

MOHAMMAD

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**Location Preference:** UAE & GCC, Jordan ~ Industry Preference: MEP/Construction /Oil and Gas

**Senior Level Assignments: Procurement | Contract Management**

***“Versatile, high-energy professional, offering over 13 years of dynamic career in Procurement and Contract Management; scaling new heights of success in delivering superior results by implementing procurement, sourcing, cost reduction, supplier negotiation and relationship management skills that optimize the value from the supply chain****”*

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| **Core Competencies**  ***Strategic Planning & Coordination***  ***Vendor Selection & Development***  ***Procurement Operations***  ***Inventory Management***  ***Quality Assurance & Control***  ***Cost Optimization***  ***Resource Optimization***  ***Liaison & Coordination***  ***Team Management & Leadership***  **Academic Details**   * **Bachelor of Science in Electrical and Electronic Engineering** from Near East University, Northern Cyprus in 2001   **Trainings**   * Project Management Course from The Professional Technical Training Institute (PTTI) in the Kingdom of Saudi Arabia * PTTI from Project Management Institute R.E.P., USA * My House Net training from Northern Cyprus   **It Skills**   * MS Windows MS Office 2003-2014 (Excel, Word, PowerPoint) * Internet Search Engine * ERP Oracle.   **Personal Details**  **Date of Birth:** 24th March 1978  **Languages Known:** English, Turkish(Beginner) & Arabic |  | **Profile Summary**   * **Incisive acumen** in **devising & implementing various innovative procurement processes / procedures;** skilled in creating vision for objective and translating ideas into clear & actionable business requirements & recommendations * **Comprehensive experience** in **facilitating vendor development activities** like identifying & evaluating vendors and continuously making improvement as per organization requirement * **Showcased excellence in swiftly ramping up projects** with competent cross-functional skills and ensuring on-time deliverables **within pre-set cost parameters** * Leveraged skills **in negotiating with the suppliers to clarify contract, delivery, term of payment** and other issues to optimize cost and delivery time and conditions; expertise in **building & maintaining vendor relations; evaluating vendors and analyzing reports** * Resourceful in developing request for purchase quotes; expert in **reviewing procurement volumes** by product class / customization / type, thereby identifying areas for rate / frame contracts and finalizing the same * **Strong relationship management skills** with Project Members, Consultants, Engineers, Clients, Vendors, Suppliers, Sub-Contractors & so on for framing structural parameters as well as the technical & commercial specifications * **An enterprising leader** with skills in leading personnel towards accomplishment of common goals   **Organisational Experience**  **Since Aug’14 SEMCO - Al Fara’a Group, Abu Dhabi as**  **Procurement Manager**  **Key Result Areas:**   * Instituting & commencing procurement process for JV project * Establishing procurement team and assigning duties and responsibilities among the team members * Devising procurement schedule based on project’s needs * Spearheading and monitoring vendors & sub-contractors RFQs flow * Conducting negotiations on prices, terms & conditions with vendors and sub-contractors * Interfacing in issuing LOIs, LOAs, POs and contract agreements * Facilitating and monitoring technical submittal flow * Steering efforts in setting up of agreed payment method * Administering vendors / sub-contractors performance * Coordinating for payment release   **Highlights:**   * Pivotal in managing vendors such as establishing vendor selection process, monitoring vendor’s performance, and so on * Took several cost saving initiatives such as proposing economical technical solution and new technologies that save materials and manpower i.e., Ammroc Project (EPC-Project) |

* Successfully changed change the chiller voltage from 3.3KV to 11KV that save 6 Nos. Transformers and MV panel
* Successfully utilized lighting bus bar for the hangers that save a lot of containment work
* Spearheaded various steps in improving product delivery by 2-3weeks
* Achieved cost savings through the execution of sourcing, negotiation, and value optimization projects
* Negotiation of more favourable vendor payment terms positively affect the cash flow improvements

**Nov’07 – Aug’14 Drake & Scull International, Abu Dhabi as Project Procurement Manager**

**Key Result Areas:**

* Drafted techno-commercial comparison sheets
* Devised & reviewed complete engineering plan to fulfil project's requirements in terms material’s availability and delivery periods
* Assessed suppliers proposals based on cost, quality, service, availability, reliability, and selection variety
* Identified & developed foreign and domestic suppliers
* Conducted negotiations on technical and commercial issues with the suppliers/sub-contractors
* Formulated risk assessment study and controlled materials budget
* Recommended solutions to maintain the materials budget
* Interfaced in facilitating products and services
* Supported in ERP system’s mapping
* Led and assisted in assignment distribution of the reporting employees

**Previous Experience**

**Jun’03 – Nov’07 Qatar Electro Mechanical Group, Doha**

*Interfaced in devising tender costing sheets during estimation and managed P2P process of all electro-mechanical materials*

**Growth Path / Deputations:**

**Jun’03 – Jun’05 Procurement Engineer**

**Jun’05 – Nov’07 Procurement Manager**

**May’01- Apr’03 Ahmed Rami for Electrical Engineering, Jenin – West Bank as Electrical Engineer**

*Facilitated design and assembling of Control and Power Panels for building and factories; successfully led installation of Submarine Cable Joint for water wells*

***~ Please refer to the Annexure for Projects:***

**ANNEXURE**

**Since Aug’14 SEMCO - Al Fara’a Group, Abu Dhabi as Procurement Manager**

**Project Ongoing:**

* AMMROC (Advanced Military Maintenance, Repair and Overhaul Centre) – Al Ain – AED 342M “ Consist of District Cooling Plant , 2 Nos. 33KV Primary Substations , 8 Nos. 11KV Secondary Substations , Data Centre & 16 Buildings )

**Nov’07 – Aug’14 Drake & Scull International, Abu Dhabi as Project Procurement Manager**

**Projects Executed:**

* Abu Dhabi National Exhibition Centre – Phase 2 –AED 220m
* Aloft Hotel – Abu Dhabi - AED147M
* Park Rotana Mix Used – Abu Dhabi-AED 214M
* Rotana & Centro Hotels – Abu Dhabi – AED 67M
* Mangrove Place – Abu Dhabi- AED 120M
* Al Muneera – Khor Al Raha – Abu Dhabi – AED 520M
* Rosewood - Abu Dhabi- AED 227M
* Capital Centro Hotel – Abu Dhabi – AED 74M
* Saadiyat Beach Apartments – AED 110M
* Abu Dhabi Court House Complex – AED 120M
* Information Technology & communication Complex – Riyadh – KSA – SR 700M
* Presidential Palace – Abu Dhabi – AED 700M
* Danat Al Emarat Hospital – AED 115M
* Central Market Project T1 & T4 – AED 80M
* Fairmont hotel and serviced apartments-AED 230M
* Louvre Abu Dhabi – AED 415M

**Jun’05 – Nov’07 Qatar Electro Mechanical Group, Doha**

**Projects Executed:**

* Cold Storage for PWC at Industrial Area – Doha-QR 10M
* Doha Taxi Project – Doha – QR 11M
* Renovation of Doha Marriot Hotel – Doha- QR 45M
* Renovation of Doha Sheraton Hotel – Doha QR 8M
* Al Dana Tower – Doha QR 65M
* Al Mana Tower – Doha – QR 35M
* Future Pipe Industries – Doha QR 25M
* BTT Qatar workshop– Doha QR 25M
* 13 Floors Residential Building – Doha-QR 30M
* Lacigal car park – Doha-QR 10M