

ZAKIR ULLAH

Operations, Supply Chain & Sales Professional | Logistics, Distribution & Territory Management

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Riyadh, Saudi Arabia



EXPERIENCE



Branch Manager

TCS Private

04/2023 - 12/2025 Khyber Pakhtunkhwa, Pakistan

tcsexpress.com

Pakistan courier logistics company providing nationwide delivery and e-commerce services

- Managed **end-to-end branch operations** including logistics coordination, dispatch planning, shipment processing, and delivery operations across multiple service locations.
- Supervised **warehouse operations**, inventory movement, shipment scanning, returns handling, and damaged stock control while maintaining operational efficiency.
- Maintained **inventory accuracy**, monitored workflow activities, and ensured smooth coordination of daily operational processes.
- Coordinated dispatch scheduling and delivery execution to maintain **SLA compliance** and support timely shipment movement.
- Managed **COD reconciliation**, cash handling activities, banking deposits, and operational reporting with strong financial accountability.
- Supervised branch staff operations, workload allocation, and operational coordination to maintain productivity and service quality.
- Supported operational improvements through **workflow optimization**, process monitoring, and performance tracking initiatives.



Territory Sales Manager

Focus & Rulz

08/2022 - 01/2024 Timergara, Pakistan

focusandrulz.com

Pharmaceutical manufacturer producing cGMP compliant medicines for local export markets

- Managed **regional territory operations**, customer coordination, and **distribution support activities** across assigned operational areas.
- Coordinated **product availability**, stock movement, and territory-level supply support to maintain operational continuity and market coverage.
- Monitored **market demand**, customer requirements, and distribution activities to support operational efficiency and territory performance.
- Maintained strong **customer and distributor relationships** through effective communication, coordination, and issue resolution.
- Prepared **operational reports**, territory analysis, and market performance updates to support management decision-making and planning activities.
- Assisted in improving **distribution workflow**, customer servicing, and territory operations through organized coordination and operational execution.



Senior Field Manager

Medics Laboratories

09/2021 - 11/2022 Khyber Pakhtunkhwa, Pakistan

https://medicslab.com/

Pharmaceutical company manufacturing distributing healthcare products across Pakistan market

- Managed regional **distribution operations** and coordinated pharmaceutical product movement across assigned territories.
- Monitored **market demand trends**, inventory availability, and distributor requirements to support operational continuity and supply consistency.
- Coordinated **stock replenishment**, territory logistics support, and inventory activities to maintain smooth distribution operations.
- Prepared operational reports, **territory analysis**, and performance updates to support planning and management decision-making.
- Maintained strong **distributor and customer relationships** through effective coordination and communication support.



Senior Field Manager

Muller & Phipps Pakistan (Private)

02/2018 - 03/2021 Khyber Pakhtunkhwa, Pakistan

mulphico.pk

Historic Pakistani distribution company offering logistics warehousing pharmaceutical supply services

- Coordinated **logistics support activities**, **supply chain operations**, and distribution coordination across **FMCG and pharmaceutical** sectors.
- Managed **inventory monitoring**, **stock movement**, and **replenishment** activities to support **operational** continuity and workflow efficiency.
- Supported **dispatch coordination**, customer servicing, and shipment planning activities across operational territories.
- Prepared **operational reports**, maintained inventory records, and supported territory **performance monitoring** activities.

SUMMARY

Results-driven Supply Chain and Logistics Professional with over 7 years of experience across **branch operations, logistics coordination, warehouse management, inventory control, distribution operations**, and **territory coordination** within courier, FMCG, and pharmaceutical sectors.

Demonstrated expertise in managing **end-to-end logistics workflow**, including **dispatch planning, shipment processing, last-mile delivery, inventory monitoring, stock replenishment, COD reconciliation, operational reporting**, and **SLA compliance** in fast-paced operational environments.

Strong background in supporting **operational excellence**, improving **workflow efficiency**, maintaining **inventory accuracy**, coordinating **distribution activities**, and ensuring smooth **execution** of daily logistics and supply chain operations across multiple service locations and territories.

Experienced with ERP and operational systems including **Oracle CLS, IPCV, ZNI**, and **SalesMan**. Proven ability to **coordinate teams**, manage **operational** activities, support **customer servicing**, and maintain high **operational standards** while ensuring productivity and service continuity.

Currently based in Saudi Arabia with a transferable Iqama and actively seeking opportunities in Supply Chain, Logistics, Warehouse Operations, Sales, Distribution, and Operations Management.

SKILLS

Supply Chain Operations

Logistics Coordination

Warehouse Operations

Inventory Management

Distribution Operations

Dispatch Coordination

Cash Handling

Branch Operations Management

Shipment Processing

COD Reconciliation

SLA Compliance

Last-Mile Delivery Operations

Stock Replenishment

Territory Coordination

KPI Monitoring & Reporting

Sales development

Leadership

Inventory Accuracy & Control

EDUCATION

MS in Management Science (HRM)

University of Malakand, Pakistan

08/2016 - 08/2018 Malakand, Pakistan

BBA (Hons) - HRM

IBMS

08/2010 - 08/2013 Peshawar, Pakistan

D.I.T (Diploma in Information Technology)

B.T.E, Peshawar

01/2017 - 12/2017 Peshawar, Pakistan

CERTIFICATIONS

CBT Financial Literacy

KAB (Know About Business) - ILO

EXPERIENCE



Placement Coordinator

TUSDEC

02/2015 - 04/2016

Khyber Pakhtunkhwa, Pakistan

tusdec.org.pk

Government-backed organization upgrading industry technology and workforce skills nationwide Pakistan

- Coordinated trainee placement activities and maintained organized operational documentation and reporting records.
- Managed administrative coordination, audit-related records and reporting support activities
- Maintained communication with **trainees, management teams**, and organizational **stakeholders** regarding placement coordination.
- Supported daily **workflow management** and ensured proper handling of operational documentation and reporting tasks.

LANGUAGES

English	Proficient	●●●●●	Arabic	Intermediate	●●●●●
Pashto	Native	●●●●●	Urdu	Native	●●●●●

STRENGTHS



End-to-End Operations Control

Strong control over full **supply chain flow** including **dispatch, warehousing, inventory, and last-mile delivery**, ensuring smooth operational continuity across fast-paced environments.



Inventory Accuracy & Financial Control

Reliable management of **stock accuracy, COD reconciliation, and operational reporting**, ensuring zero leakage, clean records, and high data integrity across operations.



Territory & Multi-Site Coordination

Effective coordination across **branches, distributors, and field teams** to maintain **product availability, demand fulfillment, and territory-level operational efficiency**.

REFERENCES

Available Upon Request