



Omar Abdullatif

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Head of Business Development/Strategy

Accomplished & result focused senior management professional with over 10 years of experience in managing Procurement/Business Development process optimization and operations management across diverse organizations. Distinguished for enhancing organizational bottom lines using financial prudence and implementing various process improvement initiatives across professional career; exploring challenging senior managerial assignments with a professionally managed organization

Expertise In

Supply Chain Management
Sales & Marketing Strategies
Negotiation
Compliance Management
Internal Controls & Audits
Risk Management
Strategic Planning
Cost Optimization
Engineering, Procurement, Construction Management

Leadership Strengths & Highlights

- ❑ Attend international exhibitions to assist in Products selection
- ❑ Possess strong knowledge of the relevant markets, competitors etc. and provide inputs to increase market share\ Experience in handling any commodities.
- ❑ managing exhibitions, events and other activities
- ❑ Drive high customer focus within the organization, Ensure quality drive within the business unit.
- ❑ An effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities. Possess a flexible & detail oriented attitude
- ❑ Proven ability in assisting the COO and the Board of Directors

Notable Career Accomplishments

- √ Significant contributor to project expansion (Oasis Mall Juffair and IKEA-Bahrain acquisition/corporate structuring by presenting business case to share all support services and splitting the EPC contract into two, equipment and Materials for setting up downstream project, leading to savings of over BHD 275,000.
- √ Ensure that monthly and quarterly targets are met.
- √ Successfully led initiatives to reduce fixed costs by conducting a workshop with function heads collectively and individually, Generated savings of BHD120,000 by optimized utilization of organizational financial resources in 2017.
- √ Played key role in developing interest rate hedging as an option while signing the loan agreement with lenders leading to minimizing interest costs during the construction phase at Mall of Diluminia, IKEA and all the Major Projects.
- √ Implemented ERP system to effectively handle all integration issues after the project expansion of Oasis Mall to closing monthly accounts within 3 days of the month end instead of 3 weeks
- √ Actively involved in Signing a dealership/Partner of the leading International Suppliers followed by generation of attractive Profit and cost saving.

Professional Experience

Falcon Factory & Contracting - Bahrain

August 2019 - Present

Head of Business Development/Strategy Manager

Key Profile:

- Develop Business strategies aligned to liquidity availability in the organization. Conduct feasibility analysis of
- Developing and implementing policies and achieving targets.
- Following up with new contracts/Projects and all necessary documents for the clients
- Responsible for the P&L for the division and building the business.
- Gaining a better understanding of quality, service and continuity of supply.
- investments or projects for maintaining organizational profitability
- Managing all International Events/Exhibitions and Maintain the business relationship.
- Evaluation and Finalize contracts and purchase orders and sign or submit to the appropriate signatory for approval (CFO/COO).
- Motivate and Training my team of staffs to the satisfactory level.
- Liaising with clients to a sure they are satisfied with the service given

Delta Trading & Contracting - Bahrain

May 2017- August 2019

Procurement & Business Development Manager

Key Profile:

- Supervise social media and company website.
- Responsible for the P&L for the division and building the business.
- Following up with new contracts/Projects and all necessary documents for the clients
- Expand product category of the business unit and Identify new distributors/ principals for the business expansion
- Develop Business strategies aligned to liquidity availability in the organization. Conduct feasibility analysis of investments or projects for maintaining organizational profitability margin
- Provide inputs to formulate the annual business plan and strategic activities and ensure the set targets are achieved.
- Procurement for stock to be ordered and accounts for the contract and payment.
- Foster strong business relations with key customers, distributors, retailers and Principals. • Implement sales and marketing strategies and review them against set goals, take proactive measures, if required.
- To diversify products portfolio by adding new products to the various commodity business.
- Supervise all site work for that project during installation
- Implement adequate remedial measures by conducting Marketing/Sales and variance analysis for ensuring availability of financial resources to cater to existing as well as future business ventures of the organization
- Managing all International Procurements and Maintain the business relationship.
- Establishing and monitoring performance of all product lines to ensure customer satisfaction.
- Interact with banks, tax officials, insurance companies, external auditors and lawyers pertaining to organizational business operations
- Evaluate Purchasing and internal control systems; generate awareness on organizational policies or statutory regulations amongst the employees for implementing the same in day to day business transactions
- Render consultancy to the senior management in realigning organizational business strategies and managing Purchasing processes. Draft & maintain business plan documents in compliance with the lenders and statutory requirements
- Assess & present various status reports at senior management reviews for realigning business strategies based on changing market dynamics and existing organizational financial health

