**Talha**

[**Talha.352226@2freemail.com**](mailto:Talha.352226@2freemail.com)

**Abu Dhabi, UAE**



**⦁ A Global Supply Chain , Procurement & Business Operations Professional ⦁**

*20 years of quantifiable experience in* ***General Management*** *,* ***Business Operations*** *,* ***Supply Chain, Procurement, Supplier Relationship Management , Logistics*** *&* ***Warehouse Operations, Material & Inventory Management through ERP Operations, Contracts management, Subcontractors Management, 3PL & 4PL Operations*** *etc.*



***Personal Branding: A corporate leader with proven combination of Trouble shooting , strategic innovation with entrepreneurial execution and drive. Demonstrated strengths in enhancing value through focus on core competencies & business deliverables, customer focus and commitment to excellence. Exceptional proficiency in handling large teams of SMEs (Subject Matter Experts) & Core Supply Chain & Logistics Operations towards delivering top and bottom line results***



**CAREER SUMMARY : Industries served : Oil & Gas , Construction , 3PL /Supply Chain Services, Electronics Manufacturing**

**Next Generation Oilfield Equipment Trading LLC-UAE** Sept 2016 till date

Director Operations

**Descon Engineering - UAE**, Abu Dhabi, UAE **(Oil & Gas EPC , Plant Construction .Plant maintenance , Retrofits and Turnarounds)**

Head – Regional Supply Chain (UAE, Oman & Qatar) 2014 till 2016

**Descon Engineering Qatar LLC**, Doha, Qatar (**Oil & Gas EPC , Plant Contstruction & Plant maintenance ,Retrofits & Turnarounds)**

Head – Supply Chain and Asset Management 2010 – 2013

**Descon Engineering Limited** ,Lahore ,Pakistan (**EPC , Infrastructure and Plant Construction** )

Manager – Commercial (Corporate Business Area) 2008 – 2010

**Haier Pakistan Ltd.**, Pakistan (**Manufacturer of Home Appliances and Electronics**)

Head – Logistics 2007 – 2008

**Deutsche Post /Exel Pakistan Ltd. (DHL–Exel Supply Chain)**, Pakistan **(3PL & Supply Chain Solution Services**) 2005-2007

Regional Operations Manager

**Royal Dutch-Shell Group/Shell Pakistan Ltd.**, Pakistan **(Oil & Gas Downstream )**  1996-2005

Multiple Supply Chain Related Positions incl Transport Contracts and Relations Executive & Depot Operations Manager



**SIGNIFICANT CAREER ATTAINMENTS**

* *Successfully*
* Initiated a system to **centralise and plan procurement demands** moving from a daily ad hoc approach; Designing and implementing **Hub and Spoke** Model facilitating indirect materials to be bulk bought from overseas resulting in **6% cost savings**
* Introduced new suppliers resulting in breaking monopolies and resulted **17% cost avoidance and savings** over a period of 2 years time.
* Sold surplus material resulting in increase in revenue by **$ US 4 Mn/Annum** for the region.
* Conceptualised and drafted the **“Blue Print” for ERP implementation ie “AS IS “& “TO BE”**
* Examined procedures and method statements, conducted **business process re-engineering in 4 areas - EPC, manufacturing, infrastructure and plant construction.**
* Improved procurement accountability, establishing a **lean approach centralised** in one office in UAE resulting in reduced costs by **8% on materials and 12% in services in 4 years**
* Realigned department to address strategic vision of company as it migrated from **Strategic Business Units to Product Lines model**
* Created **a road map for each department team leading to added value** in supply chain operations while optimising resources**. Planned vision and direction to run the function.**
* Reduced regional procurement team **headcount from 18 to 14** while improving productivity
* **Recruited 2 qualified Europeans into the supply chain team** towards adding global talent and expertise and introduced a multi-cultural perspective whilst catering for on-going requirements



**PROFESSIONAL EXPERIENCE**

**Next Generation Oilfield Equipment Trading LLC –UAE** Sept 2016-Till Date

Director Operations

* Consultant for Supply chain Solutions and Business development in Oil &Gas and Construction Industries.
* Free Lance consultancy for various industries pertaining to Business process reviews .

**Descon Engineering - UAE**, Abu Dhabi, UAE 2014 till 2016

Head – Regional Supply Chain (UAE, Oman & Qatar)

***Key Accountabilities***

* Mainline responsibility for stewardship of the Supply Chain function - Developing Supply Chain Solutions towards achieving project timelines
* Lead, handle and drive productivity of a 14 member core team and 100+ remote reports
* *Be responsible for*
* Managing a **budget spend size of more than $ US 200 M and achieved 15% savings per annum against 10% target**.
* Managing entire gamut of Supply Chain activities for varied product lines including streamlining processes to reduce delivery time, conceptualizing and implementing systems/ SOPs to standardize processes
* Establishing the **quality & quantity limits for effective inventory control; Streamlining material management**
* Creating agile, adaptable and aligned supply chain –a part of value chain
* Devising and implementing global sourcing strategy framework and target savings
* Adopting change management principles to create a lean and highly successful supply chain function
* Generate various business and other MIS reports for review by Sr Management

