

KHALEEL.V. K, M.Sc., CIPS (U.K)

REGIONAL SUPPLY CHAIN MANAGER

PROFESSIONAL PROFILE

Globally qualified senior supply chain management professional, member of the Chartered Institute of Procurement and Supply (CIPS Membership #005504335), with 15 years of trading, food and beverages industry leadership, experience and skills in managing strategic supply chain and logistics process, procurement, forecasting, supply planning, logistics, transportation, warehouse, distribution management across MENA region. Skilled at change management and a proven driver of continuous improvement through innovative supply chain functions and best practices, high standards, excellence in stakeholder management, project management, expertise in cost control, performance management, commercial, operational, supply strategy, consistently achieving improved efficiency, productivity, cost savings, customer service and business objective.

CORE COMPETENCIES

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| <ul style="list-style-type: none"> Supply chain policies, strategy, process and frameworks. Procurement, supply planning. Supply and demand, distribution management. Supply chain management. Inventory, warehouse management, forecasting. Risk analysis, Financial analysis. Market analysis, Negotiation. Logistics management. | <ul style="list-style-type: none"> Leadership and team management. Communication, problem solving. Conflict management. People management. Analytical, strategic, data analysis, time management. Efficiency, effective, self-awareness, adaptability. Cost analysis and reduction. Customer satisfaction. | <ul style="list-style-type: none"> Customer service, drive, business acumen. Change management. Supplier and stakeholder relationship management Incoterm, trade terms, customs, import, freight. Language: English, Arabic. ERP - SAP, Oracle. IT Skills- Microsoft Dynamics- D365, MS Office- Outlook, word, power point, excel. |
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SIGNIFICANT ACHIEVEMENTS

- Developed and implemented supply chain strategies, policies and process- procurement, supply planning, warehouse, logistics, freight across food and beverages business operation as per industry-leading best practices and standards, resulting in process improvement and optimization, added value, improved cost savings, risk management, reduced maverick and ad-hoc buying.
- Designed and implemented technology transformation to Microsoft Dynamics D365 (Cloud services) in supply chain management process. Key benefits from this initiative included change management, improved culture, and engagement with new technology to improve efficiency, process automation, transformation to cloud based e-sourcing process.
- Developed and maintained logistics, inventory management process as per standard process in acquisition of goods and services across a variety of product categories in MENA region, leading to category sourcing process optimization and improved cost saving of approximately 30% through efficiency and quality.
- Implemented and maintained strategic sourcing process across projects to optimize supply chain process in MENA region with results including improved supplier relationships, added value, risk mitigation and reduced transaction costs.
- Won multiple certificates of achievement when working with Seven Seas Group in Dubai, UAE:
 - Awarded Performance excellence award: July – Sept 2010.
 - Awarded Team of the quarter from July – Sept 2010.
 - Awarded Team of the quarter from Oct – Dec 2010.

PROFESSIONAL EXPERIENCE

REGIONAL SUPPLYCHAIN MANAGER

May 2016 - Dec. 2019

Essel Group Middle East Fz. L.L.C (EGME)
Dubai, UAE

A multinational business organization operating across the industries. Headquartered in Dubai with overseas business interests in Europe, Middle East, Asia and Africa.

Achievements:

- Consistently delivered all targeted supply chain cost reductions, and improved control and tracking of the bidding process with dynamic dashboards and real-time customizable reporting.
- Led six months of transformation and change management in procurement process through coaching, program management and targeted sourcing support to exceed the initial savings targets.
- Led supply chain strategies through market analysis, supplier spend analysis, supply chain optimization, innovative programmes and delivered benefits and added value to customer.
- Identified and delivered significant savings from strategic sourcing, market research and analysis, price trends, market trends and cost analysis.
- Instilled supply chain optimization, sourcing methodology, category management, category sourcing, templates, toolkits & training.

Responsibilities:

- Develop and implement organizational procurement and contract policies and procedures as per standard approach and improve process efficiency and savings.
- Undertake stakeholder relationship development through service, support and advice. Execute supplier relationship management programmes & collaborative partnership with key partners.
- Establish performance metrics, standards and evaluations programmes with the aim to improve end user customer satisfaction, service delivery, efficiency, value and cost.
- Manage risk through mitigation process for contractual, commercial, financial, operational, ethical and supply and distribution of food and beverages items.

SUPPLY CHAIN MANAGER

June 2014 - April 2016

ALTRAD Hertel Middle East L.L.C
Abu Dhabi, UAE

Global leader of industrial services in engineering, design, technical services and manufacturing with established operations in Europe, Middle East and APAC.

Achievements:

- Successfully redesigned project supply chain department, introducing category management processes across project category, and conducted innovative programmes to improve the process.
- Developed sourcing strategies for all elements to spend, and developed category-by-category sourcing savings business case.
- Diligently executed contractual, commercial, financial and legal and supply chain risk analysis, developed risk register to manage the risk mitigation process.
- Applied competitive leverage, specification optimization and long-term agreements with extensive use of e-Sourcing tools.

Responsibilities:

- Conduct performance evaluation, standards and benchmarking of vendor relationship processes and designed KPI's, score cards and benefits tracking.
- Develop sourcing strategies for key strategic categories, including sub-contractor, contract and other indirect spend categories.
- Managed logistics and transportation process, sales forecasting, import and custom clearance process.

SUPPLY CHAIN EXECUTIVE

Feb. 2007 - May 2014

Seven Seas Group of Companies

Dubai, UAE

Global organization specialized in integrated project management, contracting, procurement and supply chain solutions around the globe through global network covering MENA, Europe, America and Asia Pacific.

Achievements:

- Confidently and effectively led end-to-end supply chain processes, from acquisition and defining, through implementation of defined strategies, supply operation optimization, risk analysis and mitigation, to consistently achieve business objectives, cost targets, and added value to customer.
- Determinedly drove transformational change in operations processes to improve performance, efficiency, risks/issues identification and mitigating through risk register and dashboard with application of appropriate action.
- Innovatively developed strategies and tactics in transforming business processes supporting change management across the business, achieving targets and demonstrating excellence.
- Undertook post contract management efficiently, implementing KPI's and evaluation of vendor performance, maintaining strategic relationships with internal and external stakeholders.

Responsibilities:

- Develop organizational strategic sourcing for both direct and indirect materials and services across categories, to improve process efficiencies.
- Manage and take responsibility for procurement of products and services, and post-tender performance evaluation to ensure compliance with contracts, policies and organizational requirements.

EDUCATION AND QUALIFICATIONS

MCIPS Level 6

Professional Diploma in Procurement and Supply Chain
Chartered Institute of Procurement and Supply – CIPS
(United Kingdom)

In Progress

MCIPS Level 5

Advanced Diploma in Procurement and Supply Chain
Chartered Institute of Procurement and Supply – CIPS
(United Kingdom).

2019

MCIPS Level 4

Diploma in Procurement and Supply Chain
Chartered Institute of Procurement and Supply – CIPS
(United Kingdom).

2016

Certificate in Contracts Management Master Class

Chartered Institute of Procurement and Supply – CIPS
MENA, 2016

M.Sc. - Master's Degree in Bio Engineering Technology

Anna University, India.
2006

B.Sc.- Bachelor's degree in science

Kannur University, India.
2004