

Moaz ur Rehman Vahedy

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CAREER INTERESTS

A contributing position in organization utilizing my diverse experience, allowing the expansion of my research, analytical, managerial and functional skills.

My interests are in total quality management per international standards, Research and Development, advertising and promotion, international trade, and computerization of business processes. I have proven leadership qualities and strong interpersonal and communication skills. I am responsible, IT conscious individual, possessing good adaptability to adjust in different social & work environments.

EXPERIENCE

Regional Sales Manager (UCC)

May 2016 -- Present

Westcon Comstor

Westcon-Comstor (Westcon Group Inc.) is a value-added technology distributor of category-leading solutions in Security, Collaboration, Networking and Data Center. Through a unique physical and digital distribution network, Westcon-Comstor extends its partners' global reach while providing the local expertise needed to successfully navigate worldwide opportunities. I'm responsible for:-

- Develop new and sustain existing Partners
- Add value to vendor's portfolio for partners, to promote their business.
- Workout Material Planning
- Monitor commit on weekly, monthly and quarterly bases
- Organize or participated segments seminars for business promotion
- Arrange partner vendor liaison activities
- Develop team and assist them to manage short term and long term decisions
- VSEM implementation for vendors (Vision Strategy Execution and Monitoring)

Head Sales (Hardware Div)

February 2010 -- May 2016

InCube KSA (Head Office UAE)

InCube provides Mobility hardware and software solution. It is Partner of Honeywell, Zebra, Microscan, Trimble and many other well known brands. InCube opened KSA office at start of 2010. I developed direct, retail and whole sale network all over the Kingdom. Project is going successful and hunting the said targets. Below pointing my main key performance:

- Explore the Saudi market and distributed into segments according to products.
- Launched Microscan, Trimble, Honeywell Scanning and Mobility products to KSA market.
- Developed Kingdom wide reseller network.
- Demonstrated products to direct customers.
- Stocking and plan new inventory.
- Developed Maintenance and after sales service department.
- Organized Logistic and distribution setup in Saudi.
- Standardized pricing list, segment wise.
- Initiated maintenance and after sales service department.
- Manage order delivery and payments recovery
- Target settings and evaluation.
- Organized Logistic and supply chain department.

Manager Sourcing and Procurement**January 2006 -- August 2009**

MultiSourcing Private Limited

Pakistan office: Suit # 16, Abuzar Tower, Faisal Town Lahore, Pakistan

UAE office: Apartment # 503, Burj Alkhaleej, near Rohtana Hotel, Sharjah.

China office: Suite # 205, Unit 3, Building 14, ZhaoHuiXinCun, Yiwu Zhejiang Province

MultiSourcing is a private limited firm with multinational network.

I source companies international sourcing which required to Asian , Gulf and European markets.

- Explore and develop new local and foreign buyers and Sources
- Source, prototype and analyze behaviors of products to make it long term and beneficent for buyer and source.
- Evaluate and establish vendors to fulfill client's requirements.
- Plan Time and Action Calendars with vendors to fulfill in-time delivery of ordered goods.
- Development of project work plans, financial resources allocation, and task/time management.
- Quality assurance of the final product per client's QA standards prior to the delivery.
- Issue resolution through coordinating efforts among multiple internal teams as well as the vendor and the client.
- Assist buyers by providing market products and updates about new market trends.
- Along all above monitor organizational cost and benefit.

Senior Merchandiser (Div Head)**Oct 2002 -- January 2006**

WTN – World Trade Net,

Rashida Heights, 14th km Multan Road, Multan Road Lahore

Worked at key role job of Merchandising department:

- Monitor and manage all Purchase orders at buying house.
- Source, prototype and analyze behaviors of knitted or woven fabrics, trims and garments.
- Evaluate and establish vendors to fulfill client's requirements.
- Run independently own production factory.
- Plan Time and Action Calendars with vendors and own production facility to fulfill in-time delivery of ordered goods.
- Development of project work plans, resource allocation, and task/time management.
- Quality assurance of the final product per client's QA standards prior to the delivery.
- Issue resolution through coordinating efforts among multiple internal teams as well as the vendor and the client.
- Assist buyers by providing market products and updates about new market trends.
- Monitor or work out delivery modes of orders.
- Evaluate and conduct juniors training and development towards lake areas.

Marketing Director**March 2001 – Sep. 2002**

Masslinks,

39 Commercial Plaza, 3rd Floor, Cavalry Ground Lahore

This was my own initiate towards IT. I managed all processes and requirements of an Internet solution organization.

