



EMAD MAHER AFFOUNEH

Head of Unit – Procurement and supply chain management
Masters from Dublin Business School

Strategic sourcing, Demand planning and forecasting, contract management, inventory management, Quality assurance and lead management, budgeting, sales and pricing strategy.

PROFILE

Highly cultural and emotional intelligence professional with the ability to recognize and adapt to cultural differences and operate successfully in a wide range of settings. Diverse range of experience working for large, medium, small organizations. An exceptional leader, demonstrating skills at reducing supply chain and logistics costs and increasing department efficiency by streamlining internal processes and procedures.

EDUCATION

Masters in Business Studies from the Dublin Business School Graduated in 2006 from Ireland

Bachelor in Business Administration the Arab Academy for science and technology, Graduated in 2002 from Egypt

CONTACT

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LOCATION

DUBAI, United Arab Emirates

PERSONAL INFORMATION

NATIONALITY

Jordanian

LANGAUGES

Arabic, English

WORK EXPERIENCE- 14 YEARS IN TOTAL

Head of Unit- Procurement – UAE & OMAN

Hepworth Plastics, Dubai- United Arab Emirates

Jan 2018 to May 2021

Key Achievements:

- Achieved \$ 4.2 million in raw materials, consumables, logistics, and \$ 3 Million in project-Capex cost savings in 2018/2019
- Implemented fully automated PR to POs, RFQ, which resulted in the reduction of transactional activities by 25%
- Reducing raw materials inventory cost by shifting the focus from global to regional and local sourcing. Reduced excess inventory and products by implementing just in time delivery through blanket orders with partner suppliers.
- Improve days payable outstanding from 100 days to 240 days.

Key Responsibilities:

- Create and implement short, mid, and long-term acquisition plans and tactics that satisfy customer demands and perform strategic sourcing and spend analysis.
- Build procurement policies and procedures to develop and manage sourcing policies, processes, guidelines, and techniques.
- Reduce and manage overall company spend through continuous improvement in all phases of the procurement cycle such as supplier rationalizations, specifications management, and demand management.
- Develop and negotiate contract terms and conditions based on goods or service specifications, shipping information, payment terms, logistics, and warranty information.
- Develop an annual plan and budget, ensuring the efficient utilization of allocated resources.
- Set goals and key performance indicators (KPIs) for the buying department to achieve the company's objectives and to track team member's success with regular guidance.
- Monitor supplier success against criteria such as operation, pricing, execution, credit terms, engagement, coordination, and cost-cutting solutions using a supplier scorecard.
- Work with finance to ensure strong control in all procurement activities including cost management and cost tracking.
- Work with commercial to ensure proper project costing.
- Hire skilled employees, manage efficiency, train and empower employees, provide formal, informal guidance and evaluation.

SUPPLY CHAIN AND PROCUREMENT MANAGER

National Aluminum Products – Muscat- Oman

Nov 2014 to December 2017

Manage and oversee the company's supply chain functions of purchasing, logistics and delivery, storage, packaging, and dispatch to ensure that meets all production planning and fulfilment of orders at the agreed dates, and enable achievement of overall objectives.

Key Achievements:

- Achieved a cost saving of 8 % (500,000 \$) in comparison to the previous years by implementing new strategies and techniques such as blanket order agreements, new item introduction, partnership with valued suppliers, and others.
- Reduced 15% of inventory cost by implementing just in time delivery for local and regional suppliers.
- Improved the inventory accuracy to 100% by the adoption of a barcoded inventory management system to the ERP.

Key Responsibilities:

- Develops appropriate supply chain strategy to maximize customer satisfaction at the lowest possible cost through lean management philosophy.
- Plans, manages, and coordinates all activities related to the distribution and transportation of goods from the manufacturer to the end customer, and everything in between, including acquisition, sourcing, stock control, warehousing, packaging, distribution, internal allocation and shipments.
- Developed and maintained the company's policy, processes, practices, and techniques related to supply chain and procurement management.
- Leads the supply chain team in executing best practices and measuring performance through agreed upon Key Performance Indicators (KPIs). Including cash to cash, procurement cycle time, order fulfilment, defective cost, on-time and in full delivery, inventory turnover, inventory accuracy.
- Negotiation & Purchasing of all raw materials, chemicals and lubrications, packaging, and spare parts from local and international
- Located credible vendors, evaluated current suppliers, build mutually beneficial partnerships, and compile an annual list of approved vendors
- Drafting and finalize the service contracts.
- Works with plant, and operation departments to determine and set up inter-company transfers.
- Defined individual targets, managed efficiency, educated and empowered employees, and offered formal and informal guidance and assessment.

