



Hani Khalifa

Lubricants Professional (MLA I) | Supply Chain & Procurement

Proactive mechanical engineer with more than two years of professional experience in sales and supply chain management. Certified lubricants professional (MLA I). Demonstrated experience in heavy machinery equipment (parts sales and ordering). Meticulous supply chain specialist experienced in working in a highly complex supply chain matrix environment. Well understanding of INCOTERMS®. High capacity to manage a budget within specified limit. Experienced in handling orders of more than 400 SKUs. Strong background in finance and accounting.

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WORK EXPERIENCE

Lubricants Supply Senior Specialist Oil Energy Co. Ltd

02/2021 - 05/2022,

Khartoum, Sudan

Achievements/Tasks

- Maintained the continuous supply of lubricants raw materials to the blending plant, against **1.2M liters/month** planned.
- Processed importing specific items of packaging goods (gallons closures) from Egypt through land, which reduced the lead time by **half** with less freight cost comparison with sea freight.
- Coordinated with the technical department to ensure that all the technical standards of the company and Sudanese petroleum corporation for lubricants raw materials were fulfilled which led to almost **100 % confirmed shipments**.
- Maintain proper filing system of purchase orders and shipments-related documentation Compliance with ISO Requirements.
- Develop and maintain appropriate business relationships with key suppliers, SPC, Customs Authority, and industry players.
- Conduct initial screening and assessment of lubricants raw material vendors and make shortlisting of those who meet the criteria for selection.

Parts Sales Representative Diesel Heavy Equipment (JCB Dealer in Sudan)

02/2020 - 02/2021,

Khartoum, Sudan

Achievements/Tasks

- Finalized a deal of spare parts of 6 skid steers with **Sudanese Electricity Distribution Company** with a total amount of **12000 USD** at the agreed time with the same quantities.
- Achieved deals with some reputable mining and O&G companies such as **Rida Mining Co. -Petronneeds services** to supply the spare parts for their machines at different fields
- Awarded the best representative among the sales team in terms of **responsiveness** and **customer satisfaction**.
- Use knowledge of machines and equipment to discuss the use and features of parts with customers.
- Help customers find the spare parts they are looking for by using the Machines catalog.
- Achieve monthly sales targets.

SKILLS

Orders Planning & Management

Demand and Supply Planning

ERP

SAP

Suppliers Relationships
Management

Customers Relationships
management

Microsoft office (Excel-Word-
Powerpoint)

Finance and Accounting Basics

Sales & Operations Planning

E-Procurement

Inventory Management

Technical Sales

SOFT SKILLS

Problems Solving & Analysis

Negotiation

Presentation

Teaching and mentoring

Professional communication

Attention to details

HONOR AWARDS

The Highest Performance
Employee in 2021

Oil Energy Co. Ltd.

EDUCATION

Bachelors of Engineering - Mechanical Engineering (Power) Sudan University Of Science & Technology

09/2013 - 12/2018,

First Class-Magna Cum laude Student

Thesis

- Optimization of Stability and Coherency of Flow for a Pure Water Jet Machine's Cutting Head.

CERTIFICATES

Level I Machine Lubricant Analyst (MLA) (01/2022 - 01/2025)

The Level I MLA is an international certificate granted by International Council for Machinery Lubrication (ICML) after scoring 70%; it includes the following principles (according to ISO 18436-4, Category I, Annex A): Maintenance strategies, lubrication theory/fundamentals, lubricant selection/application, lube storage/management, lube condition control, oil sampling, lubricant health monitoring, wear debris monitoring/analysis.

HONOR AWARDS

Best Academic Performance in
Mechanical Engineering Dept.
Oct 2018

Sudan University of Science and
Technology

LANGUAGES

Arabic

Native or Bilingual Proficiency

English

Professional Working Proficiency

INTERESTS

International Trade

Research and Development

Sustainability

Technology & Modern Activities