

Sam Raha
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PERSONAL PROFILE

I am an ambitious, conscientious and hardworking individual, with experience of working in procurement. My professional approach to work is demonstrated in my exemplary organisational and time management skills. I have a curious and inquisitive nature, and I relish opportunities to exercise this. I enjoy working with evolving technologies and environments, and I am competent working independently, or as part of a team.

KEY SKILLS

- Solid background in procurement with significant exposure and experience in negotiating, contract management, strategic sourcing, new product introduction and purchasing functional excellence.
- Great understanding of the dynamic relationship and interaction between sales and purchasing.
- Strong relationship building skills by being responsive to the needs of internal and external customers as demonstrated by receiving Customer Service Excellence awards.
- Experience of working within high-pressure environments, able to make decisions and influence others through the use of logical and persuasive argument.
- Proven Project Management skills, successfully managing multiple cost reduction projects at any one time, across multiple countries and sites.
- Natural ability to think of alternative solutions, and pitch ideas to senior leaders within the business.
- High levels of integrity and dependability; not afraid to take personal accountability and ensure commitments are made/ adhered to in the interest of business needs.
- Confident user of all Microsoft Office products, Oracle, SAP, Python programming and Photoshop and have taken various courses during my academic and professional career to enhance my skills.
- Fluent in Persian (Speaking/Writing/Reading).

EDUCATION AND QUALIFICATIONS

September 2013-2017: BSc (Hons) Degree at the University of Brighton: Accounting and Finance.

- **Final Year Modules include:** Financial Reporting Theory & Practice, Taxation, Finance & Risk Management, Management control Systems, Innovation in E-Business & Mobile Commerce and Supply Chain Management.
- **Achieved overall:** 1:1

September 2011- June 2013: A Levels at Notre Dame Catholic Sixth Form College:

- **A Levels:** Business Studies C, English Language C, ICT C
- **AS Level:** Accounting C

Professional Courses/ Training:

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| • Python Programming Language Course at CodeAcademy Pro | 2018 |
| • Advanced Microsoft VBA Training | 2018 |
| • QUA 3900 Project Management Training | 2016 |
| • Cummins Placement Management Development Training | 2015 |

CAREER SUMMARY

Dragados SA UK

January 2018 - Present

Position: Senior Buyer

- Lead commodity buyer of IT, Electronics, Steel, Timber, Consumables and Plant with a total spend value of £10m.
- Ensuring supply chain efficiency through on-going supplier relationship building and effective communication chains.
- Conducting daily negotiations with every order placed contributing to an annual saving of £1.5m against budgets.
- Succeeded in a project manager role for the implementation of a new asset management software, ensuring the project finishes on time by overseeing and ensuring the completion of the tasks.
- Assisted in a £6m subcontract project for a secondary lining waterproofing package for tunnelling works.

- Building the evolving Dragados supplier base within the UK through attending supplier construction conferences as well as day to day research through supplier portals/ internet.
- Serving as the direct report for the Apprentice Buyer in the team. By doing so I have developed my discipline of managerial psychology, active listening and development training skills.

Dragados SA UK

July 2017 – December 2017

Position: Assistant Buyer

- Developed a bottom-up approach understanding of the procurement process within a £600m government subcontract project ranging from sport buying, call off contracts, plant management and professional services contracts.
- Carrying out monthly departmental reports, converting raw data into presentable information using advanced excel and power point skills.
- Conducting innovative automation processes using Excel, VBA and Python Programming to eliminate non-value-added activities that existed in day to day roles within the department.
- Grasped advanced tunnelling and construction engineering concepts through studying the procured materials/ services by liaising with suppliers and engineers.

Cummins Generator Technologies

June 2015- July 2016

Position: Purchasing Placement (Project and Supply Manager)

- Undertaking a full year in industry within plant purchasing in the Generator Sector within a team of 8.
- Cross- Functional multi-site team management and collaboration, managing core and extended teams in Romania and the United Kingdom.
- Project Management (Balancing, Scope, Schedule and Resources), effectively managing programme deliverables and functional teams, ensuring effective, and efficient product change/ new production introductions into the market, often with challenging supply chain requirements whether it be cost, or time constraints.
- Greatly involved in the Supplier Risk Process by overseeing and coordinating the Risk Reviews for the EMEA Region.
- Project Manager of a Six Sigma and 5 cost reduction projects that resulted in a total reduction of \$1.9m in spend.
- Lead an emergency resourcing project due to the closure of a key single-sourced supplier, resourcing 95 parts worth \$1m in spend from one supplier to 3 other suitable suppliers within a restricted time-frame.
- Enhanced technical ability in reading engineering drawings and understanding manufacturing processes.
- Contributed to 20 hours of CSR including practice college interviews for year 11s at Welland Academy as well as school redecorations in order to create a better working environment for the pupils.

KEY ACHIEVEMENTS

2017: Taking my university football team to the Finals in the ParkLife university league. I take pride for this achievement as it was achieved by the sheer determination and hard work put in by the team and I.

2016: Finishing Tough Mudder 2016.

2015: Being awarded the Employee of the Month award at my part time job at Waitrose for representing the customer service level of a 'perfect partner'.

2002-2010: Achieving a black belt in the martial arts of taekwondo.

PERSONAL INFORMATION

- Captained and managed an 11 aside football team in the university league (3 years).
- Actively led/involved in community support projects at work, supporting local charities and schools.
- Course Representative Leader for Accounting and Finance during university (4 years). Actively making a positive impact on the education for my peers and future students by attending regular board meetings to improve the education system by putting forward the feedback gathered from my peers about the course. This has effectively improved my organisation and communication skills during my time at university.

REFERENCES

Sue Endean

Principal Lecturer

University of Brighton Business School

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Steve Swain

Purchasing Manager

Cummins Generator Technologies

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