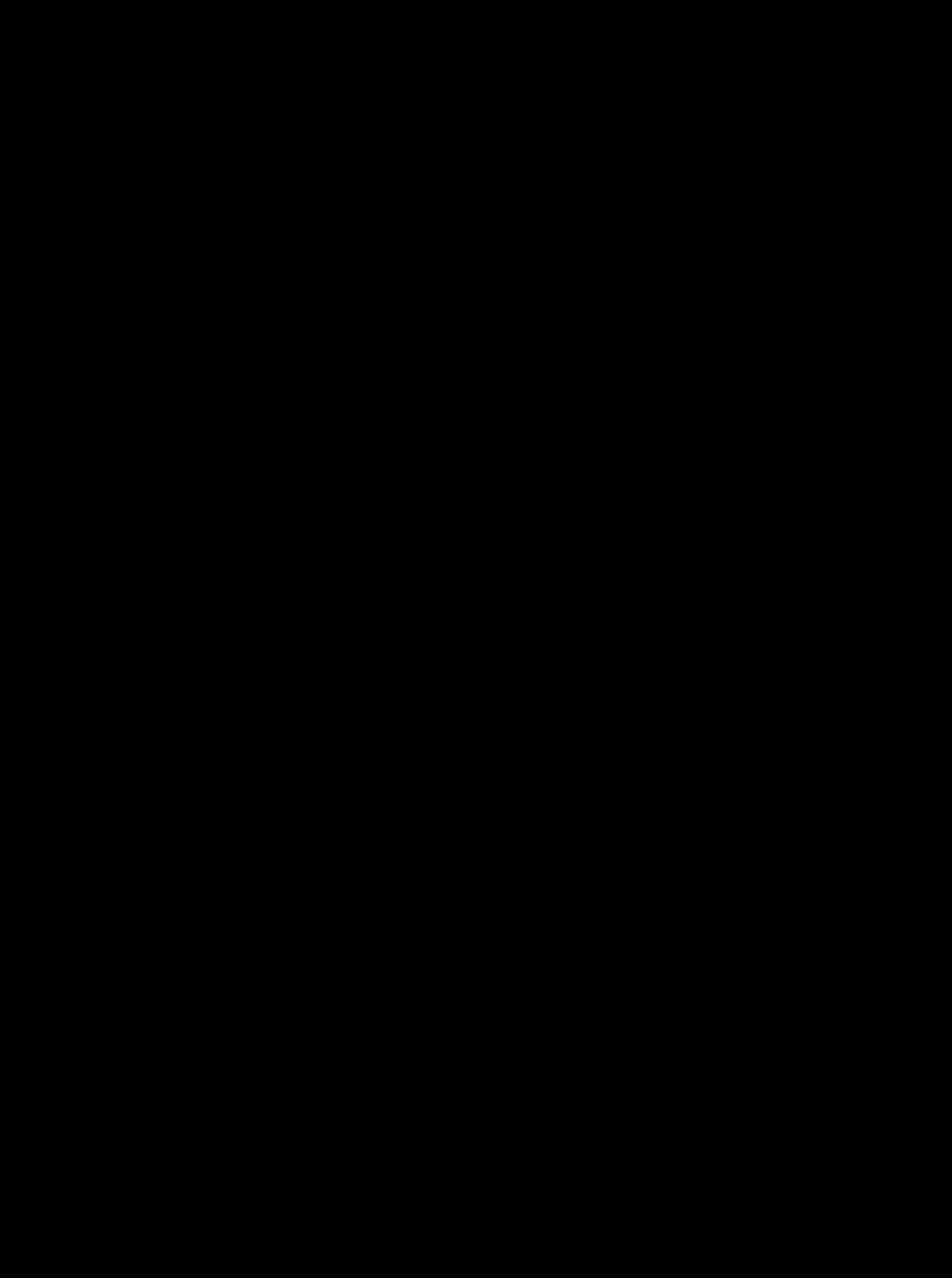
CURRICULUM VITAE

Azeem

E-mail: [azeem-393053@2freemail.com](mailto:azeem-393053@2freemail.com)



Personal Profile

|  |  |  |
| --- | --- | --- |
| Name |  | : Azeem |
|  | |  |
| Nationality | | : Indian |
|  | | |
| Marital Status : Married | | |
|  | |  |
| Blood Group | | : B +ve |
|  | | |
|  | | |
| Languages Known: | | |
|  | |  |
| English, Tamil, | | Hindi, Urdu & |
|  | | |
| Arabic (only R&W). | | |
|  | | |
|  | | |
| Computer Knowledge: | | |
|  |  | |
| OS | : Windows Xp | |
|  |  |  |

Packages : MS Office, MS Projects Tools : SAP, EPICOR, AUTOCAD, SPEAK

GCC Driving License: Valid Up to: 2026

Issued at: Sultanate of Oman

Career Summary

A highly resourceful, flexible, innovative and enthusiastic Manager with 13 years of experience in Power Industry. Expertise in Supply Chain Management, Contracts Management and Project Management. Presently heading Centralized Supply Chain including Procurement, Logistics and Warehouse with a team of Engineers and Professionals. Result driven and hardworking individual with a proven track record of reducing costs and ensuring that the company enjoys a competitive edge vis-à-vis competitors by getting best quality, price and terms from vendors. Well equipped with commercial and contract management knowledge to ensure commercial interests are optimized for the business and risks are minimized.

