

Supply Chain Management Professional - CPSM

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Career Objective

Exploring challenging opportunities to work in a senior leadership role with growth-oriented organizations, leverage a versatile set of transferable skills, and accomplish significant results.

EXECUTIVE SUMMARY

- ✓ Accomplished and result focused senior management professional with over 17 years of experience in Sourcing / contracts, Warehouse Inventory Management, process designing & optimizing, logistics set up and distribution amongst others in diverse roles across the organizational hierarchy.
- ✓ Demonstrated expertise in evaluating & updating supply chain practices aligned to new or changing policies, standards, regulations, or laws; assessing performance metrics for measurement, comparison, or evaluation of supply chain factors, such as product cost or quality.
- ✓ Track record of success in design & implementation of supply chains to support business strategies adapted to changing market conditions, new business opportunities, or cost reduction strategies; evaluating inventories and implement procedures to enhance inventory turns, reduce waste, or optimize customer service.
- ✓ A visionary executive and thought leader, with great communication skills, analytical ability and decision-making process, pertaining to distinctive business scenarios. A resourceful manager, recognized for building, retaining, motivating, and guiding high performing teams to deliver organizational objectives.

Core Competence Includes...

Supply Chain & Logistics – Demand & Supply Planning -Warehousing & Distribution -Strategy Roll-out - Product Portfolio Optimization - Service Structure Development - Business Revenue Expansion - Statutory Compliance – Procurement & contracts management - Stakeholder Interests' Retention - Supplier / Distributor Selection - Cross-functional Coordination - Senior Management Interaction - Documentation & Reporting - Collaborative Networking - Team Leadership and Training – Project Management – Business Processes Design – Inventory Management

Target Job:

Target Job Location:	Gulf Area
Industry Experience :	Telecommunication and Information Technology, Oil & Gas, FMG and Food Manufacturing, Retail Construction, 3PL & 4PL services
Experienced Functions:	Procurement and Supply chain Management
Employment Status:	Employee -Full time

Career Level:	Management
Notice Period to Work:	Immediately

Personal Information:

Birth Date:	24 July 1977
Gender:	Male
Nationality:	Sudan
Visa Status:	UAE – Valid Employment Residence
Residence Location:	Khartoum, Sudan
Marital Status:	Married
Number of Dependents:	3
Driving License:	Qatar; Sudan, UAE

Professional Experience (19 Years)

August 2018 - Present

AMGT
Dubai, UAE
Operation Manager
Company Industry: General Trading and Distribution
Job Role: Sales & Operations – Contractual
Key Profile:

- Sourcing Materials and Qualify Suppliers.
- Identify Opportunities and opening new markets.
- Manage Sales Operations through a robust P&L statement.
- Facility Acquisition and leasing

International Fish Farming Holding Co.

Dubai, UAE

Company Industry: Food Processing , Trading and Distribution

Job Role: Supply Chain Management / Logistics

Highlights:

- Played key role in raising monthly facility productivity from 700 MT to 1100 MT, reducing cost to serve per ton from 7% to 4%.
- Successfully converted 45% of regular purchase to yearly contracts with yearly fixed price leading to significant cost savings.
- Actively involved in design and implementation of cold store capacity and logistics flow of 18000 SQM factory with yearly capacity of 29000 MT

Key Profile:

- Assess vendor manufacturing ability through on-site visits and measurements as well as supplier performance and ability to fulfil quality and delivery requirements in compliance to organizational policies and procedures.
- Evaluate forecasts and quotas to identify changes or to determine effect on supply chain activities. Interact with suppliers on performance metrics and for realigning production forecasts and changes.
- Procurement and Contracts Management for suppliers and 3rd party carriers companies through Negotiating Services, Rates and delivery performance
- Liaise with other departments, to identify gaps in functional areas such as sales, marketing and finance or quality assurance, to develop procedures and work flows.
- Maintain updated documentation related to physical supply chain processes such as workflows, cycle times, position responsibilities, or system flows.
- Involved in design/implementation of plant warehousing strategies for production materials or finished products. Interact with supply chain planners to forecast demand or create supply plans to ensure material availability.
- Coordinate activities related to strategic or tactical purchasing, material requirements planning, inventory control, warehousing, or receiving.
- Prepare cost estimates associated with supply chain function and recommends appropriate alternatives for accomplishing financial objectives.
- Involved in submitting information for budget preparation, scheduling expenditures, monitoring costs & analyzing variances.
- Spearhead team efforts related to design, implementation and management of product take back or reverse logistics programs pertaining to recycle, reuse or disposal of products.
- Assess and select information or other technology solutions to improve tracking and reporting of materials or products distribution, storage, or inventory.
- Optimize utilization of company fleet vehicle through effective route planning and vehicle maintenance. Manage implementation and evaluation of department KPIs & SOP including customs clearance for all import & export material.

