

SYED MUHAMMAD WAQAR

PROFESSIONAL IN SUPPLY CHAIN, DEVELOPMENT, OPERATIONS, QUALITY AND MANUFACTURING



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Overseas Technical Trainings Certificate

Hino Motor Japan 1997

1. Parts Production Engineering
2. Making of Gate System Plan
Drawing of castings
3. Manufacturing, Inspection & Quality Control of Casting.
4. Making of Cabin Parts
Parts Process Sheets
5. Manufacturing, Inspection & Quality Control of Press part

APO Japan and

TPI Thailand 2001

6. Product Design and Development

AOTS Japan 2007

7. Practical Solution of Quality Problems and Industrial Study Tours

Overseas Industrial Studies & Plant Visits

1. AOTS Japan 1997

General Orientation & Japan Industrial Studies and Plant Tours

PROFESSIONAL STATEMENT

Highly experienced Mechanical Engineer and Business Administrator with 30+ years of expertise in supply chain management, product development, manufacturing, operations management, project management, inventory and warehouse management, logistics management, vendor & supplier development, production engineering, quality control and quality assurance.

Proven ability to leverage technical expertise, business acumen, and leadership skills to deliver exceptional outcomes and achieve strategic objectives. Expertise in implementing Japanese management techniques like Kaizen, 5S, Poka-Yoke, TPS etc. to drive continuous improvement, eliminate waste, and enhance productivity. Effectively coordinating corporate affairs with HML Japan, HML Affiliates, EDB Govt. of Pakistan, and trade bodies like PAMA, PAAPAM and others.

STRENGTH	COMPETENCIES	PERSONALITY
Supply Chain Management	Leadership & Team Building	Initiator and Decision Maker
Product Development	Planning, Execution & Control	Goal Setting & Result Oriented
Operations & Manufacturing	Communication & Negotiation	Flexibility & Adaptability
Project Management	Time Management & Analysis	Intellectual & Empathy
Quality Management	Motivation & Problem Solving	Disciplined & Punctual

QUALIFICATION:

- Master of Business Administration Adamson University Philippine
- B Sc. in Mechanical Engineering Islamic University of Technology, OIC, Dhaka
- Project Management (35 PDU) LUMS (Lahore)
- Diploma in Supply Chain Management (192 Hrs.) Newport University (Karachi Campus)

PROFESSIONAL EXPERIENCE

1. Assistant General Manager, Production Engineering & Development (E&D)

From 2020 to 2023 (03 Years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Area of Responsibilities

- (a) Management of designing process for new models of Bus, Truck and other specialized products.
- (b) Management of development process for new models of Bus, Truck and other specialized products.
- (c) Establishment of new manufacturing facilities like shops, assembly lines, dies, molds, jigs, C/Fs etc.
- (d) Design reviews and design modification of existing products for R&D & productivity improvement.
- (e) Upgrading and maintenance of existing shops, facilities, machines, tooling and other related items
- (f) Verification and validation of mass production facilities for new products, improvement if required.
- (g) Responsible for QMS, EMS, OHSAS implementation and compliances and HML & financial audits
- (h) Preparation of Business Plans, Capex. & other budgets and gaining approval from top management
- (i) Overall management including, Training and Development, Cross-Functional Coordination, Objectives Setting, Safety Implementation, Cost Reduction, Productivity Improvement, etc.

2. Assistant General Manager, Material Operation Department (MOD)

From 2018 to 2020 (02 years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Area of Responsibilities

- (a) Procurement & management of Materials Requirement Planning (MRP). value in Millions PKR.
- (b) Operational management of imported CKD kits, MSP, localized parts and raw materials.
- (c) Inventory management up-to 06 Billion also controlling over-aged inventory & obsolescence control.
- (d) Logistics Management and Warehouse Management including layouts, movements & feeding etc.
- (e) Return Management including claims to overseas suppliers also insurance claims and surveys
- (f) Vendors and suppliers management to ensure smooth production and their training on need basis
- (g) Responsible for compliances of QMS, EMS, OHSAS, also financial audit from local & HML Japan
- (h) Preparation of OBP, RBP, Capex. & other budgets and gaining approval from top management
- (i) Overall Management including, Objectives setting, Safety Implementation, Cost reduction, Productivity improvement, Training and development and Cross-functional coordination etc.