**Descon Engineering Qatar LLC**, Doha, Qatar 2008 – 2013

Head – Supply Chain and Asset Management 2010 – 2013

***Key Accountabilities***

* Primary responsibility for handling the Supply Chain and Asset Management functions
* Function as a Key Member of business area Core Team to implement policies and strategies for 3 supply chain areas
* *Be responsible for*
* Managing a budget spend size of over **$ US 60 Mn while targeting Savings at 15% for Services & 8% for Materials**
* Devising budgets, contributing towards savings through implementation of strategies for procurement, logistics, inventory management and subcontracting sub functions
* Conceptualising, developing and implementing **Value Chain** concepts within the supply chain function
* Focusing on hybrid model of procurement - **Centre led procurement model** while managing approx.
* Optimal inventory management and ensuring controls on fixed assets utilization **avoiding cost of fresh purchase by 2%.**
* Streamlining cash outflow to external customers consolidating **Value Chain**
* Reviewing and aligning sub contractor agreements/contracts and work orders with the objective of cost savings and improving operational efficiencies
* Identifying and developing vendor source; Conducting commercial negotiations for achieving cost effective procurement
* Performing vendor audit, evaluating vendor ratings in supply quality, delivery schedule and capacity assessment

**Manager – Commercial (Corporate Business Area) 2008 – 2010**

***Key Accountabilities***

* Primary responsibility for handling the commercial operations of the Corporate Business Area
* Function as the Advisor/Consultant to Head of Commercial and Asset Management
* *Be responsible for*
* Managing an approx. **PKR 5 Bn annual spend size** at corporate level/annum
* Securing enhanced logistics cost savings through clearing agents and freight forwarders
* Overseeing import operations : Offshore / Global procurement; Monitoring and updating fiscal changes incurred in the tariffs as per Government's notifications etc.
* Devising **Volume Consolidation Strategy** and finalizing **Best Deals through Best Vendors** philosophy
* Functioning as Team leader for Supply Chain Function - Conduct BPRs (SCM) for all business units
* Liaising with SAP ERP (MM/WMS) implementation team

**Haier Pakistan Ltd.**, Pakistan 2007 – 2008

Head – Logistics

***Key Highlights***

* Improved logistics operations reducing the unit cost from **PKR 124 to 89 per unit** within 4 months
* Improved Warehousing and Distribution network reducing the inventory carrying **cost by 5%.**

**Exel Pakistan Ltd. (DHL–Exel Supply Chain)**, Pakistan 2005 – 2007

Regional Operations Manager

***Key Highlights***

* Ran 3PL operations for Telecom Giants Ericsson, Huawei & Nokia-Siemens Networks
* Delivered end to end supplies, **1200 sites for the telecom companies – on target and within budget.**
* Established central contracts with major transporters of the area bringing in **costs down due to “economies of scale” and “economies of distances”.**

**Shell Pakistan Ltd.**, Pakistan 1996 – 2005

Served on multiple Supply Chain and Operations Positions

***Key Highlights***

* Planned and developed unique supply chain business for completion of Army supplies **(23 Mn litres) by road to Northern areas in FY ’03 – ’04 without any fatal or loss time injury incident .** **Covering a distance of more than 9.2 million kilometers**
* Successfully managed operations during **country wide strike in FY ’01 – ‘02. Built exceptional relationships with contractors enabling continuous distribution of bulk and packed products**
* Corporate Social Responsibility: **Achieved target of 25% reduction of contractors’ trucks, introducing Shell-owned vehicles. Communicated with freight loading community avoiding strike action and deployed local trucks into alternative business areas**



**ACADEMIC CREDENTIALS**

* **Master of Business Administration (MBA)**,

The International University (Affiliated to TIU, Independence, Missouri, USA), Pakistan, 1993 **–** 1995

* **Bachelors Degree** specializing in **Economics, Statistics and Mathematics**,

The Govt. College University, Lahore, Pakistan, 1989 **–** 1991



**PROFESSIONAL CERTIFICATIONS**

* **Certified International Commercial Contracts Manager (CICCM)**,

International Purchasing & Supply Chain Management Institute (IPSCMI), USA, 2013

* **Certified Supply Chain Management Professional**,

Universities 21 Global (akaU21 Global) affiliated with National University of Singapore, McGill University, Canada,

2007 **–** 2008



**TRAININGS / WORKSHOPS / COURSES**

* **Be Innovative – Leadership Course,** INSEAD Executive Education, Virtual Learning



**IT SKILLS & PROFICIENCY**

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| **ERP** | JD Edwards, SAP Beginner – MM Modules |
| **Operating Systems** | Windows |
| **Application Packages** | MS Office Suite |
| **Internet Applications & Tools** | |



**HOBBIES & INTERESTS**

* Sports Enthusiast
* Travelling
* Expanding knowledge through the Internet/books