Keen to find a challenging position within an ambitious company where I will be able to continue to increase my Management skills.

Academic Qualifications

1. Project Management Professional (PMP) (Credential No.: 2034040) Project Management Institute (PMI), USA.
2. Master of Business Administration (Executive) (2013)

Karnataka State Open University, India.

3. Graduation Programme (Electrical) (2009 - 2012)

(Continuing Education for Diploma Engineers organized by previous Employer ALSTOM Grid)

Indian Institute of Technology (IITM), Madras, India

1. Diploma in Electrical and Electronics Engineering (2003 - 2006) CN Polytechnic College (DOTE), Chennai, India

Career Profile

|  |  |  |  |
| --- | --- | --- | --- |
| 1 |  |  |  |
|  | Present Designation | : Supply Chain Manager (Head of Div.) | |
|  | Present Role | : Head of Division (Proc., Logistics & Warehouse) | |
|  | Reporting | : Board of Directors (Chairman) | |
|  | Team Size | : | 35 Nos. |
|  | Period | : Aug 2015 to till date | |
|  | Country | : Sultanate of Oman (Muscat) | |
| 2 |  |  | |
|  | Designation | : Assistant Manager (Project Manager) | |
|  | Role | : Head of Exports Project Dept. | |
|  | Reporting | : | Head of Operations |
|  | Team Size | : | 6 Nos. |
|  | Period | : | Dec 2012 to Jul 2015 |
|  | Country | : | India |
| 2.1 |  |  | |
|  | Designation | : | Senior Engineer |
|  | Role | : Lead Procurement & Supply Chain Engineer | |
|  | Team Size | : | 2 Nos. |
|  | Period | : | 2006 to Nov 2012 |
|  | Country | : | India |

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KEY SKILLS AND COMPETENCIES

Managerial and Leadership Skills. Team leader capable of motivating staff and Resource Management Excellent communications and negotiation skills

Sourcing & Development of Vendor / Manufacturer (OEM)

Commercial expertise, establishing long term rate Contracts / Agreements and Risk analysis Ability to get on with all levels of people and possess strong relationship building skills

Identifying Risk and Opportunity at every stage of Project

International exposure, worked with almost every region globally. Knowledge of project management methodology / strategies

Able to work well under stress in a fast paced environment.

KEY ACCOMPLISHMENTS

Achieved significant amount of Procurement, Logistic and Operational experience by working on variety of projects across several industries such as EPC Projects (Civil & Electrical), Oil & Gas, Logistics, Drilling etc.

Oversaw purchasing of equipment and Subcontractors, managing an annual spend of USD 52 Million Increased on-time deliveries by 40% by diplomatic aggressive expediting

Automated complete Purchasing process in ERP, from Purchase Requisition to Payment Processing. Implemented Sealed bid submission process and transparency in each step of Procurement Process.

Negotiated annual cost savings of 12-15% consistently through various Sub-contractors, Agents, OEM etc. Successfully materialized non-moving inventory stock by 50%

PROFESSIONAL EXPERIENCE

1. Sultanate of Oman | Aug’2015 to Till date

RAY is a Omani based GCC multinational company having footprints in Oman, UAE, Bahrain, Qatar, Brunei, Thailand etc. RAY International Group is a reputed organization with wide portfolio of profile in Power and Oil & Gas Industry with EPC Projects (Electrical & Civil), Services (Operation & Maintenance), Trading, Manufacturing, Oil & Gas Projects, Training, Logistics, Environmental Services etc.

Designation: Supply Chain Manager (RAY Group)

Role: Head of Division (Procurement, Supply Chain, Logistics & Warehouse)

Team Size: 35 Nos.

Responsibilities:

To lead the Supply Chain team for the entire RAY International Group & reporting directly to the Board of Directors (Chairman).

Periodic review of Supply Chain policies, procedures, documentations & developments.

Developing the Supply Chain Team to reach the high standard by proper exposure to the international market, offering trainings & participating in the international trade exhibitions.

Responsible for entire Electrical, Civil and Mechanical Project requirements.

Developing & implementation of new policies & procedures where ever it’s necessary. Vendor development & Supplier performance evaluation.

Eventual Job Load distribution among the team.

Ensure procurement of Right Material at Right time with Right Documents.

Liaising with Project / Engineering team for project requirements, deliverable, certification requirement, Test requirements etc. & also the design optimization.

To ensure timely delivery of equipment with proper Material Procurement Plan (MPP).

Periodic review on Procurement progress & monitoring, accordingly reporting the overall status to Management & to respective stakeholders.

Effective Negotiations (With track of past histories, market data’s & break up details) & complying with INCOTERMS 2010.

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Ensuring the Purchase Order Release with Organization & Project requirement.

Conducting Kick-off meeting & derive the strategy of execution in line with the contract, deciding the mile stone targets.

