

## PROFESSIONAL PROFILE

- Industrial Engineer, with 22 years of experience in Supply Chain and Business Analysis
- Top 5 CliftonStrengths DNA talents and Competences: Analytical, Responsibility, Strategic, Focus and Achiever
- Leading Supply Chain functionality, managing the external interactions and relationships that drive success to business with both Customers and Suppliers (CRM and SRM) as well as internal relationships related to working capital and items.
- Managing Supply Chain drivers: Strategy and business rules, Collaboration, communication protocol and synergy. Planning, contracting and control, monitoring and follow up. Execution, ordering and physical flow (material, spare parts, machinery, transportations). Performance, optimization and Transparency.
- Professional in risk assessment in supply chain to avoid surprises.
- Coaching, Developing and training supply chain team. Setting policies, procedures and SMART objectives KPIs
- Advanced English, Arabic by native, Jordanian nationality

## TOOLS, SKILLS AND TECHNIQUES

- Performance and Process Optimization: Root cause analysis and problems solving, Lean and 6-sigma, Shop floor management and 5S, Process redesign and improvement, Value Engineering/Value Analysis VE/VA
- Commercial and Accounting: Product cost estimation, COGM and COGS analysis, Working capital and cash flow
- Logistics and Transportation: Distribution networking and Que theory, Trucks and Containers capacity & routes utilization,
- Planning and Inventory: Inventory Control (MRP, MRP II, ROP, EOQ, Min-Max, VMI), Product-mix planning and restrictions, Demand planning and forecasting, equipments and manpower flow, traffic plan and method statement
- Procurement & Contracting: Sourcing and Vendor Development, Negotiation and influencing, Product Costing and tendering, Follow-up and tracking, contracts management and suppliers behaviour monitor and analysis, managed 200+ suppliers, 3K SKU, 15M material contracts, 1M transportation contracts and 1.5M ERP budget
- Digital Transformation: ERP systems (SAP, ORACLE, Dynamics 365, IFS, iScala), Data analysis using Power BI Dashboards, Advanced MS Excel tools, DataBase manipulation, Programming (Android, C#, GO, Kotlin, Web pages, Server, IoT).
- Data analysis: Data collection, cleaning, modeling and visualization, planning and decision making based on data, in the 3 levels of analysis: Descriptive, Predictive and Prescriptive, in both dimensions Qualitative and Quantitative.
- Employee management: Managed simultaneously more than 300 Employees with cultural diversity in 3 plants
- Customer Service & CRM: Managed customer profiles, leads, orders and delivery patterns, payments behavior and claims
- Compliance: Worked with regulatory authorities RC, handled the communication and ensured regulations compliance
- Programs and Project Management: Using the 5 phases of PM as per PMI and PMBOK guidelines, Lead different projects: 2 Costing & BoM Audit, 3 Lean 6-Sigma, 2 ERPs Projects and other operational,

## WORK EXPERIENCE

### TOTAL: 20 YEAR OF EXPERIENCE, SINCE OCT 1998

### MOST RECENT; LAST 12 YEARS (SAUDI ARABIA)

- *Supply Chain Manager* – Aujan Industrial Supplies and Services – Dammam, Oct 2019 to Present
- *Supply Chain, IT and Projects Vice President* – United Arab Float Glass Company – Yanbu, Aug 2018 to Aug 2019
- *Supply Chain Manager* – BASF Construction Chemicals – Dammam, May 2017 to Aug 2018
- *Supply Chain and ERP Manager* – Bischof + Klein company – Dammam, Jan 2014 to May 2017
- *Senior Supply Chain Planner* – Nalco Saudi – Dammam, Nov 2009 to Nov 2014

### PREVIOUS 10 YEARS (KUWAIT AND JORDAN)

- Purchase and Production Manager– Hassan Abul Wood Working Factory – Kuwait, Nov 2007 to Nov 2009
- Production Planning & Control Engineer– Refrigeration Industries and Storage Co. – Kuwait, Feb 2004 to Nov 2007
- Operations Engineer – Petra Engineering and Industries Co, – Amman, Oct 1998 to Feb 2004

## PROFESSIONAL EDUCATION

- BSc of Industrial Engineering, University of Jordan, Amman – Jordan – 1993 – 1998
- Project Management Professional (PMP) workshop, PMI # 1974871, Saudi Arabia, 2011