2. Hino Japan 2002

- New Models Specs & Development Study

3. Hino Japan 2007

- Fuel & Air Tanks Manufacturing Study

4. Hino Thailand & Hino Indonesia 2008

- Study tour & Plant visit to HMMT & HMMI for cost reduction and productivity
- Plant visit to HMMT & HMMI Suppliers for Multi Source part

5. Hino Thailand & Hino Indonesia 2010

- Study tour & Plant visit to HMMT & HMMI to enhance Multi Source Part
- Plant visit to HMMT & HMMI Suppliers for Multi Source part

6. Hino Thailand 2013

- Study tour & Plant visit to HMMT for Toyota IMV Frame production.
- Plant visit to HMMT Suppliers for Facilities Development

KEY SKILLS

Management, Strategic Planning, Execution & Control, Suppliers Sourcing, Negotiation, Pricing, Problem Solving, Contacting, Procurement, Team Building, Supervision, Conflict Management. Analytical Skills, Budgeting, Costing, Cost Reduction, B2B Relations, Productivity, Continuous Improvement. Quality Control & Assurance,

3. Deputy Divisional Head, Plant Administration Division (Production Support Functions). From 2016 to 2018 (02 Years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Responsibilities

- Management of all production supports functions like production planning & control (PPC), Materials Operations, Health safety & environment (HSE), Suppliers performances, Quality etc.
- Management of Production reviews, plant capacity, production balancing & coordination with all.
- Implementing of Health, Safety & Environment policies and responsible for its compliances
- Procurement & management of Materials Requirement Planning (MRP), values in Millions PKR.
- Inventory management up-to 06 Billion also controlling over-aged inventory & obsolesce control.
- Responsible for all financial audits by internal and external auditors also including HML Japan.
- Warehouse Management, Logistics Management and Physical Operations management
- Return Management including claims to overseas suppliers and insurance claims and surveys
- Vendors and suppliers management to ensure smooth production to meet production targets
- Overall Management including, Budgets, Objectives, Safety Implementation, Cost reduction, Productivity improvement, Training and development and Cross-functional coordination etc.

4. Departmental Head Procurement & Material Operation Department (MOD)

From 2014 to 2016 (02 Years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Responsibilities

- Materials Requirement Planning, Execution, Procurement, Monitoring and Control (PKR. Million)
- Timely issuance of purchase orders and delivery schedules to overseas and local vendors/suppliers
- Inventory Management, Obsolesce Control and controlling over-aged inventory, annual disposal
- Physical Operations of CKD Kits parts, Overseas suppliers Parts, Localized Parts and Raw Material
- Warehouse and Logistics Management, coordination with clearing forwarding & shipping agents.
- Claims and Return Management including insurance claims and its survey, overseas claims
- Vendors and suppliers development to enhance their reliability for smooth production
- Overall Management including, Budget preparation, Objectives setting, Safety Implementation, Cost reduction, Productivity improvement, Training and development and coordination etc.

5. Departmental Head Supply Chain & Development Department (SCD)

From 2010 to 2014 (04 years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Responsibilities

- Project Management including planning, scheduling, execution, monitoring and control
- Planning & coordination of Localization of CKD Parts with Hino Japan and EDB Govt. Pakistan
- Overseas sourcing of parts with Hino Motors Japan, Hino Thailand, and Hino Indonesia etc.
- Development of CKD parts through local vendors and suppliers meeting Hino standards
- Development of mass production facilities through In-House or outsource suppliers
- Supplier sourcing, Price negotiation, Contracting and procurement of parts and raw materials.
- Monitoring and controlling tolling development, trial production, Off Tool & Pilot approvals.
- Overall Management including, Budget preparation, Objectives setting, Safety Implementation, Cost reduction, Productivity improvement, Training and development and coordination etc.

6. Manager Progressive Manufacturing and Projects Department (PMD)

From 2006 to 2010 (04 years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Responsibilities

- Management of 200+ vendors including their manufacturing facilities, production, trainings etc.
- Project Management including planning, scheduling, execution, monitoring and controlling
- Localization Approval from Hino Japan, preparation of Deletion Program & its approval from EDB
- Development Planning, Scheduling, Sourcing, Cost & benefit Analysis, Purchase Order issuance
- Technical assistant to local vendor, Agreements, Tolling, Off Tool and Pilot lot approval from QAD
- Quality improvements with suppliers & establishing quality control and quality assurance system

7. Manager Development (PMD)

From 2003 to 2006 (03 years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Responsibilities

- Preparation of parts development plan and its approval from top management and Hino Japan.
- Development Planning, Scheduling, Sourcing, Cost estimation, Price negotiation, PR & PO issuance
- Technical assistant to local vendor, Agreements, Tolling, Off Tool and Pilot lot approval from QAD

Inventory & Warehouse Management, Materials Management, Line Balancing, Process Design, Production Tool Designing, Database Management, Business Development and many others.

