|  |  |
| --- | --- |
| **SALAMULLAH** **SALAMULLAH.333168@2freemail.com** |  C:\Users\MOHAMMED MEERAN\Desktop\pp.jpg |
| **EXPERIENCED SUPPLY CHAIN MANAGEMENT EXECUTIVE WITH OVER 12 YEARS OF EXPERIENCE** **(TRANSFERABLE IQAMA)**My key strengths are in Project Procurement, Supply Chain Management for Infrastructure and Oil & Gas Clients. **Some of my core skills are:**- Excellent negotiation skills - Excellent Logistics skills- Excellent technical knowledge of Water treatment equipment items- Able to interact with multitude of Individuals- Sourcing Supplier/Manufacturers (Overseas/Locally)- Excellent interpretation of contract terms and conditions - Negotiation of Contracts, terms & conditions and spot purchases. - Multilingual (English, Arabic, Urdu, Hindi, Tamil & Malayalam)- Extensive experience and exposure to all levels of Procurement activities (more 12 years of exp.)- Exposure to miscellaneous sales and back office sales support  - Excellent Microsoft knowledge- Suppliers management- Category management- Outer sourcing- Supply chain management**Equipment and Packages handled:** Media filters, Cartridge Filters, UV systems, RO membranes, RO Pressure vessels, Pumps, dosing pumps, agitators, heaters, filter media and activatedcarbon and all types of instruments / analyzers, electrical and Instrument accessories, control panels, junction box, etc. |

**WORK EXPERIENCE**

**AES ARABIA LTD**

AES is an ISO 9001 company head quartered in Riyadh and has branch offices in USA. AES offers water and waste water treatment systems and services throughout Middle East to companies like Saudi Aramco, SABIC, Maaden, Samsung, Hyundai, Technicas Reunidas to name a few.

**ACCOMPLISHMENTS**

* Improved customer/End user satisfaction by procuring quality products with optimal prices and minimal lead-time
* Reduced invoices backlogs by transforming purchase-to-pay transactions and satisfying vendors
* Worked cohesively in different principles of business simultaneously i.e. Projects, Logistics, custom clearance.
* Completed project purchases within the defined budget
* Closed long pending issues/projects
* Helped quality dept. to evaluate vendors / manufacturers performance to maintain quality of vendor list.

**RESPONSIBILITIES PROCUREMENT OFFICER (SEP 2004 TO NOV 2016)**

* Obtaining material requisition (MR) from 4 different operating units (Infrastructure/Oil & Gas/ Chemical injection skids/AES standard projects), sourcing the required material globally, estimating and comparing vendor prices and subsequently generating purchase orders
* Upon allotment of projects working with 4 operating units for material schedule and defined deadlines.
* Liaising with logistics and warehouse team for material management for the projects.
* Handled major client's jobs simultaneously with targeted deadlines.
* Managing database and contract files of Vendors and Clients
* Remained updated on product knowledge by attending seminars by manufacturers or Distributors.
* Reviewing technical and commercial terms with Clients and Vendors in order to achieve the desired Product / conclusion.
* Managing maintenance team upon complaints from clients and managing them for rehabilitation of existing systems.
* Reporting to management monthly, quarterly and yearly on progress, sales analysis and vendor performances

**Education & Certifications**

* Bachelors of Science-Physics (Madurai Kamaraj University)
* Post Graduate Diploma in Plastic Testing and Conversion Technology (PGD-PTCT@CIPET-CHENNAI, INDIA)

**PERSONAL DETAILS**

Citizenship : INDIAN

Date of Birth : 7st May 1975

Marital Status : Married

Driving license : Valid Saudi License

Interests : History, wildlife, literature, technology & environment,

 [Water and Wastewater Treatment Engineering](https://www.linkedin.com/vsearch/p?keywords=Water+and+Wastewater+Treatment+Engineering&trk=prof-addl_info-interests),

[New technologies](https://www.linkedin.com/vsearch/p?keywords=New+technologies&trk=prof-addl_info-interests), [Market news etc.](https://www.linkedin.com/vsearch/p?keywords=MArket+news+etc%2E&trk=prof-addl_info-interests)