**PROCUREMENT MANAGER**

**MOHAMMED MUHAB AJLOUNI**

***Career Summary***

*Over fourteen (14) years of progressive experience within procurement management ranging from raw materials, component parts, building materials &indirect services strategic outsourcing.  Proven ability to lead cross functional teams, negotiate contracts, develop long & short terms commodity strategies, utilize e-sourcing tools, manage working capital, complete cost analysis and source from low cost countries,* critical thinker, problem solving,various experiences accomplished with real achievements.

***Key Strengths***

Team Leadership                         Sourcing Methodology

Knowledge                         International Experience

Financial Management            Strategy Development

Implementation                         Negotiation Strategy

Quality management ` cost saving

***Experience***

1. **- January 2013 – Present – Dubai– UAE(Jan 2013 – Present)**

**Stores & Procurements Manager**

Supervise a staff of thirteen (13) procurement professionals.  Utilized leadership and other professional skills to successfully develop both regional and global strategies for all marketing and promotional commodities with annual purchases of over $100 million.

* Coordinated all aspects of a promotion including: concept development, vendor relationships, team communications, contract negotiations, budgets and final analysis
* Through streamlining marketing spend with our retailers, renegotiated contracts and develop a “toolbox” strategy leading to over $400,000 in savings
* Pursued long and short term partnership relationships with external vendors and developed volume generating promotions that effectively impacted the business
* Developed strategic plans to combat brand key issues and provide insight into new and innovative promotional opportunities
* Utilized a work procedure with related forms to integrate stores with procurement department

1. ***National Marine Dredging Company- Abu Dhabi, United Arab Emirates, (Nov 2010 – Dec 2012)***

**Vendors’ Controller**

Created and lead cross-functional and cross-divisional global teams to design and execute strategies for supplier’s settings and stock materialsreorders ($100 million).

* Lead negotiation team, including executives, through a successful negotiation for new contracts that delivered 23% ($300 thousand ) annual savings
* Developed the vision and acted as project team leader for a suppliers evaluation performance project
* Managed 5 procurement professional
* Developed & Controlled outstanding orders strategy with buyers &vendors.
* Achieved a categorized list of suppliers between 4 types based on an actual evaluation scores
* Leadership in coordination with Global Strategic purchasing Manager direct report who created & rolled out new corporate procurement policies and standard methodology & training

1. **Zakher Marine International Abu Dhabi, United Arab Emirates, (Jan2003 – Oct 2010)**

**Purchasing Supervisor**

Supervised a direct staff of four (4) procurement & stores professionals in purchasing steering mechanisms of continuous improvements within the supply chain.

* Planning and fulfilling purchasing strategies and contract management instructions
* Conferring with users, vendors and relevant parties on defective or unacceptable goods or services to find out cause of problem and take corrective and preventive action.
* Negotiated and managed swap and tolling agreements for steering products valued at over $1 million
* Setting up and building effective partnerships with key suppliers, vendors and customers.  
  Coordinating with Accounts Payable Department to ensure accurate and timely payment of supplier invoices

***Education***

Master degree – Business Administration, Lahaye global University - 2012  
Major – Financial Accounting

Bachelor degree, Economics Lahaye global University - 2010

***Professional***

*Training*

* Certified Internal Auditor, Management / Quality System at TUV SUD – 2011 – UAE
* Certificate of Attendance / OHSAS, Quality Management System at BUREAU VERITAS2009 – UAE
* Certificates of Attendance ISO 14001, Quality Management System atBUREAU VERITAS 2008 –UAE
* Certificates of Attendance: ISO 9001- 2008 , Quality Management System at BUREAU VERITAS – 2007 - UAE
* Certification of achievement, PMP Introduction, Project Management professional at Modern Technology Institute – 2007 - UAE
* Training course / Suppliers Evaluation Performances by Next level purchasing

**(Under graduation) 2017 Feb UAE**

* Six Sigma Green Belt Training, Six Sigma Academy

**Languages**

* Arabic (Native)
* English (Expert)

**Personal Information**

* Birth Date: 31 January 1981
* Gender: Male
* Nationality: Syria
* Visa Status: Residency Visa (Transferable)
* Marital Status: Married
* Driving License light vehicles United Arab Emirates – 2002

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| **MOHAMMED MUHAB AJLOUNI – 2014674**  Whatsapp +971504753686  To interview this candidate, please send your company name, vacancy, and salary offered details along with this or other CV Reference Numbers that you may have short listed from <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php>  addressing to HR Consultant on email: [cvcontacts@gulfjobseekers.com](mailto:cvcontacts@gulfjobseekers.com)  We will contact the candidate first to ensure their availability for your job  and send you the quotation for our HR Consulting Fees. |