

# SUMAIYAH MURTAZA

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## PROFILE

- Implementing principles of circular economy and reducing production, transportation and material wastages throughout the supply web.
- Determining the optimum level of production output based on stakeholders agreed demand plan.
- Equipment, material, labor, facilities and financial planning against the desired operational output, plus optimizing the resources for production.
- Improving topline revenues and avoiding wasteful production by effective S&OP
- Tank Assembly line lay outing, planning, energy calculations and machines inductions
- Anticipation and maintaining the inventory levels so as to keep the business functioning that involves inventory to location decisions, preemption of Sales/Product and assessing capabilities.
- Exposed to reverse engineering projects for Automobile OEMs
- Developing Maintenance Life Plans for complete facility equipment along with identification of Gxp Spare Parts (GSK Pakistan)

## KEY SKILLS

- |                        |                                |                                   |
|------------------------|--------------------------------|-----------------------------------|
| • Contracts Management | • Supply Chain Management      | • Value Analysis & Cost Reduction |
| • Logistics Management | • Inventory Management         | • Planning & Expediting           |
| • Project Management   | • Staff Development & Training | • Reporting & Presentation        |

## EXPERIENCE (10 YRS)

**AUTOMOBILE CORPORATION OF PAKISTAN, PVT LTD.**

**Jan 2014– Present**

[www.autocom.com.pk](http://www.autocom.com.pk)

*Automobile Corporation of Pakistan (AUTOCOM) has been long known for providing transport solutions for efficient supply chain to a huge list of renowned customers. AUTOCOM has pioneered the adaptation of Semi-trailers in Pakistan.*

*They have their one major manufacturing facility located in West Wharf Pakistan and they have recently extended into a new facility with all the new automated Tanker Manufacturing Machinery. My servings are in middle management Cadres M1, M2 and have recently got uplifted to M3 with a responsibility to head the entire procurement section*

**Senior Manager Supply Chain and Operations (Jul' 2018 – Present)**

**Leadership extended to overseeing the planning and procurement cycle in an integrated manner along with organizing a team of 7 Supply Chain individuals.**

- Ownership of entire procurement planning cycle and raising and scheduling purchase orders, sharing with business partners and follow up.
- Handling the project of BPR for getting SAP B1 implemented for entire Production and Procurement planning cycle.
- Supervising the entire financial cycle and development of Vendor aging.
- Development of new suppliers and making supply chain agile and most adaptable for handling product's PLATINUM, GOLD and SILVER packages.
- Liasing with International trade partners from China, Italy and Turkey for seeking N+3 requirement PFIs, LC establishment, selecting freight forwarders, tracking the shipment and following up for Custom's clearance.



## **Manager Supply Chain and Operations (Jul' 2016 – Present)**

***Leading and managing the S&OP process and meetings, driving consensus and sign-off of demand plans. Also liaising with the operations team to agree on weekly/monthly production plan.***

The position encompasses development and formalizing of SOPs for planning processes and ensuring adequate stocks availability for Raw Material and WIP across all locations.

Also maintaining net Working Capital (Inventories related) at appropriate level.

In addition, I am responsible for continuous improvement of the demand planning processes and systems, the Role also includes:

- Ownership & accountability of the total business unit demand and supply planning. My role synthesizes all inputs across sales, operations, and marketing, finance and supply chain functions.
- Developing and driving the strategy and vision of the demand & supply planning function to keep pace with business structure and priorities; including external benchmarking, continuous improvement of process, systems and defining resource levels, roles, and responsibilities.
- Managing the 'Slow and obsolete moving stocks' (SLOBS) to prevent financial losses, avoid or reduce the generation of 'slow moving stocks' to prevent financial losses.
- Managing all the processes related to Material replenishment planning (MRP).
- Leading the Business Process Re-engineering activity for organization that includes integrating Information from all the functional areas and Identifying "As Is" and "To Be" for better business health
- Providing project leadership during the induction of EBS (Electronic braking) technology in trailers with reverse guard and intelligent trailer programs

## **Manager Production Planning and Material Control (Jan' 2014 – Jul' 2016)**

- Develop and implement plans to efficiently use materials, labor and equipment to meet production targets
- Selection of competitive contractors, price negotiations and generate service orders accordingly.
- Constant monitoring and control of the Project's progress both financially and operationally and reporting the bottlenecks if any.
- Ensure timely arrival of required material by coordination with procurement department after releasing bill of quantities for planned production batch.
- Monitor the complete track of services rendered on each production candidate with a unique identification number for record and referencing.

