 THUPPPLE BSC., CISCP

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**Senior level professional with 16 years’ experience in supply chain, operations and commercial functions of oil field services business in the UAE, in a career spanning over 26 years, seeking assignment as…. ,**

SENIOR Supply Chain Manager / Operations Manager / Office Manager

Strong business acumen and commercial awareness, detail-oriented approach to planning, and ability to put in place best possible solution to ensure business continuity at optimized cost while adhering to deadlines and service levels. Resourceful executive with first-rate managerial & administrative skills and versatile experience in supply chain and operations, provide leadership and direction to the commercial organization to meet strategic & operational goals and business objectives. Demonstrated success in supporting acquisition and delivery of oil field services business by managing large teams, mitigating cost and risk of procurement and contracts, effective administration of contracts, and successful resolution of operational issues. Areas of expertise include….

* Business Execution Planning
* Resources & Logistics Mgmt
* Sourcing and Procurement
* Budgeting and Cost Controls
* Vendor Development /Mgmt
* Supply Chain Management
* Bids /Tenders Management
* Negotiations & Contracting
* Contracts and Claims Mgmt
* Operations Planning /Mgmt
* Quality & HSE Management
* Performance Management
* Relationships Management
* Service Level Improvement
* Team Leadership & Training
* EPC Contractors
* Annual Maintenance Contract
* Shut down & Turn Around Procurement
* Decision Maker
* Leadership
* Top Management Reporting

Executive Synopsis

* Broad based experience in supply chain management with extensive exposure in procurement of materials/equipment/services, end-to-end logistics, inventory management, risk management, business delivery supports etc., with total cost ownership
* Strong managerial aptitude and business insight to structure business compliant supply chain organization and operations, successfully translating business plan and strategies to efficient business delivery within internal & external customers
* Ability to evolve and manage divisional policies, procedures, systems, business process and work flow aimed to deliver best-in-class commercial results in terms of finance, operations, business development, supply chain, utilization of working capital, etc.
* Commercially competent to plan finances, forecast budgets, negotiate deals, meet financial objectives by risk & cost mitigation
* Change agent and strong passion for establishing functional excellence in business processes and operations, through innovative plans & solutions, problem solving, and management of performances across operations
* Proficient in devising and implementing effective material management techniques with key focus on receipt, storage, stock monitoring, inventory control, material accounting, System (SAP) updates, etc.
* Decisive and influencing leader and top notch performer with strong liaison, networking, communication, interpersonal and problem solving skills; and ability to manage multiple priorities & stake holders, business interfaces and relationships.
* Familiar with activities pertaining to LOA/ Duty Exemption/ CNIIA Passes formalities.

Professional Experience

**Supply Chain Manager | EMDAD LLC – Abu Dhabi, UAE 2009 onwards**

Responsibilities

* Establishe & lead Projects Procurment & Contracts functions, develop bid management/procurement policies & procedures
* Procure subcontracts packages, labour supply contrasts, and project materials, and allied service contracts
* Establish an effective vendor development and vendor pre-qualification regime
* Handle change and claims and counter-claims management for the organization
* Analyze scope of supplies and services and formulate contracting and procurement strategy to have desired results
* Direct and manage preparation of RFP, Floating of Tenders, and coordinate technical and commercial evaluations
* Finalize contracts/subcontracts in discussion with internal stakeholders and authorities, and establish contract Agreement
* Negotiate regarding price, delivery time period, payment terms and other necessary clauses of contract
* Act as a focal point for all requisition and procurement of material, equipment and services for projects
* Mange suppliers identification, selection, evaluation of quotes, recommendations and finalization of supply & service contracts
* Direct & control all operational processes at pre & post contract stages in compliance with all approved policies & procedures
* Monitor contract execution to ensure adherence to contractual obligations and effective management of change orders
* Develop and maintain documentation & filing system to ensure retention & safekeeping of all contractual documents
* Prepare reports and presentations for management meetings highlighting performance of contracts & procurement
* Analyze/review contracts in the light of scope, timeframe, cost, risk, constraints, opportunities & profitability, and develop contracts management strategy for successful execution and delivery of the project
* Communicate key contractual deliverables including key analytical observations, to each member of the project management team to help them proactively chalk out action plan
* Administer overall process of setting (initialization to award) contracts, manage their performances through to final execution
* Support the project management team in complying with legal formalities including insurance and taxes
* Track/monitor/review contracts performance in terms of progress, cost and overall compliance, changes and variations
* Maintain clear communication lines with customers and suppliers to meet logistics requirement
* Assist with the implementation of actions to reduce procurement costs, improve supply chain and logistics performance, and /or address problems occurring within the Supply Chain and Logistics
* Manage site mobilization, team training, HSE affairs, project site logistics, customer interface, etc. for site services execution
* Look after office administration, internal sales, payments and collections, banking affairs, etc. in addition to SCM responsibilities
* Prepare & analyze the weekly & monthly general reports of the Group Logistics & Supply Chain
* Joined as ~Office Manager –Projects & Services for CEO Offices and later promoted as SCM.