May 2015 – June 2018 :



November 2011 – October 2014:



Logistics Manager
DAL GROUP, Dal Food
Dubai & Sudan

Company Industry: Manufacturing and Production

Job Role: Supply Chain Management / Logistics

Key Profile:

- Involved in end to end management of inventory management process aimed at defining departmental strategies for appropriate inventory levels, eliminating obsolete and off-spec material, and reduce aging material.
- Defined and implemented methods and procedures for scheduling of raw materials from suppliers to support manufacturing aimed at accomplishing customer demand and minimizing cost impact to the company.
- Set up and maintained effective transportation system on domestic and international freight based on business and operational requirements.
- Focused on effective management of customer service activities encompassing order entry, customer satisfaction, interface with sales, production, labs, regulatory, and quality.
- Participated in contract negotiation with suppliers and 3rd party carriers' companies to cater to import and export operations.
- Ensured optimization of costs by identifying & delivering operational cost reduction and cost avoidance initiatives.
- Set up and managed Sales and Operations Planning (S&OP) process. Ensured organizational compliance to laws and regulations regarding transportation, including hazardous materials.
- Resolved legal issues pertaining to transportation/distribution and ensured compliance of the Logistics Department to ISO 9002 requirements.
- Involved in end to end management of receiving, warehousing and distribution operations by initiating, coordinating and enforcing program operational and personnel policies and procedures.
- Enhance operational efficiency by defining and implementing new policies and procedures. Implemented effective security procedures and protocols to safeguard warehouse operations and contents.
- Involved in personnel development through talent acquisition, performance management, providing opportunity for high performers, education, communication, expectation setting, and self-actualization.

August 2008 - October 2011:



Deputy executive officer
Embassy of the united states of America, Khartoum
P.O Box 699, Soba Block # 88, Khartoum, Sudan,
Company / Industry: Government Sector
Job Role: Logistics

Key Profile:

- Guided teams involved in verifying and maintaining records on incoming and outgoing shipments and in preparing items for shipment.
- Drafted and finalized materials procurement & contracts by obtaining requirements, negotiating price, quality, delivery and approving invoices.
- Managed incoming and outgoing shipping activities to ensure accuracy, completeness, and condition of shipments.
- Conducted inspection of material handling equipment for defects to notify maintenance personnel or contacts outside service facility for repair.
- Coordinated movement of shipments from shipping and receiving platform to storage and work areas. Managed posts weight and shipping charges and prepared bills of lading.
- Evaluated shipping notices, bills of lading, invoices, orders, and other records to determine shipping priorities, work assignments, and shipping methods required to meet shipping and receiving schedules.
- Maintained updated knowledge of shipping procedures, routes, and rates to calculate estimated costs associated with the shipping/delivery function and recommends appropriate alternatives.
- Prepared and presented departmental budgets and assessed variances through control of labor utilization (downtime and overtime) and efficient usage of transportation related equipment.

- Managed administrative aspects related to recruiting, selecting, orienting and training employees; coordinating, enforcing systems, policies, and procedures.
- Updated business status to the senior management and other stakeholders using detailed reports and presentations to enable effective decision making.

September 2005 - July 2008:

CANAR TELECOMMUNICATION CO. (BRANCH OF ETISALAT GROUP)

Africa street, P.O Box 8182, Khartoum, Sudan

Company Industry: Telecommunications

Job Role: Logistics

❖ **Warehouse Manager: (March 2006 to July 2008):**

1. Maintain receiving, warehousing, and distribution operations by initiating, coordinating, and enforcing operational, and personnel policies and procedures.
2. Comply with company, and international warehousing, material handling, and shipping best practices and standards and enforcing adherence to these standards; advising management on needed actions.
3. Safeguard warehousing operations and contents by establishing and monitoring security procedures and protocols.
4. Control inventory levels by conducting physical counts; reconciling with data storage system.
5. Maintain physical condition of warehouses by planning and implementing new design layouts; inspecting equipment; issuing work orders for repair and requisitions for replacement.
6. Achieve financial objectives by preparing annual OPEX and CAPEX budgets; scheduling expenditures; analyzing variances; initiating corrective actions.
7. Complete warehouses operational requirements by scheduling and assigning employees; following up on work results.
8. Plan future warehousing capacity requirements.
9. Produce regular reports and statistics on a daily, weekly and monthly basis.
10. Maintain warehouses staff by recruiting, selecting, orienting, and training employees.
11. Maintain warehouses staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results.
12. Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
13. Contribute to team effort by accomplishing related results as needed.
14. Excellent user & developer for the oracle application (ERP 11 I purchasing & inventory modules) and good user in (TABS - inventory module)

