

# MUHAMMAD HARIS JANOO

## Supply Chain & Finance Manager

Karachi, Pakistan | +92 333 3047830 | harisjanoo@gmail.com | [LinkedIn](#)

### PROFILE SUMMARY

Results-driven Supply Chain & Finance Manager with over 12 years of expertise in optimizing procurement processes, managing complex supply chains, and driving financial performance. Demonstrated success in implementing cost-effective strategies that enhance operational efficiency, reduce costs, and improve supplier relationships. Adept at leading cross-functional teams, analyzing market trends, and mitigating risks to ensure seamless supply chain operations. Known for a strategic mindset, strong negotiation skills, and a commitment to continuous improvement, I excel in delivering results that align with organizational goals. Proficient in SAP, Oracle, and advanced data analysis, I am dedicated to driving growth and operational excellence in dynamic business environments.

### PROFESSIONAL EXPERIENCE

#### Procurement Manager | Metal Engineering Works, Karachi, Pakistan | Nov 2022 – Present

- Directed procurement strategies to ensure the timely and cost-effective acquisition of high-quality raw materials and equipment, resulting in significant cost savings and operational efficiencies.
- Built and sustained strong supplier partnerships, negotiating favorable contracts that consistently secured the best terms and ensured reliable supply chain continuity.
- Conducted in-depth cost analysis and market research, successfully identifying cost-saving opportunities and mitigating risks such as price volatility and supply chain disruptions.
- Collaborated closely with production and logistics teams to streamline inventory management, reducing stockouts and excess inventory, while maintaining optimal material availability.
- Established and enforced rigorous supplier performance standards, effectively resolving issues related to quality, delivery, and service, ensuring continuous improvement and compliance.

#### Real Estate Manager | Tabani Real Estate, Karachi, Pakistan | Oct 2021 – Oct 2022

- Managed a diverse portfolio of residential and commercial properties, overseeing the entire sales and purchase lifecycle, from initial prospecting to final negotiations, ensuring high client satisfaction and successful transactions.
- Conducted in-depth market research and property analysis, identifying lucrative investment opportunities and aligning transactions with client goals, which led to optimized sales and acquisitions.
- Led negotiations with buyers, sellers, and stakeholders, leveraging strong communication and negotiation skills to secure favorable terms and close deals efficiently.
- Enhanced client relationships and retention, providing personalized service and strategic advice, resulting in repeat business and positive referrals.

#### Import Manager - Supply Chain Department | Idrees Corporation, Karachi, Pakistan | Nov 2018 – Sep 2021

- Oversaw the entire supply chain process, including procurement, warehousing, logistics, and customs clearance, ensuring seamless operations and timely delivery of imported goods.
- Expertly negotiated supplier contracts, securing competitive pricing and favorable terms, which enhanced the company's bottom line.
- Maintained precise inventory levels in both dry and cold storage facilities, ensuring product availability while minimizing holding costs.
- Collaborated with customs authorities and freight forwarders to reduce lead times, optimizing the performance of international shipments and ensuring compliance with regulatory requirements.

#### Supply Chain Manager | A&A Services (Sole Agents of GUNVOR & LITASCO), Karachi, Pakistan | Jul 2017 – Oct 2018

- Led the preparation and submission of tenders for Mogas, Jet Fuel, and LNG, ensuring compliance with all regulatory and principal requirements, which contributed to the successful awarding of contracts.
- Managed logistics for vessel operations, coordinating closely with principals and customers to ensure timely and efficient delivery of products, upholding high standards of service and compliance.
- Streamlined communication and coordination efforts between stakeholders, including suppliers and logistics teams, to optimize the supply chain process and reduce operational delays.
- Maintained stringent compliance with industry regulations, continuously monitoring and adjusting logistics strategies to align with evolving requirements and client expectations.

#### Accounts & Finance Officer | Idrees Corporation, Karachi, Pakistan | Feb 2015 – Jun 2017

- Managed accounts payable and receivable for a diverse client portfolio, ensuring accuracy and efficiency in financial transactions.
- Played a pivotal role in auditing processes, contributing to financial analysis, forecasting, and the development of data-driven financial plans that supported strategic decision-making.
- Enforced stringent budget controls, ensuring strict adherence to financial regulations and industry standards, which enhanced financial governance and accountability.

## INTERSHIPS

### Finance Intern | Dupont Pakistan Operations, Karachi, Pakistan | Feb 2014 – May 2014

- Assisted in managing accounts payable and receivable, ensuring accurate processing of financial entries using SAP and FACT systems.
- Handled vendor tax calculations, contributing to the accurate and timely preparation of financial documents.

### Finance Intern | The Hub Power Company Limited, Karachi, Pakistan | Oct 2011 – Dec 2011

- Supported the Accounts Payable, Treasury, and Taxation departments, gaining hands-on experience in financial operations and contributing to daily tasks.
- Assisted in the preparation and review of financial records, ensuring compliance with company policies and regulatory standards.

## PROJECTS

- **Portfolio Management:** Developed a Stock Research Model for Attock Cement.
- **Islamic Banking and Finance:** Created a detailed report on Islamic finance-compliant Asset, Liability, and Treasury Management for Bank Islami.
- **Business Finance Analysis:** Conducted financial ratio analysis for Hubco, providing insights for informed decision-making.

## EDUCATION

- **Master of Business Administration (MBA)** - Supply Chain & Logistics Management | Institute of Business Management (IoBM), Karachi, Pakistan | 2014 – 2015
- **Bachelor of Business Administration (BBA)** - Finance | Institute of Business Management (IoBM), Karachi, Pakistan | 2011 – 2014

## KEY SKILLS

### Technical Skills

- **Procurement Strategy Development:** Expertise in designing and implementing cost-effective procurement strategies.
- **Supply Chain Management:** Proficient in overseeing end-to-end supply chain processes, from procurement to delivery.
- **Financial Analysis & Reporting:** Strong analytical skills in financial forecasting, budgeting, and reporting.
- **Contract Negotiation:** Skilled in negotiating favorable terms and securing advantageous deals with suppliers.
- **Inventory Management:** Adept at optimizing inventory levels to minimize stockouts and excess inventory.
- **Regulatory Compliance:** Ensures adherence to industry regulations and internal standards in supply chain and financial operations.
- **SAP & Oracle:** Proficient in using SAP and Oracle for financial management and supply chain operations.
- **Market Research & Cost Analysis:** Experienced in conducting market research and cost analysis to identify savings opportunities.

### Professional Skills

- **Supplier Relationship Management:** Proven ability to build and maintain strong relationships with suppliers and vendors.
- **Logistics Coordination:** Expertise in managing logistics operations, including vessel coordination and customs clearance.
- **Tender Management:** Skilled in preparing and submitting tenders, ensuring compliance with regulatory and principal requirements.
- **Risk Management:** Proficient in identifying and mitigating risks within the supply chain.
- **Cross-functional Collaboration:** Strong ability to collaborate with production, logistics, and financial teams to drive results.

### Soft Skills

- **Leadership & Team Management:** Experienced in leading and mentoring high-performing teams to achieve organizational goals.
- **Strategic Planning:** Capable of developing and executing strategic plans that align with business objectives.
- **Communication & Negotiation:** Effective communicator with strong negotiation skills, ensuring clarity and success in transactions.
- **Problem-solving & Decision-making:** Demonstrates critical thinking and problem-solving abilities in high-pressure situations.
- **Attention to Detail:** Maintains high standards of accuracy and quality in all aspects of work.