## **ALSONS AUTOPARTS PVT LTD**

**Jul 2011 – Jan 2014**

[www.alsonsgroup.com/alsonsaap](http://www.alsonsgroup.com/alsonsaap)

*Alsons AutoParts is a Strategic Business Unit of Alsons – a local group established in 1953 with diversified interests in manufacturing, trading and community alleviation. Alsons Auto Parts has been designing, manufacturing and supplying automotive OEMs in Pakistan with functional assemblies and components Worked there as a Senior development Engineer where I was mostly indulged in the reverse engineering projects for Suzuki and Honda Atlas Cars Pakistan Ltd.*

### **Deputy Manager- Engineering and Development**

- Leading the QAV Audit for development projects of Honda Atlas Cars Pakistan Ltd
- Provide project leadership during all engineering projects and representing the development dep't on Obeya platform
- Management of Project activities, timelines & advance project development planning

### **Assistant Manager- Engineering and Development**

- Attending all the RFQs for automobile deletion projects and working out Processing/Tool Amortization/Fixtures and related costs so as to meet the target price.
- Carrying out the project development planning for the so awarded jobs that includes material sourcing, tools/die/fixtures development and Off Tool Sample Trials

- Preparation/Compilation of Technical Data package for each new developed product that includes, Bill of Material, Part List, FMEA, Process Control Sheets, Technical Data Sheets and Process Quality Control Tables.
- Conducting the Process Capability Analysis and computing Cp and Cpk Values so as to qualifying the process for development projects

**DAWLANCE PRIVATE LIMITED, Karachi, Pakistan**

Jan' 2010 – Jun' 2011

[www.dawlance.com.pk](http://www.dawlance.com.pk)

*Dawlance, situated in Karachi (Pakistan), began its operations in 1980 with the production of refrigerators. Today, Dawlance has become the premiere home appliances company in Pakistan with distribution & service centers all across Pakistan and UAE. During the same period, the company has diversified its product range as well.*

### **Planning Engineer**

- To Run MRP through Oracle Advanced Supply Chain Planning Module on the basis of N+ 4 forecasts and cascading the planned order demands to the Next Tier.
- Development of 'master production schedule' based on annual plan and sales priorities and its follow up.
- Release of Jobs for the Factory Made Items, translated from the daily targets.
- To reduce the Amount of Capital Blocked in Inventory by Ensuring RM, WIP and FG turn Overs.
- Inventory Valuation and Analysis using the 80/20 Rule, Presenting Statistical reports to management
- To follow up the timely arrivals of material by having close coordination with procurement section.
- To ensure optimum stock levels with effective inventory management.

## **Education**

### **Master of Engineering Management (Industrial Management)**

**2011 – 2013**

**NED University of Engineering, Karachi, Pakistan**

Got 3.63GPA in Industrial Management Track with Majors like Project Management, Supply Chain Management, Operations Research, Lean Manufacturing, Financial Management & Accounting.

### **Bachelor of Engineering (Industrial & Manufacturing)**

**2006 – 2009**

**NED University of Engineering, Karachi, Pakistan**

Got 78.9% aggregate with Specialization in Industrial & Manufacturing Engineering and was among the top 15 students of class.

FINAL YEAR PROJECT: Designing of Maintenance Life Plan for complete facility equipment and identifying Gxp Spare parts

## **Trainings & Certifications**

- Effective Demand Planning Supply Planning—Supply Chain Association of Pakistan
- Electronic Braking System (EBS) WABCO-FZCO Dubai
- Operations Management (University of Illinois Urbana-Champaign)
- Poka Yoke, FMEA, PQCT I and II (Honda Atlas Cars Pakistan Ltd)
- Antilock Braking system (ABS) Retrofitting in HINO truck 4X2 and 6X2 from WABCO-FZCO Dubai

## **Proficiency**

- AutoCAD      MS Office      SAP B1      Oracle      IELTS (7 Bands)

## **Exposures**

- Represented WABCO—An American company at a Seminar "Promoting Safety on Carriage of Petroleum Products by Road" Nov 2016



- Collaborated with CIRCLE and NES and shared experiences as a Working Women Engineer on Int'l Women's day 2017
- As a guest speaker at ILMA University (Aladdin Campus) about "Entrepreneurship Challenges"
- As a guest speaker at NED on Business Value Chain Management and at Mohammad Ali Jinnah University on Supply Chain Management