

Suhail Abdul Rasheed

Sourcing & Supply Consultant



Currently Providing Sourcing & Supply consultancy for FMCG Retailers in KSA. Respectful Procurement Specialist with understanding of supply and demand and discerning eye for inventory level evaluation. Bilingual go-getter experienced in coordinating with vendors regarding sourcing & supply. Detail-oriented professional promoting expertise in supply chain planning. Confident Procurement Specialist knowledgeable in managing vendor relations, tracking products and the methods needed to obtain the best pricing.

Contact

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Skills

Purchasing and product sourcing ■■■■■ Excellent

Profit and loss understanding ■■■■■ Excellent

Contract Negotiation ■■■□□ Good

Procurement expertise ■■■■■ Excellent

Work History

2021-03 -
Current

Sourcing & Supply Consultant

Future Knights General Trading , Deira, Dubai

- Managed procurement requests and acted as point-person for customers on logistics, hardware and software needs.
- Supported gross profit goals by negotiating and controlling costs, lead times, freight terms and purchase quantity requirements.
- Developed sourcing strategies to improve procurement processes, supplier relationships and capability development to optimize supply chain.
- Collaborated with finance, procurement and operations leaders on global sourcing projects.
- Maintained effective and lasting vendor relationships through dynamic communication, collaboration and intelligent questioning skills.
- Facilitated supplier development programs to create productive partnerships that support long term business performance and quality objectives.
- Sourced and qualified bidders, obtained favorable pricing and finalized contracts.

2017-05 -

Business Development Manager

Multitasking abilities	Excellent
Negotiator	Excellent
Team builder	Excellent
Sales processes	Excellent
National accounts management	Very Good
Business development and planning	Excellent
Order management	Very Good
New Business Development	Excellent
Review of contracts	Excellent
Analytical problem solver	Excellent
Operations	Excellent
Verbal and written communication	Very Good
Extensive personal network	Very Good
Sales operation	Very Good

2020-12

JAFS Group, Olaya, Riyadh

- Developed and implemented favorable pricing structures balancing firm objectives against customer targets.
- Established relationships with key decision-makers within customer's organization to promote growth and retention.
- Devised effective marketing, sales and other promotional initiatives.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Researched and identified opportunities for account growth, account penetration and market expansion.
- Considered business demands and customer preferences when developing pricing structures and marketing plans.

**2014-12 -
2018-05**

Assistant Supply Chain Manager

ABANA Enterprises Group Company , Riyadh, Umm Ul Hamam

- Managed capacity and material planning, procurement, shipping, receiving and warehousing functions.
- Supported new product development teams, bid responses and subcontracting opportunities.
- Measured and communicated supplier performance and supported supply chain continuous improvement efforts.
- Negotiated with suppliers and vendors about contracts, policies and deadlines.
- Identified, selected and maintained logistic suppliers and achieved optimum costs and service qualities.

**2014-03 -
2014-12**

Key Accounts Executive

P&G, Riyadh, Riyadh

- Improved account management by predicting

Territory Management	
	Good
Requests for information	
	Very Good
Trend Analysis	
	Good
Vendor sourcing	
	Very Good
Process Development	
	Very Good
Strategic planning	
	Very Good

potential competitive threats and outlining proactive solutions.

- Maintained responsibility of sales, contracts, negotiations and reporting for accounts
- Provided servicing, management
- Visited customer locations to evaluate requirements, demonstrate product offerings and propose strategic solutions for diverse needs.
- Used consultative sales approach to understand customer needs and recommend relevant offerings.
- Promoted and up-sold products and services to meet needs of customers.
- Followed up with customers after completed sales to assess satisfaction and resolve technical or service concerns.
- Exceeded targets by building, directing and motivating high-performing sales team.

**2013-09 -
2014-03**

Sales Specialist

Gulf Central Company , Riyadh, Riyadh

- Drove operational improvements which resulted in savings and improved profit margins.
- Oversaw daily operations to ensure high levels of productivity.
- Used critical thinking to break down problems, evaluate solutions and make decisions.
- Developed team communications and information for meetings.
- Profited by implementing cost-saving initiatives that addressed long-standing problems.
- Conducted research, gathered information from multiple sources and presented results.

**2012-09 -
2013-10**

Key Accounts Manager

Basamh Marketing Company , Riyadh, Riyadh

- Secured high-value accounts through consultative selling, effective customer solutions and promoting compelling business opportunities.
- Improved account management by predicting potential competitive threats and outlining proactive solutions.
- Consistently achieved top ranking in revenue and profit growth.
- Maintained responsibility of sales, contracts, negotiations and reporting for accounts.

**2012-10 -
2012-10**

Documents Controller

Outokumpu Armetals, Riyadh, Riyadh

- Provided support for document controls and worked with contract documents.
- Coordinated document exchange between departments, contractors, suppliers and customers.
- Monitored due dates and deadlines and worked to submit all documents on time or early.
- 7 days Special job

**2011-09 -
2012-07**

Merchandiser Supervisor

Basamh Marketing Company, Riyadh, Riyadh

- Ran markdown reports, managed store replenishment and analyzed buying reports.
- Planned and coordinated product availability for advertising and promotion purposes.
- Negotiated prices, discount terms and transportation arrangements.
- Educated employees on new merchandise during seasonal workshops.



Education

**2021-09 -
Current**

Master Of Business Administration: Supply Chain Management

Indian Institute of Management Kozhikode -

Kozhikode, Kerala IN

2007-01 -
2011-03

High School Diploma

International Indian School Riyadh - Riyadh

2011-09 -
2014-09

**BBA: General Sales, Merchandising,
Logistics, Marketin**

Bharath University - Chennai, TN India