Sc**) from **Osmania University**, India

Honours Diploma in **Hardware & Networking (Novell 3.01)** from (C.C.T)
Computer Communication & Technology.

Software Diploma in **Oracle – 7.1 with Developer / 2000** from (F.I.I.T)
Frontier Institute of Information Technology.

Honour Diploma in **System Developing & Management** from (N.I.I.T)
National Institute of Information Technology.

Honours Diploma in **Web Designer with Active Server Pages & Adobe Photo Shop**
From Comp – U – Learn.

LANGUAGES

Fluent in Arabic (Reading, Speaking)
Fluent in English (Reading, Writing, Speaking)
Fluent in Hindi (Reading, Writing, Speaking)
Fluent in Urdu (Reading, Writing, Speaking)
Fluent in Telugu (Reading, Writing, Speaking)

PERSONAL VITAE

Father Name : Syed Nusrathullah Hussaini.
 Date of Birth : 14th May 1975
 Marital Status : Married
 Passport No. : Indian Passport # U 7453276
 Valid Up to : 14th Oct 2030
 Place of Issue : State of Qatar.
 Valid driving licences of India, K.S.A. & Qatar.

(Syed Wasiullah Hussaini)