❖ **Procurement Specialist (September 2005 to Feb 2006) :**

1. Prepare materials and services requisition and enquiry
2. Invitation to bids/quotation submission
3. Conduct the evaluation of team activities.
4. Precede purchasing process and issuance of PO.
5. Prepare supplying agreement with supplier
6. Precede the order processing through ERP application
7. Setup warranty claims and reports
8. Arrange with Financial Dept to precede payment schedule.
9. Conduct an evaluation for the corporate suppliers with an updated database.

March 2002 - August 2004:

Operation Supervisor

DHL EXPRESS & LOGISTICS, DOHA STATION, Doha, Qatar

Company Industry: Freight / Distributions and Logistics

Job Role: Freight & Logistics Operations

Principal accountabilities

- 1- Ensure that all activities are carried out according the quality procedures And in line with transportation harmonization.
- 2- Communicate effectively regarding movement of material to relevant. Departments including destinations gateways.
- 3- Carry out appraisal reviews.
- 4- Conduct and document regular team meetings to review performance And to communicate any information which will affect the smooth Running of the operation.



	<p>Nature and responsibilities of the job</p> <ol style="list-style-type: none"> 1- Reporting on daily basis to the country operation manager 2- Daily contacts through the network hot lines with hub\gateway Managers/supervisors, road network manager. 3- Have the ability to solve any problems pertaining to staff issues on Shift, and deal mechanical failure consequent contingency plan. 4- Have the ability to make decisions in critical situations, last minute Decisions such as allocation of staff to specific areas. 5- Planning and organizing duties which are related to day by day activities Of staff sorting to achieve the maximum efficiency in materials Sorting process within deadlines to achieve the best time uplift Possible. 6- Have the ability to challenge my job description which is to lead And motivate a team of personnel to achieve optimum and accuracy Within small time frame.
<p>November 2000 - February 2002:</p>  	<p>SALES EXECUTIVE Almanhal water factory co. Ltd - Doha, Qatar, Doha, Qatar Company Industry: Manufacturing and Production Job Role: Sales & Marketing</p> <ul style="list-style-type: none"> -Sales of all the company products related to beverages& food stuff. -Opening new sales points, with great effect on the sales overall Performance. -Have excellent skills in preparing sales quotations and proposals
<p>November 1999 - June 2000:</p>	<p>Show Room officer Universal silver stone center - Doha, Qatar, Doha, Qatar Company Industry: Construction Job Role: Administration & Sales</p> <ul style="list-style-type: none"> -Sales of building materials products and installation Services. -Setting all the deals until terms of payment and yearly contracts. -Stores duties which include stock control using data base applications. -Setting all the products orders and the term of payments with the firm Suppliers and customers locally and overseas.
<p>June 1997 - July 1999:</p>	<p>Public relations officer MONTAG ENG. & TRADING CO -SUDAN, Al Khartoum, Sudan Company Industry: Construction Job Role: Administration</p> <ul style="list-style-type: none"> -Preparing all the business trips and receptions. -Responsible for the firm procedures related to government departments. -Seeking & following all the firm claims with the related customers and all Government departments including the legal issues. -Preparing and organizing all official correspondence. -Maintaining a filing system for all the work related activities. -Responsible for purchasing, inventory control, booking and personal. -Preparing and scheduling the appointments and meeting points for the G.M

Education

<p>December 2009:</p>	<p>University of Newcastle, Washington, United States Bachelor's degree in Business Administration GPA: 2.9 Major: Business Administration</p>
<p>June 2003:</p>	<p>New Horizon - Microsoft certificate (Qatar), Doha, Qatar Certification/diploma, MSC A+ Certificate GPA: credit Major: MS Operation systems & Core hardware Maintenance</p>
<p>March 1998:</p>	<p>City & guilds of London institute, London, United Kingdom Diploma, Applied information Technology (information processing) GPA: credit Major: Information technology & Organization Applications</p>

Training Courses:

