



SAMI BIN GHANEM



Chief Procurement Officer

CONTACT

+62 81291414076

amsnra@yahoo.com

<https://www.procurementexzellenz.com>

CORE COMPETENCIES

- Procurement Management
- Supplier Relationship Management
- Policy Procedure
- Performance Measurement
- Data Analysis Report
- Inventory Management
- ERP – Oracle
- Stakeholder Management
- Relationship Management
- Project Progress
- Client Relationship Management
- Business Development

EDUCATION

- **2010**
Certified Project Manager
Stanford University
- **2009**
Postgraduate in Supply Chain Management
University of Southern Queens
- **2007**
International Advanced Certificate in
Purchase Supply (CIPS)
- **2000**
B.Sc. in Business Administration
The American Institute of Management
Studies

TRAINING

Successfully completed the following training:

- BulletProof Manager
- Finance for Non - Finance Manager
- Leadership Management
- All ERP implementation
- Business Intelligence for ERP

Multi-faceted professional, possess team-based management style coupled with zeal to drive visions into reality and achieved the same through effective knowledge and experience of 2 decades in Procurement Operations

An established Writer, a Strategic Procurement Specialist an expert in Business Development

PROFILE

A Multi-talented, output - driven professional with 2 decades of experience which includes 4 years of independent consulting experience in Procurement Management, Business Development, Client Relationship Management, working alongside prominent establishments, strategizing their procurement business goals. Stepping forward with an indelible reputation in strengthening procurement services for several complex commodities, across **Manufacturing, Construction, Logistics, IT Services sectors to name a few. Recognized as a strategic planner with adeptness in implementing**

- Cost reduction measures to achieve saving in terms of material procurement and logistics costs
- **Ground - breaking results in streamlining continuous improvement** by focusing on internal external customer service.
- Systematic processes to **monitor contract evaluation ensuring** vendors comply and adhere to previously agreed - upon terms conditions.
- **Innovative solutions across end-to-end procurement activities** which include management, administration, supervision of the company's acquisition programs.

With demonstrative excellence in leading contracting services and managing the overall purchase of supplies, equipment, materials, his distinguished efforts in leading the Contract Management Process Service Level of Agreement (SLA) has time and again ensured the highest ROI. An **Exceptional Motivator Planner** who addresses business issues; boosts customer satisfaction levels, **nurtures teams, strengthens productivity and accelerates profits.**

THOUGHT LEADERSHIP AND PUBLICATIONS

(available on Kindle Amazon)

- The Journey to Supplier Relationship Management (the New Generation of Procurement)
- Strategic Procurement Management
- The Procurement; Policy and Procedure

WORK EXPERIENCE

2016 - Till Date

A Freelancer - Procurement Consultant

Led multiple projects as an Independent Consultant for clients, addressing areas that revolves around:

Strategic Direction for Sourcing and Contracts.

- Directed the development of business strategies and implementation of standards for best Contract Management and Sourcing operations.
- Defined and drive continual process improvement and automation of business processes.
- Ensured alignment with strategy around diverse and inclusive vendor / supplier / author selection.

High Quality and Mitigate Risk.

- Ensured enterprise-wide needs for supplier due diligence, quality output, risk assessment, and continuous supplier monitoring are being accomplished.

- Administered risk mitigation to any contractual intellectual property terms, licensing, permissions, royalties, and related obligations.
- Served as a point of escalation for problem-solving

Negotiation and Budget Management

- Exhibited excellent negotiation skills; define and streamline superior supplier-pricing methodologies.
- Led team in meeting overall 100% adherence to capital budgets, and all financial terms and capital planning requirements.
- Rendered high level of knowledge of industry best practices in contract negotiation and cost containment / savings strategies.

Manage People and Performance

- Led, built and managed high-performance teams through coaching and mentorship in a strong matrix environment.
- Oversaw and managed personal and career development for expert teams of sourcing and contracts professionals.
- Provided necessary resources, proactively support removing of obstacles to team success and accomplishments.

Customer Success Focus

- Used functional expertise, best practice communication, and leadership skills to manage complex relationships and influence positive change.
- Resolved escalated supplier- or contract-related issues.
- Drove the importance of quality and accuracy with internal and external stakeholders at every stage of the development process

Business Development Manager

Representing Dragon Sourcing in Middle East which is a procurement service provider known world wide

- Defined, developed and coordinated marketing strategies, approaches and plans for the implementation of new business development strategies.
- Remained responsible for the development of new businesses and the expansion of market share of existing business elements.
- Increased market share by working alongside the management and operations across divisional lines to perform market analysis, develop program plans and achieve objectives.
- Developed budgets and financial cost projections for new business to evaluate profitability.
- Developed policies and procedures which will guide business elements and business / marketing / sales development teams to improve Company market position / performance. Research with subject matter experts possible new products, tools and services for fielding.
- Negotiated competitive positions for new business development with customers and in-house managers
- Ensured company objectives and financial targets are met. Review new business proposals for compliance to company defined business objectives.
- Initiated measures to ensure customer satisfaction and in-house compliance to contracted requirements.
- Established customer relations and good will to include customer feedback networks and continuous quality improvement initiatives and programs.

2007 - 2016

Almajdouie Group, KSA | Procurement Quality Assurance Manager

Projects: *ERP Business Process Owner for Supply Chain Management, Procurement Organization Structure, Business Process Development for Procurement, Supplier relationships, Inventory*

Almajdouie Group is a Saudi Group of Companies started as a transport company in 1965 based in Dammam, as the business grew it flourished into a group of companies with diverse activities

Key Result Areas

- Conceptualized plans developing strategies for business planning relating to Procurement Inventory and make sure the team achieve the targets as per the set parameters
- Involved in the management of Supplier Quality Assurance accountable for Products Portfolio Commodity Strategy to be part of Strategic Sourcing Activities
- Worked towards setting
- Business Process (Policy Procedure) mentored teams
- Drove multi - stakeholders towards achievement improvement of processes
- Spearheaded Financial Management of the department, including budgets cost monitoring
- Developed a business plan within agreed strategies performed strategic sourcing for goods services with quality cost standards consistent with company objectives
- Managed performance of department with proactive solutions actions regarding Teams, Business Units, Suppliers Commodity, Budget so on
- Mentored audit recommendations for improvement management of Project Sourcing Strategy monitored progress projects incoming projects

PREVIOUS EXPERIENCE

2005 - 2006 | AES Arabia Ltd., KSA | Customer In - Charge

2004 - 2005 | American Lecithin Company, the USA | Sales Agent

2000 - 2004 | Batook Chewing Industry Ltd. | Assistant Purchasing Manager for Import