Muhammad Tahir
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EDUCATION

Shaheed Zulfikar Ali Bhutto Institute of Science and Technology (Karachi, Pakistan)   **Aug '17 - June '19**
MBA – Supply Chain Management

University of Karachi   **Aug '13 - June '15**
Masters of Commerce

WORK EXPERIENCE

Ayul International Trading LLC (COGEF Group- UAE)   **Oct '23 – Present**
Retail Planner & Data Analyst

- **AXPERT MIS Implementation:** Prepared authority matrix and cut-over strategy with go-live and post go-live plan for the company named **Maison Galaxy in DRC.** Designed system's process flow charts. Arranged EUT and developed UAT scenarios. Performed master data cleansing activity to upload data in PRD server. Designed master data quality assurance utility.
- **Digitalization and Automation:** Automate daily negative margin report, OTF, retail change POS vs. database and Slow mover and potential stock report based on predefined logic in system.
- **Store Layout Planning:** Developed space and unit allocation planning toolkit based on categories SOS and region-specific display strategy on sub- category and brand level. Prepared floor layout plans with category placement and category adjutancy considering consumer's buying mission and shopping journey. Finalized store's fixtures and displays based on detailed elevations and 3Ds.
- **Category Development:** Developed business performance model on LFL. Identifying organizational, category's growth% and low performance categories. Setting targets with buyers and planning to leverage based on trend analysis.
- **Management Reporting:** Developed sales and purchase dashboard for management on YoY, YTM and YTD on Power BI. Prepare Monthly business performance bulletin and share with management.
- **Target Settings:** Share weekly, monthly and quarterly sales targets with operations location wise and evaluate performance based on target allocation.
- **Retail Audit:** Visiting retail companies operating in different African regions under company's portfolio. Evaluating their current structure, polices & procedures, material master data, MIS and reports. Identifying the gaps and suggesting the solutions with retail best practices.
- **Standardization and Globalization:** Developed standard business process flows and procedures. Coordinate with all locations to comply with approved global standard retail practices across all locations.
- <u>**Key Achievements:**</u>
  Successful implementation of **Axpert (Oracle Platform) Retail and Qlik View.** Automate **Bakery Production Process** in Axpert based on production module and created **BOM** in system with the consent of category head.

Imtiaz Super Market   **Feb '19 – Oct '23**
Assistant Manager Commercial Planning

- **SAP S4 HANA Power User (MM&SD):** Designed BPDs according to ISM's policies and procedures. Conducted PUT, UAT and tested all business scenarios. Provided master data as per cutover strategy. Developed post go-live data cleansing plan.
- **Changes and Innovation:** Automate daily retail price change and trade price change by customized utility in SAP.
- **E-Commerce:** Designed E-Com business processes. Developed manpower, DOC and SOQ toolkit. Designed WH capacity model.
- **MRP Planning:** Designed customized MRP forecast tool in **SAP S4 Hana**. Proposed demand forecast scientific methodology to calculate periodic customer's demand. Developed SOPs and designed user wise roles and responsibilities, which includes maintaining inventory level and closure of all open documents in system to generate vendor wise auto PR in system.
- **Category Planning:** Developed scientific category assortment planning toolkit for upcoming branches in future, which helps supply chain to fill store inventory considering store capacity and operation to align merchandising strategy.
- **Demand Forecast:** Developed demand forecast and reordering toolkit on the basis of supplier lead time, DOC and ROP to manage vendor wise reordering.
- **Joint Business Plan:** Developed business plan on category level to negotiate with vendors on L.I and future targets.
- **Tail Analysis:** To identify slow mover and dead SKUs, which helps company in new brand induction and remove dead SKUs.
- **Pricing and Promotion:** Conducted price survey and gathered market intelligence to become market competitive. Proposed promotion calendar and designed promotion flyers with creative team. Developed post promotion analysis toolkit.
- **Sales and Purchase Analysis:** Circulate like for like purchase and sales analysis section, department, category, subcategory, vendor and brand wise which helps buyers to analyze their karory's performance and set targets.
- <u>**Key Achievements:**</u>
  Life time achievement to become a part of **Successful implementation of SAP S4 HANA Retail** in Pakistan.
  Prepared **Cross Docking Model** for fruits and vegetables warehouse. Operation is live at platform since 10-Jan-2020.

Crescent Steel and Allied Products Limited **Jul '17- Feb '19**

Officer Supply Chain
- **Demand Planning**: Closely coordinated with factory and managed inventory simulation to generate re-order quantity.
- **Management Information:** Circulated daily raw material movement report, pertaining the information of new order booking, material at port and material in transit.
- **MIS Report Development:** Developed demurrage, detention and selection of mode of transportation toolkit, which helped in reducing company's overall supply chain cost.
- **Import**: Managed import of raw material. Coordinated with finance department, banks, clearing agent and transporter to get shipment delivered at plant's facility on time.
- **Local Procurement**: Developed vendor selection toolkit and managed daily procure to pay cycle with 3 matching process.
- **Departmental Policy Manuals:** Steered in up gradation of supply chain policies and procedures manuals.
- **Logistics:** Managed transactional relationship with 3rd party logistics companies and entire group in-bond logistics.

Crescent Steel and Allied Products Limited **Apr '16- Jun '17**

Management Trainee
- **Quarterly Rotation:** Quarterly Rotation to each department to have better understanding of core business functions and analyzed how different departments helped to achieve strategic goals.
- **Human Capital Management Software Implementation:** Established URS document (User's Requirement Document) according to company's policies and procedures manuals. Conducted UAT (User's Acceptance Testing) and tested business scenarios in test run environment. Successfully get two modules implemented during my training period.
- **Project Management:** Managed factory plant extension and head office renovation project.
- **Budgeting:** Prepared quarterly and yearly departmental budget.

ANALYTICAL SKILLS

TECHNICAL SKILLS

Financial Analysis	MS Excel	MS Project	Visio
Marketing Research	MS PowerPoint	Power BI	SPSS
	MS Word	SAP S4 HANA	Qlik

INTERESTS

Reading | Current Economic Affairs | Movies & TV Shows | Cricket