TRAININGS & DEVELOPMENT

Management Training program (20 days), Strategic Management, Leadership Adventure, Leadership Skills, Performance management and objectives setting, Team Impact, Team Building Skills, Project Management & Evaluation, Effective Project Management, Six Sigma Introduction & Process Certification, Finance for Non-Finance Managers, Cost Reduction Techniques, Improve efficiency and cost reduction, QMS, EMS Internal Auditor, ISO-27001, World Class Training Laboratory (3 day workshop by overseas trainers), Seven Basic QC Tools, QC Circles, Problem Solving and Decision Making, Kaizen Techniques, Powerful Negotiator, How do effective managers organize themselves, Rewarding Relationships, Learning to Succeed, Handling Difficult People, Emotional intelligence, Advance Excel and many others.

8. Executive Projects Planning and Coordination (PMD)

From 2000 to 2003 (03 years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Responsibilities

- Planning for localization of CKD parts as per the approved deletion program by Govt. of Pakistan
- Development Planning, Scheduling, Sourcing, Cost estimation, Price negotiation, PR & PO issuance
- Vendors and suppliers surveys, their evaluation and registration and for onward development
- Technical assistant to local vendor, Agreements, Tolling, Off Tool and Pilot lot approval from QAD

9. Development Engineer (PMD)

From 1994 to 2000 (06 years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Responsibilities

- Development of Sheet Metal, Casting, Forging, Rubber, Plastic and special assemblies/parts
- Designing of Process Flow, QC Process Sheet, Inspection standard for parts to be developed
- Support to vendors for productivity and quality improvement and Trouble shooting.
- Trial production, off tool and off process approval with coordination of Quality
- Vendors and suppliers surveys and improvement where required

10. Trainee Engineer Development (VDC)

From 1993 to 1994 (01 years). [Hinopak Motors Ltd, Pakistan \(Manufacturer Trucks & Buses\)](#)

Major Responsibilities

- Study of part drawings, inspection standard, process flow, process sheets and fitment on Vehicles
- Development of Stamping parts, preparation of inspection standard, process sheet and follow-ups

ACHIEVEMENTS

- Saving of Billions of Pak Rupees** through localization of 2,500+ parts of Hino & Toyota vehicles.
- 30+ Projects Management** of new models of Hino Trucks & Buses (Development & Induction).
- 10+ Design & Development** of new models of Bus Bodies, Superstructures & Special Parts.
- 200+ Suppliers/Vendors' Management** to receive 2500+ parts to run production smoothly
- Leading role** from Hinopak in making CKD import system (TBS) with EDB GoP., PAMA & PAAPAM
- Saving of Millions of Pak Rupees** through Overseas Sourcing of Parts from Thailand, Indonesia etc.
- Safety Excellence Achieving Zero Accident** by implementing the best safety measures in the area
- Operational Excellence 30%+ up Warehouse Capacity** by revising layout & feeding method.
- Enhancing 40%+ Vendors Reliability** by implanting best practices and B2B relations
- Conducted 50+ training and development programs** for employees, vendors, and suppliers
- Active role** in implementation of Oracle System, ISO-9001, ISO-14001 & OHSAS certification.
- Managed Excellent Business Relation** with Hino Japan, EDB GoP. PAMA & PAAPAM etc.
- Conducted many Mega Events** like Vendors Conventions, Parts Export exhibition and others.

FOREIGN LANGUAGE CERTIFICATION

- Japanese Language Proficiency-Test Level 3 & Level 4 by Japan Foundation and Japan Educational Exchange Services in 2010 & 2008 respectively.
- Japanese Language Course Basic Step-1 by PJCA in 2005

COMPUTER SKILLS

MS Office, Words, Excel, Power Point, MS Project, MS Visio, Oracle, Social Media & Internet browsing

RESEARCH & PUBLICATIONS

- Manufacturing processes analysis & comparison between Japanese vs. Pakistani suppliers.
- Design and development processes analysis & comparison between Thailand Industries Vs. Pakistan Industries (Workshop Paper)

REFERENCES

- Mr Imtiaz Rastgar (Industry Consultant & Chairman Rastgar Engg.) +92 333 5142345
- Mr Syed Arshad Ali (Quality Consultant & Ex Senior G.M Hinopak) +92 300 8275125

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