Monitoring the Expedition, & to Arrange Field expediting where required. To ensure achievement of monthly invoicing / dispatch and update targets.

Ensure Smooth Operations of Central Warehouse and completion of annual audit without non-conformance.

Major Projects Handled:

132/33kV Grid Station & OHL – Rustaq Wadi Bani Nakhl – Oman Elect. Trans. Company 33kV Power Station at DAS, Shinas & Uwaynat – Majan Elect. Company

EPC for 33/11kV, 2x20 MVA PSS at Dahariz, Salalah - Dhofar Power Company

EPC for 33/11kV, 3x20 MVA PSS at Industrial Area, Salalah - Dhofar Power Company EPC for 33/11kV kV PSS at Armed Forces Hospital - Minister Of Defence

Const. of Muscat Distribution Center Building at Airport Heights, Bausher – Muscat Elect. Distr. Company Const. of 33kV Distribution part of 132kV Wadi bani Auf Grid Stations - Mazoon Elect. Company

Field Support and Maintenance Contract – Oil & Gas Mechanical Portion - Qarat Al Milh Petroleum LLC Live Line Jobs – Petroleum Development of Oman

Operation & Maintenance Contract – Rural Areas Elect. Company (4yrs contract)

Off-Plot Development (ODC - Electrical) Contract – Petroleum Development of Oman (4yrs contract) Operation & Maintenance Contract – Oman Elect. Trans. Company (4yrs contract)

Work Over Rigs – Oil and Gas – OXY, Mukhaizna (10yrs Contract)

Various Wireline / Slick line & TCP Contracts with PDO & OXY, Oman.

1. India | 2006 – July’2015

ALSTOM is a French multinational company. ALSTOM Grid Designs, Manufactures, Installs and Services the power transmission and distribution products and systems that empower the planet’s low carbon economy.

Last Designation: Assistant Manager (Project Manager)

Last Role: Head of Exports Projects Division (EHV Switchgears)

Team Size: 6 Nos.

Responsible for increasing global market share for EHV Switchgears. Responsible for reducing costs and improving margins through the development of organizational capabilities. Also acting as the focal point for customer liaison & promoting client / supplier relations.

Responsibilities:

Manage and Supervise team of Project Managers including Sales, Tendering & Logistics. Ensure Sales targets are met as committed during start of the year.

Responsible for execution strategies and recovery plans.

Responsible for safe delivery of projects to schedule and cost. Responsible for commercial terms negotiation.

Attend key meetings such as Unit Management Committee, Sales & Operations etc. Manage Project Teams from project initiation through to Project completion.

Manage and decide projects in order to maintain full factory loading and material availability. Achieve daily / weekly sales as planned to meet Unit targets.

Maintaining customer relationship to achieve long-term retention & satisfaction. Drive team and meet Organizational results.

Promptly escalating any quality or integrity issues.

Identifying project risks and planning with appropriate people to resolve them.

Responsible for Project definition, process management, documentation and resource allocation. Claim management and contract close out.

Review logistics and organizing shipments.

Managing issues pertaining to customer complaints.

Allocating service calls to Service Engineers and tracking the service calls till the issues get resolved.

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Designation: Senior Engineer

Role: Lead Procurement and Supply Chain Management Engineer

Team Size: 2Nos.

Duration: 2006 to Nov’2012

Responsibilities:

Sourcing right material, on time delivery, with right Quality, optimal cost & the right quantity. Finding new potential sources & evaluating the same.

Evaluate vendor’s quotation to ensure that they are in line with the technical and commercial specifications required for the project.

Facilitate daily operational purchasing needs such as planning, issuing and following up on Purchase Orders delivery and shipment schedules.

Manage complete Supply Chain in order to match with the User Dept. Project requirements.

Define execution strategies including vendor selection, subcontractor etc. during tendering stage. Price inputs for Project / Product costing.

Assist in ISO Annual Performance Review for vendors. Evaluate supplier performance based on quality standards, delivery time & best prices and ensure all the criteria are met according to the organizational requirements and expectation.

Resolve supply, quality, service and invoicing issues with vendors.

Implementing internal procurement strategies to cater to high delivery and short lead time requirements.

Establishing contracts with appropriate terms & conditions to ensure the Buyer’s requirement & security. Familiar with INCOTERMS, payment tools / terms.

Engaging freight forwarders.

Key Projects / Achievements:

Awarded as the Best Employee for the year 2014.

Successfully achieved Project Sales target of USD 13 Million for Exports business in single financial year Achieved 100% A2 (on-time receipt) of materials for consecutive years.

Achieved cost savings of 15% by implementing various cost saving actions.

Struck deal with overseas manufacturers which reduced cost by 25% and delivery time by 40%.

Professional Training Details:

Successfully completed assessment of QMS Internal Auditor Training Course organized by Bureau Veritas Participated in 6 days Programme on “Modern Power Systems” organized by IIT, Madras

Successfully completed 3 days training Programme on “Managing Projects” organized by The George Washington University.

Completed 6 days training course on MS Word, MS Excel & PowerPoint – APTECH.

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