LOGISTICS MANAGER

Lafarge Cement, Karbala, Iraq

Jan 2013 - Oct 2014

Manage and plan for the logistics policies, objectives, and initiatives. Create procedures for logistics management to optimize product workflow and minimize cost for both inbound and outbound shipments.

Key Achievements:

- Managed a tax exemption of 850,000 euro for the project shipments valued at 100 million Euro in a complex situation.
- Implemented a consolidation strategy for all imported shipments that lead to an approximate monthly 25000 \$ direct cost saving in logistics for the business unit.
- Completion of delivery of all shipments as rehabilitation project milestone in a war zone location.

Key Responsibilities:

- Developed, enforced, and managed policies and procedures for ordering replacement parts and raw materials from manufacturers.
- Negotiated transportation rates and services with local and foreign freight forwarders, customs clearance officers, other parties.
- Improved customs clearance on all plant shipments in both Kurdistan and Basra
- Liaised with critical stakeholders to transport 2000 trucks from Europe to Iraq.
- Designed the recovery projects to meet the project's needs and scheduled with strict deadlines in budget.
- Planned and prepared transportation budget for the Karbala-Lafarge restoration scheme.
- Examined the financial consequences of potential logistics improvements, such as routing, delivery modes, component sizes or combinations, or carriers (Affected by the security situation in Iraq).
- Demonstrates a commitment to communicating, improving and adhering to safety policies in all work environments and areas.

SENIOR LOGISTICS & SUPPLY CHAIN OFFICER

Itisaluna Telecom, Amman, Jordan

Oct 2008 - Apr 2012

Supervision of all processes involved in a supply chain and liaises with a variety of parties. The roles involve oversee the distribution and transportation of goods from the manufacture to the end user, and everything in between, including acquisition, stock control, warehousing, distribution, internal allocation and shipment.

Key Achievements:

- Supervised two warehouses of a total of 25000 Sq. f.t in Basra and Baghdad remotely.
- Distributed consumable items like modems, mobiles, and scratch cards to dealers within the whole country in Iraq through company warehouses in Basra and Baghdad.
- Participation in the setup of the business supply chain & distribution channels strategies.

Key Responsibilities:

- Controlled the consistency, expense, and reliability of goods transportation and storage between warehouses and distributors.
- Persuaded the clearance of materials up to arrival in Baghdad and Basra WH, as per set KPIs and priorities announced by the department director.
- Maintain the integrity of the company's inventory control system.
- Implement and ensure clear loading/unloading procedures, correct stacking and turnover (First in First Out) procedures.
- Prepare and award Purchase orders for the procured items as per the approved evaluation sheets and terms & conditions specified in the RFQs.
- Prepare and maintain purchasing reports, records, and price lists.
- Implement and ensure clear safety procedures.

CONTRACT ADMINISTRATOR

Huawei Technologies, Amman, Jordan

Feb 2007 - Sep 2008

Full-flow management and monitoring on the contract from signing to delivery, with a view to smoothly fulfil the contract in an end-to-end way, guarantee timely contract delivery, improve customer satisfaction and effectively safeguard the organization's benefit. Responsible for planning the physical movement of materials between points in the supply chain for the whole projects in the Middle East and North Africa Region.

Key Achievements:

- Awarded the Best Supply Chain department by Huawei Regional office for two quarters in 2007.
- Recipient of the Best Project Manager by Huawei Jordan for implementing the supply chain project across MENA within the agreed timelines.

Key Responsibilities:

- Co-ordinated in the formal signing of contracts and settlements to maintain 100% accuracy, Including integral documents such as bonds, insurance, BOQs, specifications, MRP, Lead time, mode of transportation, payment terms, etc.
- Supervised and delivered multimillion-dollar Huawei projects across seven countries in the MENA region, on time and with 90% of budget.
- Authored the fulfilment of customer contracts and ensured the delivery on time.
- Planning the demand of supply, (Materials request Planning MRP), in the company ERP system.
- Coordinate and communicate with site engineers, project coordinators, logistics & procurement, and quantity surveyors to keep abreast of all contractual and related developments, and to exercise day to day contract control.
- Facilitated in the company's progress and cost-cutting efforts and achieved 10% savings.