

MUHAMMAD IRFAN

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SUMMARY

A result oriented professional with a strong commitment for excellence in the field of Business Administration and Management sciences & Engineering, can work well independently or as part of a team. A self-motivated and team spirited professional with over 10 years of experience in **teaching & research** along with exposure to various functions of management. Excellent knowledge of subject and also have solid practical experience in academia as well as industry.

TECHNICAL SKILLS

Proficient in MS Word, Excel, Power Point and various statistical analysis tools like SPSS, AMOSS, Smart PLS and ENVIVO.

PROFESSIONAL EXPERIENCE



UNIVERSITY OF EDUCATION Township Campus Lahore, PAKISTAN (Aug 2012- to date)
HEC recognized public sector university in Pakistan specialized in area of teacher education and multidiscipline. (www.ue.edu.pk)

Lecturer in Business Administration

Responsibilities includes

- *Teaching courses of Business Administration, Marketing research, Supply chain Management, TQM, Operations Management & HRM at undergraduate & Postgraduate Levels*
- Coordinate with Head of Department to analyze that policy and procedures are aligned with organization's objective.
- Conducting & coordinating workshops and seminars for research and global business insights
- Placement of internship & job for business graduates



Coca-Cola Beverages Pakistan Limited (CCBPL), established in 1996 produces, distributes and sells sparkling and still beverages of The Coca-Cola Company in Pakistan.

Area Sales Manager- Key Accounts

Responsibilities includes

- Key accounts budget planning & control.
- On job Training (OJT) of supervisors & sales staff
- Meeting monthly and annually sales targets of assigned key accounts given by company in territory (Base & out station)
- Dealing with the corporate customers like AFC, Almaila and Metro cash and carry.
- Liaison with internal departments of company for the proper utilization and execution of sales and logistics operations.
- Key accounts management, reporting, conversion and development.
- Sales Promotion (Trade Discount & Trade Promotion) planning, execution & tracking.
- Continuous sales tracking for the Key Account customers to drive them in the maximum benefit of the Company.
- Management of budget of DME (Direct marketing Expense) for Key Accounts

QUALIFICATION

PhD in Enterprise Management 2020

Dalian University of Technology China (www.dlut.edu.cn)

Chinese scholarship council (CSC) awarded full scholarship for PhD (2016-2020) at School of Economics and Management; Dalian University of Technology P.R. China

Thesis Title: *An Empirical Study on Supply Chain Agility in Fast Moving Consumer Goods Industries in Pakistan.*

MS- Management Sciences 2015

Comsats Institute of Information Technology Islamabad-Pakistan (www.ciit.edu.pk)

Thesis Title: *Supply chain performance of Milk industry of Pakistan; Antecedents & consequences of Supply chain integration.*

MBA-Marketing 2008

IBA, University of the Punjab, Lahore, Pakistan (www.ibapu.edu.pk)

CGPA 3.86/4 . Gold Medal on distinction in MBA from University Of Punjab

B.Com-IT 2006

University of Agriculture Faisalabad. (www.uaf.edu.pk)

Workshops and Conferences

- Attended 8th international workshop on **Behavioral Operations Management** by Operations management society China in South East International university Nanjing (2016).
- Presented working paper titled” **Impact of supply chain integration and integration capabilities on firm performance**” in 9th international workshop on **Behavioral Operations Management** by Operations management society China in North East university Shenyang (2017).
- Attended two days interactive workshop on **Statistical Data Analysis using SPSS-16** at Comsats Institute of Information Technology Islamabad- Sahiwal Campus
- Attended two days interactive workshop on **Statistical Data Analysis using Amos-18** at Comsats Institute of Information Technology Islamabad- Sahiwal Campus
- Attended two days interactive workshop on **Qualitative Research using NVivo Software** at Comsats Institute of Information Technology Islamabad- Sahiwal Campus.
- Attended two days International Conference on **Education in Pakistan; Practices & Challenges** 2014 arranged by University Of Education Lahore in collaboration with HEC.
- Attended Seminar on **WTO and its impact on Engineering and allied industries in developing countries** arranged by LCCI and Institute of Engineers Pakistan.
- Presented paper on 07th South Asian International conference for business & management held in collaboration with CIIT at Islamabad in Aug 2015.

Research Publications

1. **Muhammad Irfan**, Mingzheng Wang, Naeem Akhtar. Impact of IT capabilities on Supply chain Capabilities and Organizational agility- a dynamic capability view [J]. Operations Management research, Dec-2019, Vol-12, Issue 3-4, pp 113-128 (SSCI-4.7 IF Q1). <https://doi.org/10.1007/s12063-019-00142-y>
2. **Muhammad Irfan**, Mingzheng Wang, Naeem Akhtar. Enabling supply chain agility through process integration and supply flexibility Evidence from the fashion industry [J]. Asia Pacific Journal of Marketing and Logistics, Oct-2019, Vol-32, No-2, pp. 519-547 (SSCI-1.276). <https://doi.org/10.1108/APJML-03-2019-0122>.
3. **Muhammad Irfan**, Mingzheng Wang. Data-Driven capabilities, Supply chain integration and Competitive Performance, Evidence from Food and Beverages industry in Pakistan [J]. British Food Journal, September-2019 Vol. 121 No. 11, pp. 2708-2729. (SCI-Q2). <https://doi.org/10.1108/BFJ-02-2019-0131>
4. **Muhammad Irfan**, Mingzheng Wang, Abaid Ullah Zafar, Mohsin Shahzad, Tahir Islam. Modeling the Enablers of Supply chain strategies and Information Technology: Improving performance through TISM approach [J]. Vine Journal of Information and Knowledge Management Systems Vol. ahead-of-print No. ahead-of-print. doi.org/10.1108/VJIKMS-06-2019-0082

Research Grants Participation during PhD

1. 国家自然科学基金委面上项目《可持续供应链管理激励机制设计与协调优化决策模型研究》，项目批准号：71671023，执行期限：2017年01月——2020年12月，负责人：王明征教授. **The National Natural Science Foundation of China: Mechanism Design and Coordination Optimization for Sustainable Supply Chain Management.** Grant No. 71671023, PI: Prof. Mingzheng Wang, Due from January of 2017 to December of 2020,
2. 国家自然科学基金委重点项目《新零售模式的运营管理理论与方法》，项目批准号：71931009，执行期限：2020年01月——2024年12月，负责人：王明征教授. **The Key Project of The National Natural Science Foundation of China: New Retailing Operations Management: Theories and Methods.** Grant No. 71931009, PI: Prof. Mingzheng Wang, Due from January of 2020 to December of 2024.
3. 国家自然科学基金委创新群体项目《新兴电子商务的信息与物流管理》，项目批准号：71421001，执行期限：2015年01月——2020年12月，负责人：胡祥培教授. **The Innovation Group Project of The National Natural Science Foundation of China: Managing Information and Logistics Under Emerging Ecommerce.** Grant No.71421001, PI: Prof. Xiangpei Hu, Due from January of 2015 to December of 2020,
4. 教育部科研创新团队计划项目《新兴电子商务的信息与物流管理》，项目批准号：IRT_16R09，执行期限：2017年01月——2019年12月，负责人：胡祥培教授。 **The Planning Project for Research Innovation Team Under the Ministry of Education: Managing Information and Logistics Under Emerging E-Commerce.** Grant No.IRT_16R09, PI: Prof. Xiangpei Hu, Due from January of 2017 to December of 2019,

Hobbies

Travelling, listening music, Blogs writing, Free lancing, playing games, Web surfing & community mobilization.

References

Can be furnished on request.