- ❑ Provide Internet solution and services through different portals like www.Lahorebazaar.com, www.dealinn.com, www.pakistantradezone.com.
- ❑ Domain name registration, web development and web hosting services.
- ❑ Source new market and channels
- ❑ Allocate Task to Departments
- ❑ Develop information sources for portals
- ❑ Develop business through advertising and medium sources.
- ❑ Monitor and Control running expenses.

Merchandising Manager

July 1999 – Feb 2001

MAC Enterprises

39 Commercial Plaza, 3rd Floor, Cavalry Ground, Lahore, Pakistan

MAC Enterprises is a buying house, my performed responsibilities mentioned below:-

- ❑ Develop new buyers and carry on with existing ones.
- ❑ Allocate Projects, Tasks and Accounts to management.
- ❑ Maintain OBP (Order Booking Position)
- ❑ Contribute management to solve running problems.
- ❑ Plan Time and Action Calendars.
- ❑ Follow-up and finalize pending or problem areas.
- ❑ Train newcomers and working team for general and manufacturing processes.
- ❑ Emphasize to develop R & D procedures.
- ❑ Implemented Internal & External document information and confirmations.
- ❑ Conduct Training of entry level employees in the manufacturing process
- ❑ Source, prototype and analyze behaviors of knitted or woven fabrics, trims and garments.
- ❑ Evaluate and establish vendors to fulfill client's requirements.
- ❑ Plan Time and Action Calendars with vendors to fulfill in-time delivery of ordered goods.
- ❑ Development of project work plans, financial resources allocation, and task/time management.
- ❑ Quality assurance of the final product per client's QA standards prior to the delivery.
- ❑ Assist buyers by providing market products and updates about new market trends.
- ❑ Along all above monitored and control office and running expenses.

Senior Merchandiser & Div. Head

September 1996 – August 1999

Shahkam Industries - (A Composite knitwear unit)

23 km Multan Road, Lahore, Pakistan

- ❑ Extensive rotation within the organization to understand the business operations and methodologies.
- ❑ Merchandised and facilitated buyers.
- ❑ Assigned tasks and manage work through my merchandising division.
- ❑ Managed group of merchandisers to successfully furnish orders for allocated accounts.
- ❑ Developed R & D procedures to explore new venues for knitwear technology.
- ❑ Developed efficient computer based costing procedures.
- ❑ Extensive experience in yarn dyed programs for various fabrics including feeder, striper jacquard and more.
- ❑ Development expert for fabrics, trims, knit-downs, garments, embroideries and printings.
- ❑ Planed Time and Action Calendar to deliver developments and bulk orders.
- ❑ Training of entry level employees in the manufacturing process.

Research Associate**July 1991 – June 1995**

Gallup – Business Research Bureau
Affiliated with Gallup International
64, K/1 Model Town, Lahore, Pakistan

Gallup BRB is a leading international market research organization. During my college studies I worked with Gallup for different Product launchings and research projects. My job was although part time but versatile, which vary according to product and services secondly it was task oriented coz my main concern was study.

I worked with Gallup as following:-

- ❑ Allocate target people or area as per client's product or segment.
- ❑ Monitor sample distribution before product launching
- ❑ Make questioner with clients concerns about his product, service or interest.
- ❑ Collect comments from sample users and compile report to improve product features or find out products pros and cons as per users point of view.

Above jobs I performed mainly for launching of Procter and Gambles products like Oil of Olay, Rejoice shampoo, Head & Shoulder shampoo. Gillet's products and for Visa and Master cards.

I was also honorary Mystery Verifier from Gallup for KFC to evaluate their internal environment, services and products.

**COMPUTER
SKILLS**

APPLICATIONS

Microsoft Office ,Word, Excel, Lotus 1-2-3, PowerPoint, Paintbrush, SPSS (statistics package)

OPERATING SYSTEMS

MS DOS, Windows 3.x/9x

DATABASE AND PROGRAMMING

dBase, FoxPro, BASIC

EDUCATION

Masters in Business Administration (1996)

Institute of Leadership and Management, Hamdard University, Pakistan

Bachelors in Arts (1993)

Punjab University, Pakistan

Human Resource Certificate (2009)

Pakistan Institute of Quality control

Chinese Language Certificate (2009)

National University of Modern Languages, Pakistan

DISTINCTION

Career Success Award from ILM on creative Idea of Web Portal on Lahore.

www.lahorebazaar.com

Organizer Award from ILM for participating and organizing First International Business Conference in Pakistan

PERSONAL

Pakistani national, born at 20th March 1973

Married, having three children.

Proficient in English, Urdu, Punjabi while basic knowledge of Chinese and Arabic languages.

Have Transferable Aqama and Valid Driving License for Saudi Arabia.

REFERENCES

Available upon request