- Certified Professional supply management - CPSM, Beacon Training & Human Development Institute
- Certified Management Accountant (CMA part 1) – Institute of Management Accountant - USA,(Free Rein Institute) – Khartoum, Sudan (In process to be certified)
- Project Management – Kepner-Troge Project Management system – Dal Group - Khartoum, Sudan
- Budget building work shop - dl, FSI- Washington, USA
- Transportation work shop - FSI Antwerp, Belgium
- Contract officer representative (Contract Administration) - FSI Washington, USA
- Employee performance management, FSI Khartoum, Sudan
- Marketing analysis, - dl, FSI- Washington, USA
- Supply chain management - logistics - dl, FSI- Washington, USA
- Supply chain management - facility design - dl, FSI- Washington, USA
- Supervisory skills, FSI Khartoum, Sudan
- Time Management. (Etisalat academy - Sudan)
- People Managing skills. (Etisalat academy - Sudan)
- Microsoft Project (Canar tel. Co. - Sudan)
- Understanding telecom networks & services (Etisalat academy Sudan)
- Inco Terms 2000 Guide – I.C.C (Canar tel. Co. - Sudan).
- Warehouse operations & management [material management (Meric consultant - U.A.E).
- BMP & QMS internal auditing certified as internal auditor. (Etisalat academy -Sudan).
- Shipments e-tracking (checking points) - DHL Bahrain
- Customer service interface (e-commerce) - DHL Qatar.
- IATA (DHL Express) services and destinations coding - DHL Qatar.
- IATA Dangerous goods introduction in categorizing packing and labeling- DHL Bahrain.
- Aviation & logistics operations management - DHL Bahrain.
- (Totcon/Webcon) software in movement management & E-tracing DHL U.A.E.
- Customs regulations and commodities coding Middle East territory DHL Qatar
- Performance evaluation essential potentials - DHL Qatar.

Skill	Skill Level	Years of Experience	Last Used
MS. Office	Expert	More than 10 years	1 month or less
Sage ERP	Expert	More than 10 years	1 month or less
Microsoft Dynamics ERP	Expert	More than 10 years	1 month or less
Kepner Troge PMO	Expert	More than 10 years	1 month or less
ORACLE ERP -9 G	Expert	More than 10 years	1 month or less
ORACLE ERP -V11i	Expert	More than 5 years	1 month or less
TabS (ITS) Billing System	Intermediate	More than 5 years	1 month or less
Confident	Expert	More than 10 years	1 month or less
Ability to lead, motivate and organize a team	Expert	More than 5 years	1 month or less
Strategic and methodical person	Expert	More than 5 years	1 month or less
Proactive and able to execute dead lines	Expert	More than 10 years	1 month or less
Able to work with multi-national staff	Expert	More than 5 years	1 month or less
Excellent network knowledge and high skills in using the www.	Expert	More than 10 years	1 month or less
Have the ability to think on other's feet.	Expert	More than 10 years	1 month or less
Able to be re-located	Expert	More than 5 years	1 month or less
Excellent analytical & Negotiation Skills	Expert	More than 5 years	1 month or less

Languages:

Language	Skill Level	Years of Experience	Last Used
English	Expert	More than 10 years	1 month or less
Arabic	Expert	More than 10 years	1 month or less

References:

Name	Job Title	Phone Number	Email Address
Mr. Mark Obey Department of state (USA)	General Service Officer	+249.912178130	obeym@state.gov
Mr. Arne Baker Department of state (USA)	Senior Inspector	+249.83774700	bakerab@state.gov
Mr. Sabil Abdulla Royal Jet Airline (U.A.E)	HR Director	+971561429679	sabilabdulla@gmail.com
Mr. Mohamed Salih Hassan	Director Of Operations	+249912310403	mohamed.hassan@dalgroupp.com
Mr. John Cavagan DHL (Bahrain)	Country Operation Manager	+973553839278	John.cavagan@dhl.com
Mr. Mamoon Othman	CEO	+971501114114	mamoon.othman@asmak.ae

Achievements & Awards:

Best sales man of the year 2001	Award , Almanhal water Factory, Qatar
Best team leader / Best Team 2003	Award DHL express , Qatar
Meritorious Award. 2009, 2011	2 times U.S. Mission , Sudan
Franklin Award. 2010	2 times U.S. Mission , Sudan
Deployment of DHL 24/7 Gateway Clearance & Distribution services at Doha Int. Airport. 2003	Achievement , Done in 3 months, Qatar
Deployment of Etisalat / Canar Fiber Optics Project 3500 km. 2005 to 2008	Achievement , Done in 3 years, Sudan
Set up & Deployment of 14 Business Centers / Stores in 14 States. Jan 2006 to Jul 2007	Achievement , Done in 18 Months, Sudan
U.S. Mission New Compound (20,000 M/SQ) Establishing Aug 2008 to Aug 2011	Achievement , Done in 3 years, Sudan
Deployment of Dal Group Logistics Operation & Planning Unit (WS3) Nov 2011 to Apr 2012	Achievement , Done in 4 Months, Sudan