

Omar Husni Al Sayyed

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Supply Chain Director • General Manager • Operations Director • VP * leveraging 13+ years of experience

Seasoned, resourceful, and certified Supply Chain Professional, offering 13+ years of insightful experience in leading end-to-end supply chain operations and achieving superior results operationally and financially. Holds multiple certifications and specializes in designing efficient, cost-effective systems and processes that support global growth and improve operations. Seeking a challenging leadership role in a dynamic organization to leverage business acumen, drive market expansion, increase revenue, and positively impact the bottom line, leading the company to new heights of success.

PROFILE SUMMARY

- Proven track record of successfully implementing strategies that increase customer satisfaction and boost business growth.
- Strategic planner and strong team player with a focus on finding new ways to motivate teams and achieve task completion, supporting revenue goals, and effectively directing logistics operations to achieve cost savings.
- Expert in developing an annual budget and managing a system of controls to ensure service levels and operational performance goals are met within prescribed cost, revenue, and profit parameters.
- Adept at designing and executing business and process improvement strategies and programs, and collaborating with leadership for strategic decision making.
- Proficient in developing, implementing, and upgrading processes, systems, policies and procedures to align with international standards achieve high performance and productivity.
- Visionary and decisive leader, noted for sound, practical management style and ability to work well with culturally diverse backgrounds.

CORE COMPETENCIES

- Supply Chain Management
- Inventory Management
- Materials Flow Management
- Production & Supply Planning
- Demand & Forecasting
- Sourcing & Procurement
- Vendor Management
- Project Management
- Process Improvement
- Quality & HSE Control
- Value Stream Mapping
- Customer Relationship Management
- Operational Excellence
- Liaison & Coordination
- Team Building & Leadership

TECHNICAL SKILLS

- Mini Tab
- SAP (MM, PP, HANA)
- Oracle (RMS, WM9, SIM)
- Infor-WMS
- Microsoft 365 (Excel, PowerPoint, Word)
- Primivera P6

PROFESSIONAL EXPERIENCE

Raqtan Group, Khobar, Saudi Arabia

Jul 2020 - Present

General Manager - Supply Chain

Key Achievements:

- Reduced the average delivery time for the E-commerce and Services businesses within the group from 7 days to 24:48hrs maximum; around 74% from the customers' orders were served from the same region's warehouse after implementing the warehouses distribution method based on sales forecast for each area.
- Lowered total importing shipping cost to selling price ratio from 28% to 11%.
- Cut inventory cost value by 37% while meeting sales targets.
- Devised a new strategy to define lead time by making a monthly shipment for each item with a lead time more than one month, decreasing the lead time in the formula to be 30 days as a standard for all items and having lower stock levels, leading to enhanced cash flow, greater inventory turnover and lower inventory cost values.

Key Deliverables:

- Spearheading a team of 79 professionals to oversee full Supply Chain cycle for 5 companies (Raqtan Solutions, Ekupep, Qavashop, Miran Factory and Spherey) across GCC countries, in Projects, Retail, E-commerce, Manufacturing & Service.
- Managing the entire gamut of Supply Chain Operations, including warehousing, materials planning, procurement, logistics, production planning, spare parts planning, S&Op, budgeting and development through OKRs method.
- Collaborating with cross functional executives to design and implement sourcing, procurement and logistics strategies and to achieve year-over-year cost improvements.
- Building a world-class supply base (cost, delivery and quality) to achieve the maximum savings on materials and logistics.
- Leading and supporting operational improvement activities using lean methodology, tools and techniques.
- Implementing controls for high-performance and minimizing supply chain risks.
- Driving initiatives to maximize procurement and supply chain spend by identifying cost savings, building a cost-effective vendor base, implementing strategic sourcing, and tracking KPIs.

