

Muhammad Mubashir A. Piracha

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Scholastics:

Institute of Business Administration – Karachi, Pakistan
Master's in Business Administration (MBA) - 2020

Institute of Space Technology – Islamabad, Pakistan
BS in Communications Systems Engineering – 2012

Awarded sponsorship from Government of Pakistan for hundred percent fee waiver and job offer.

Professional Work Experience:

Section Head – Manager – Project Management & Execution | SUPARCO | April 2018 - Present

- Distinction of service award winner for contribution in the development and successful launch of Satellite project in 2018.
- Developed and maintained strategic long-term relationships with high volume multi-million USD projects' consultants to accomplish organic growth and long-term company objectives
- Managed procurement of satellite components through vendors and serve as contact point for key consultants and internal teams
- Communicated and collaborated with the major stake holders to ensure that the key consultants needs are met, and timely completion of projects is ensured.
- Organized satellite services customer seminars and workshops for resource utilization planning and feasibility studies of next satellite projects.
- Formulated contracts with key consultants and vendors to meet established deadlines for the fulfillment of each project long-term goals.
- Spear headed procedures to avoid delays in the project timelines due to COVID-19 precautionary measures
- Worked under high pressure environment of a highly structured Defense organization through excellent team coordination and people management skills.

Assistant Manager – Operations & Supply Chain | SUPARCO | Oct 2012- April 2018

- Generated saving of approx. 70 million through leading the transition of alternate sourcing project for ground control equipment.
- Won best team performance award in 2015 for achieving low cost highly reliable equipment testing in record time.
- Efficiently managed and monitored ground segment operations after the successful launch of Pakistan's first indigenously remote sensing satellite, designed and developed in Karachi, Pakistan
- Spearheaded un-interrupted supplies through precise vendor management to ensure on time execution and readiness of equipment and site within the defined deadlines.
- Single handedly managed a team of 20 personnel from multiple departments for successful commissioning and installation of satellite communication equipment on ground along with French professionals after successful up-gradation of S-Band TT&C Station.
- Achieved operational efficiency by focusing on key bottlenecks that were hindering the productivity of team.

Pvt. Franchise Manager | HASCOL and PSO | Jan 2010-Sep 2012

- Managed the operational and administrative tasks of the franchise on daily basis
- Delivered 15% organic growth in 2011 and topped the sales volume in the whole territory.
- Analyzed past trends in order to maintain optimum fuel inventory level to avoid out of stock situations
- Regular training and coaching of fuel station teams for delivering excellent customer services
- Generated saving of PKR 10 million per annum through better pricing and negotiation in short- and medium-term contracts with PSO and HASCOL.
- Delivered high standards of the station in a manner that positively reflects the brand and ensuring that seasonal events are planned and executed effectively
- Negotiated reduced buying prices by achieving larger sale volume through exploration of new customer bases.

Areas of Interest:

Supply & Demand Planning, Project Management

Interests & Hobbies:

- Technological innovations impacting everyday life of people with better comfort and standard options
- Brick and mortar retail industry transformation to digital mediums
- Enjoy table tennis and cycling
- Travelling – avid road traveler who loves driving around Pakistan exploring diverse natural terrains