Enterprise Impact:

- Successfully managed year-end audit as well as set up hedging desk for the company through international brokers
- Played key role in ERP implementation (AX Dynamics and MCA) in coordination with steering committee members
- Generated savings of BHD 275,000 on project costs by engaging with direct suppliers globally
- Rendered support in recruitment process to hire talented staff and participated in developing HR manuals

Key Profile:

- Arrange for full project report by coordinating with sales for stock to be invoiced, with procurement for stock to be ordered.
- Managing exhibitions, events and other activities
- Prepared & implemented organizational annual Procurement budget & forecasts in coordination with various departments. Managed budget variances by aligning & maintaining actual spending within approved budgets
- Plan and Execute procurement according to deadlines and within budget.
- Getting the organization the best deal through negotiation for a competitive quotations and good service provided
- To prepare and send management team a weekly update on the projects
- Assessed & issued drawdown requests based on project requirements and facility agreement
- Collaborated with Stakeholders, Consultant & Clients in effectively resolving Materials issues related to the company Projects in compliance to organizational policies and other statutory regulations
- Managing all International Procurements and Maintain the business relationship
- Evaluation and Finalize contracts and purchase orders and sign or submit to the appropriate signatory for approval (CFO/COO).
- Gaining a better understanding of quality, service and continuity of supply as measures of success in procurement decisions
- Rendered consultancy to other managers in planning initiatives, Purchase information analyses, reports and recommendations based on finance, accounting, billing and audit procedures
- Defined & implemented organizational policies & procedures aligned to international Purchasing standards.
- Functioned as adviser to the Board of Directors and as Tender Committee involved in commercial evaluation of tenders

Enterprise Impact:

- Played key role in setting up the Purchase department including development of supplier policies and procedures manual, manual of authorities and tendering procedures
- Core member of the team involved in closing Purchase deal for Head Crane and Company renewed Vehicles worth BHD 110,000 (Bagged Deal of the Year in 2015)
- Rated high for generating savings of BHD 25,000 through efficient leadership of a team of 6 members. Enhanced operational efficiency and employee satisfaction by setting up job rotation system within the department

Other Assignments

- OAT Group ~ Head Procurement/General Service/Customs/Logistic Services ~ Oct 2014 – May 2016
- OAT Group ~ PR & HR Manager ~ Oct 2016 – Dec 2017

Key Profile:

- Preparing clear and accurate strategies working plans Multiples Costa coffee food chain and some Fashion outlets like BHS, Hush puppies.
- Developing and implementing policies and achieving targets.
- Good organizational of more than 250 employees in food and fashion field.
- Ensuring total customer satisfaction and Monitor project payments and coordinates with Operations and Management to implement limits and contractual terms.
- Negotiating for a competitive quotations and good service provided
- Getting the organization to understand the best deal through negotiation on contracts between the organization and the client.

Key Profile:

- Liaising with clients to ensure they are comfortable and satisfied.
- Handling clients' complaints with total sound solutions.
- Ensuring total customer satisfaction.
- Ensuring at all-time first class service is practiced.
- Events coordinator and public relations.
- Extensive involvement managing client's relationships at all levels.

Academics

- **Kenya High School Certificate** - Lamu High School, Kenya (1991)
- **Bachelor Degree** – (Management Strategy, Decision making, and Organizational) University of Nairobi, Kenya (1996)

Personal Details

- **Date of Birth** : 04th July 1972
- **Marital Status** : Married
- **Languages Known** : English, Arabic and Swahili
- **Nationality** : Kenya
- **Passport Details** : AK0150514 valid till July 2028
- **References** : Available on Request