Key Achievements:

- Decreased the DOI or DSI (days of sales in Inventory) by more than 43% while our sales were increasing (6% annually), resulting in less stock, less space required for warehouses and operation, less cost and higher inventory turn-over.
- Opened the E-commerce (platform) 1 year before the targeted date due to Covid fears of lockdown; managed to successfully achieved more than our targets (140%), despite of Covid-19 lockdown.
- Decreased the number of our warehouses from 6 to 2 in Saudi Arabia, resulted in less warehouses and operations' cost by 60%, with the same level of service.
- Increased the Customer Satisfaction Ratio (order fulfilment ratio for B2B) from 87% to 96%.

Key Deliverables:

- Efficiently led a team of 31 professionals, to direct and manage all aspects related to supply chain – procurement, contracts, warehousing, logistics & distribution, inventory control, vendor management – to achieve cost-effective delivery of a wide range of goods and services required by the university.
- Led the development, implementation and upgrading of processes, systems, policies, procedures and internal controls for continual improvements in operational efficiencies and sustain operational excellence.
- Reviewed current inventory levels, defined obsolete stock, updated slow-moving items (ABC Analysis), took required actions and scheduled projects.
- Supervised the end-to-end process of vendor management including vendor prequalification, acquisition, performance management and governance.
- Established workflows and procedures for efficient administration of contracts, defined performance KPIs and benchmarks and monitored compliance with service level agreement (SLA) requirements.
- Drove continual initiatives for improving supply chain processes, adopting industry best practices to eliminate existing pain points in coordination with all stakeholders.
- Assure orders OTD, OTP, OFR, Shelf Availability, Priorities, FCST Accuracy on customer level, Customer Satisfaction Ratio, NTS deliveries, Compliance Ratio%, EDI systems, and APIs continuity.

PREVIOUS ASSIGNMENTS

Supply Chain Manager • Alfanar Group Riyadh, Saudi Arabia	Dec 2014 - May 2018
Senior Materials Planning Engineer • Unicharm Riyadh, Saudi Arabia	Jun 2013 - Oct 2014
Projects Planning Engineer • Sahara International Group for Architectural Products, Dubai, UAE	Jul 2012 - Apr 2013
Quality Assurance Officer (Part Time) • Hikma Pharmaceuticals PLC. Amman, Jordan	Oct 2008 - Nov 2011

CERTIFICATIONS

▪ PMP (Project Management Professional) • Google Project Management	2023
▪ CLTD (Certified in Logistics, Transportation and Distribution) • APICS	2022
▪ Microsoft Office Specialist Certification MOS excel • Microsoft	2019
▪ CSSGB (Certified in Lean Six Sigma Green Belt) • ASQ	2017
▪ CSCP (Certified Supply Chain Professional) • APICS	2016
▪ Project Planning & Control Using Primavera P6 • Jordan Engineers Association	2012
▪ Certified in Integrated Management Auditing System (ISO 14001: 2004 & OHSAS 18001: 2007)	2012

EDUCATION

Master of Strategic Supply Chain Management	Dec 2017 - Dec 2020
▪ University of Roehampton, London, UK	
▪ Graduation Project: <i>The Impact of applying Green Sustainable Supply Chain Management on Dior-LVMH Customers in Saudi Arabia</i>	
Master of Business Administration (MBA)	Jan 2016 - Jan 2018
▪ London Metropolitan University, London, UK	
▪ Graduation Project: <i>The Impact of Chat-bots and AI on Consumers' Behaviour for Retail Sector in UK</i>	
Bachelor of Industrial Engineering	Sep 2008 - Jun 2012
▪ University of Jordan, Amman, Jordan	
▪ Graduation Project: <i>Using Fuzzy Logic into Managing Quality Control Data for Manufacturing Industry in Jordan</i>	

PERSONAL DETAILS

- Date & Place of Birth: 04 Jun 1987, Dhahran – Saudi Arabia
- Nationality: Jordanian
- Languages Known: English, Arabic
- Passport No.: R042516 valid till May 2027
- Location Preference: Saudi Arabia, UAE, Qatar, Bahrain
- Status: Married