**HIGHLIGHTS AND ACHIEVEMENTS****Aujan Industrial Supplies and Services**, Oct 2019 – Present

- ✓ Establishing Supply chain department, with governance system, and leading digital transformation process

**Arabian United Float Glass Company**, Aug 2018 – Aug 2018

- ✓ Coached, Developed and trained supply chain team with focus on departments synergy and surprises avoidance
- ✓ Saved more than 200K\$ in a yearly bases through customs exemptions, and customs clearing arrangements
- ✓ Improved on time delivery by 30% over 2018 performance
- ✓ Introducing “Trade Compliance” rule to ensure full compliance with Saber nd import/export requirements
- ✓ Built customer profile and behavior monitoring system (orders pattern, payments pattern, claims, visits, ...)
- ✓ Fixed compliance gaps with Royal Commission for Jubail and Yanbu that blocked issuing EPO since 2014

**Saudi BASF for Construction Chemicals**, May 2017 – Aug 2018

- ✓ Built and Structured the Supply chain department with procedures and workflows as per global BASF guidelines
- ✓ Set business rules with sales and production teams to create synergy and reduce conflicts
- ✓ Lead S&OP monthly meeting, and set up and monitored action plans

**Bischof + Klein Middle East Company**, Jan 2015 – May 2017

- ✓ Completed the full implementation of SAP B1 ERP three months ahead of plan.
- ✓ Reduced Class-A SKUs year end inventory by 60%, that saved M\$ 3 of cash and working capital.
- ✓ Reduced inventory by K\$ 20 through utilization of dead stock.
- ✓ Saved around K\$ 255 through improvements in different activities:
  - Saving K\$ 35 by changing payment terms
  - Saving K\$ 100 / year by value analysis of the SKUs in use.
  - Saving K\$ 90 / year in the customs clearing process.
  - Saving K\$ 30 / year in the Logistics and transportation.
- ✓ Increased customer satisfaction by increasing OTD service level from 50% to 85%
- ✓ Reduced inventory turn-over to 2 months instead of 4 considering the shelf-life of the FG products is 6 months

**Nalco Saudi Arabia**, Nov 2009 – Nov 2014

- ✓ Improved Operational Inventory metric, by reducing Inventory days of supply [DoS] from 114 to 78 days, and Inventory days on hand from 105 to 51 days, and achieving 96% service level versus 95% target
- ✓ Built Shipments tracking and follow up system
- ✓ Improving capacity utilization and increasing the average lot size from 8 to 9.3 tons
- ✓ Monitoring and controlling item master data integrity.

**Hassan Abul Wood Working Factory**, Nov 2007 – Nov 2009 (Kuwait)

- ✓ Conducted “Process Re-Engineering”, that improved on-time delivery to be 90%, with stock out of 1%, and material saving of 10% through doors restructuring.
- ✓ Leading the project of supplying the wood working needs (Doors, Kitchens and Waredrobes) for Al-Seef hospital in Kuwait 2008/2009, through the 5 phases of the project cycle (Conception and Initiation, Definition and Planning, Execution, Performance and Control, and Project Closing), with ensuring milestones achievements, and take proper correction actions whenever required.
- ✓ Reduced the purchase cost of Raw Materials, by ordering product mix that utilize the space in the incoming containers to the best level, based on the item's size and chemical compatibility,
- ✓ Built a full Inventory management system including RoP, Min\_Max, Product Mix, ABC analysis, consumption pattern and trends, Vendor Managed Inventory system VMI, that Improved inventory turn-over from 120 days to 45 days
- ✓ Prepared tenders prices (Al Seef hospital, Kuwait) based on carefully calculated cost estimates, budgets and schedules

**Refrigeration Industries and Storage Co**, Feb 2004 – Nov 2007 (Kuwait)

- ✓ Contributed to the utilization of slow moving items at Refrigeration Industries and Storage company that generated savings of around \$60,000.
- ✓ Developed a “Conversion Rate calculating System” for the manufactured units considering cost drivers, fixed and variable costs, overhead, production wastage, with auditing BoMs, COGM and COGS.
- ✓ Lead ORACLE ERP implementation and setup for the supply chain modules
- ✓ Developing “Load Distribution and Load Balancing” IT system to improve shop floor scheduling