Achievement

* Recognized and appreciated as **Best Credit Controller & Best performance** award for project support & Long Service Award.
* Achieved the target of bringing ADNOC group companies with coupe of Price Agreement, independently handling all tasks till finalization of Agreements successfully

**Operations Manager | HYDROLINK WLL – Abu Dhabi UAE 2001 – 2008**

Responsibilities

* Manage day to day branch operations of the oilfield services business including procurement, sales & marketing, logistics & supply chain, billing & collections, customer service, pricing of bids, negotiations, finalization of contract agreements, etc.
* Lead, direct and follow up all marketing and business development activities to capture business opportunities in the region
* Prepare the annual operating & procurement budgets, review and approve tenders and bids
* Establish & implement policies and control to achieve division and corporate goals
* Set Division goals, track KPIs, develop cost reduction strategies and ensure Divisional Policy & Procedures are complied with
* Integrate Supply Chain Planning with Sales and Operations Planning (S&OP) in consistent with business targets
* Manage the customer service operation, ordering management process to ensure OTD and improve service levels
* Nurture professional relationships with internal and external customers and suppliers to enhance operational effectiveness
* Own supply chain performance (service, speed, costs) and impact on business unit, division, and market center performance
* Develop the metrics, reporting tools to capture and communicate progress to senior management
* Work with different functions to resolve all regulatory, customs issues and orders delivery to deliver on commitments
* Administer staffs appraisals, promotion, increment, training & development
* Evaluate business proposals, negotiations and make recommendations and presentations to the Board of Directors on the selection of suppliers and all service contract awards
* Enforce and follow departmental policies, processes, SOPs, and instructions so that work is carried out as per standards
* Assist in identification of opportunities for continues improvement of Division’s systems, processes and practices, taking into account international best practice, improvement of business processes, cost reduction and productivity improvement

Achievements

* Recipient of Long Service Award along with appreciation for hard work and excellent team work

Previous Experience

**Tender Coordinator | DUPHAM LLC – Dubai, UAE 1997 – 2001**

**Marketing Coordinator | NATIONAL PANASONIC (NIPPO Battery Division) – India 1994 – 1997**

**Accounts/Service Dept Asst | SOLIDAIRE INDIA LTD. – India 1991 – 1994**

Credentials

**Education**

* B.Sc. (Chemistry), Madras University, 1989

**Professional Certificate**

* **Certified International Supply Chain Professional** from IPSCMI – USA (Certificate attested by Dubai Government)

**Computer Literacy**

* MS Office (Word, Excel, Power Point), EPICOR 10.1

Personal Particulars

* **Date of Birth:** July 19, 1969
* **Languages Known:** English, Tamil
* **Nationality & Passport:** Indian
* **Visa Status:** UAE Residence Visa (Family)
* **Marital Status:** Married
* **Location Preference:** Abu Dhabi