ABDULLAH TAHIR

Operations | Commercial Analysis | Consulting

Exeter, UK | Available immediately | Right to work in the UK (Graduate visa to Apr 2028, **no sponsorship needed**)

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PROFILE

MSc graduate (International Supply Chain Management, Distinction, University of Exeter; BS Accounting & Finance) with experience in consulting, procurement, commercial negotiation, operations, and finance across the UK and Pakistan. Uses Excel, SQL, and Power BI to analyse data and build clear, costed recommendations.

EXPERIENCE

Blackmont Consulting, London, United Kingdom Feb 2026 – May 2026

Business Consultant Intern

- Delivered a B2B go-to-market strategy for a mentorship platform, presented as a 30-slide executive deck with four costed recommendations.
- Built a targeting framework for professional associations to prioritise partnership outreach.
- Designed a two-tier pricing model from primary survey data, including a £500 premium tier.

Agency21 International, Islamabad, Pakistan Nov 2023 – Dec 2024

Investment Advisor

- Sold real estate property worth £100,000 and negotiated commercial contracts, pricing tiers, and structured payment terms monthly, managing monthly payment instalments of customers and balancing margin targets with client budget constraints.
- Built Excel cost-benefit models, cash-flow schedules, and ROI forecasts to support contract decisions.
- Maintained CRM pipeline data and coordinated legal, finance, and operations teams to meet handover SLAs.
- Tracked live availability across £734M of multi-site commercial inventories in the central ERP/CRM, preventing double-allocations and optimising stock turnover by 15%.

Shanghai UPVC & Pumps (Pvt.) Ltd., Peshawar, Pakistan Oct 2022 – Nov 2023

Procurement Coordinator, Jan 2023 – Nov 2023

Finance Intern, Oct 2022 – Jan 2023

- Ran 3-bid supplier quotes and issued purchase orders for raw materials and spares, cutting material costs by 6%.
- Monitored safety stock and reorder points with production supervisors, keeping extrusion lines supplied.
- Ran 3-way matching (PO, GRN, invoice) on 40+ monthly deliveries worth PKR 9M+ (£25k+) before payment.
- Ran monthly stocktakes of chemical stores and pipe yards, reconciling ERP ledgers to 98.5%+ accuracy.
- Analysed resin usage and scrap recovery against the Bill of Materials to improve unit margin visibility.
- Reconciled supplier statements, verified indirect tax compliance, and prioritised supplier payment runs.

uSteth, Peshawar, Pakistan May 2022 – Sep 2022

User Engagement & Experience Design Intern

- Onboarded 70 clinicians onto a 12-week AI platform pilot, maintaining 88% retention throughout.
- Ran 15 exit interviews and workflow audits that led to 8 system and workflow enhancements.

ADDITIONAL UK WORK EXPERIENCE

Subway, Exeter, United Kingdom Sep 2025 – Present

Sandwich Artist (Team Leader), part-time

- Prepare and serve food; lead the team and train new staff; operate the till, and count, log, and rotate stock (FIFO).

PROJECTS

- **Delivery performance analytics (portfolio):** identified structural delivery bottlenecks in a 180,000+ row dataset using SQL (PostgreSQL) and an Excel dashboard built with Power Query, the Data Model and DAX.
- **Supplier risk and resilience, Airbus (academic):** mapped the end-to-end value chain, diagnosed the supply fragility constraining production volumes, and recommended resilience strategies.
- **Production line redesign, 3D simulation (academic):** raised simulated throughput from 32 to 238 units an hour by redesigning workstations and adding parallel lines.

EDUCATION

MSc International Supply Chain Management (Distinction), University of Exeter, UK Jan 2025 – Jan 2026

- **Dissertation:** how EU and US security policy is reshaping circular-economy strategy for critical raw materials.
- Awarded a Global Excellence Scholarship.

BS Accounting & Finance, Institute of Management Sciences, Peshawar Sep 2019 – Aug 2023

SKILLS

Commercial: contract negotiation, pricing models, cost-benefit and ROI analysis, go-to-market strategy

Data and systems: SQL (PostgreSQL), Excel (Power Query, Data Model, DAX), Power BI, ERP, QuickBooks, CRM

Languages: English (fluent); Urdu, Pashto and Saraiki (native); Turkish (working proficiency)

Development: Eligible for 9 of 13 ACCA exam exemptions; McKinsey Forward Program; The Exeter Award