

Resume

Osama Abu Salhieh



Supply Chain and Procurement Manager

Waste-Water Professional Engineer

BSc Chemical / Process Engineering

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Mobile: +966 54 8269 532

Jeddah, Saudi Arabia

Professional Experience

International Animal Care – Saudi Arabia



► Procurement Manager

October 2020 – Recent | Jeddah – Saudi Arabia

Job responsibilities:

1. Manage the entire direct / indirect procurement activities for the organization.
2. Contribute to the creation and implementation of best practice procurement vision, strategy, policies, processes and procedures to aid and improve operational performance.
3. Implement strategic procurement including sourcing strategy, supplier selection and evaluation, quality management and performance measurement.
4. Manage relationships with local and international vendors, suppliers and contractors that facilitate smooth flow of supply, work, and operation requirements.
5. Building and maintaining long-term relationships with vendors and suppliers to secure advantageous terms.
6. Review and negotiate existing agreements and contracts to optimise commercial terms.
7. Create competitive environments with suppliers to support a negotiation strategy.
8. Develop key performance measures for chosen suppliers and negotiate on multiple variables to award longer-term strategic contracts that result in significant cost reduction and improved service levels.
9. Identify innovative procurement solutions that provide cashable savings and process efficiencies for the organization.
10. Perform risk management and shape an emergency procurement plan of key supply contracts and agreements to avoid unexpected delays in products supplies.
11. Coordination with Inventory, sales, and marketing teams to plan a forecasted schedule of products supplies to ensure efficient stock levels and market demands.
12. Ensure purchasing policy, guidelines and any associated documents are in place and updated when required.
13. Prepare and present procurement reports as necessary for the management meetings, and undertake tasks, activities, and assignments at the direction of the procurement team.

United Compounding Industrial Co. W.L.L. – Saudi Arabia



► Supply Chain & Procurement Manager

September 2019 – September 2020 (1 year) | Jeddah – Saudi Arabia

Job responsibilities:

1. Manage the entire process in the planning of procurement and supply chain activities, inventory control and logistics related to raw materials, machineries and services needed for the production process and plant facilities.
2. Coordination with plant, sales, and marketing teams to plan a forecasted requirement of supplies that ensures the production schedules to be met according to the clients and market demands.
3. Implement strategic procurement including sourcing strategy, supplier selection and evaluation, quality management, customer relationship management and performance measurement.
4. Manage relationships with vendors, suppliers and contractors that facilitate smooth flow of supply, work, and operation requirements.
5. Introducing process improvements in the supply chain and identifying new vendors/suppliers without jeopardizing quality, service, and delivery schedules with accepted contract terms.
6. Perform risk management and shape an emergency procurement plan of key supply contracts and agreements to avoid unexpected delays or shutdowns in the plant production lines.
7. Prepare and present procurement reports as necessary for the management meetings, and undertake tasks, activities, and assignments at the direction of the procurement team.
8. High contribution while establishing and implementing the ERP system “Microsoft Dynamics 365” for all Procurement and Supply Chain related procedures.

Tech Universal Arabia Ltd. – Saudi Arabia



► Procurement Manager

May 2016 – July 2019 (3 year, 2 months) | Jeddah – Saudi Arabia

Job responsibilities:

Supported with design knowledge, projects and process operation experiences in Waste-Water Treatment, main tasks and responsibilities are:

1. Responsible for and plans, organizes and manages the procurement process in all different projects.
2. Handle and manage project's RFQ's, techno-commercial evaluations, PO's award, and administration to final delivery.
3. Interface with other departments and vendors for all matters related to the procurement of projects materials, equipment, and services scope.
4. Responsible for managing relationships and negotiating with key suppliers at a senior and strategic level.
5. Negotiate contract terms with key suppliers to ensure value for money, quality standards and delivery terms
6. Ensure successful delivery of project requirements as per specifications, schedules, and budgets.
7. Provide project procurement reports as necessary and undertake tasks, activities, and assignments at the direction of the procurement team.
8. Provide pricing support for Bids, and when necessary, participate in bid reviews and evaluations.

Main clients completed projects:

- Ma'aden Wa'ad Al Shamal | Saudi Electric Company | Huta Marine | Aramco | Nesma | SEPCOIII

Tech Universal Arabia Ltd. – Saudi Arabia



► Procurement Project Lead Engineer / Commissioning Engineer

March 2015 – May 2016 (1 year, 2 months) | Jeddah – Saudi Arabia

Project: 1,000 cmd | Ma'aden Phosphate Treatment Plant – Wa'ad Al Shamal, Saudi Arabia

Job responsibilities:

1. Leading all procurement work and complying with projects standards and specifications in design and technical details.
2. Finalizing and confirming technical and commercial quotes with vendors and manufacturers with full comparison study prior to PO finalizing.
3. Coordinate the works between the Client and Project team and Engineering team and all contracted vendors to assure that the project timeline and schedule is followed.
4. Assigned as a Pre-Commissioning and Commissioning Engineer for this project upon completion and handover to client.

Suido Kiko Middle East – Saudi Arabia



► Project Engineer

July 2013 – January 2015 (1 year, 6 months) | Tabouk – Saudi Arabia

Project: 30,000 cmd | Tabouk Sewage Treatment Plant – Tabouk, Saudi Arabia

Job responsibilities:

Refurbishment and commissioning of an existing STP (the civil and the electromechanical equipment) along with complete O&M responsibilities.

Suido Kiko Middle East – Saudi Arabia



► Operation & Maintenance Engineer

March 2012 – July 2013 (1 year, 4 months) | Jeddah – Saudi Arabia

Project: 60,000 cmd | Misk Plant (MBR treatment technology) – Jeddah, Al Aslaá Valey

Job responsibilities:

Head of O&M responsibilities for a parallel conventional and MBR treatments technologies, lead in a full maintenance and renovation for the MBR system i.e. MBR elements, air diffusing system and water suction system. Supervised complete site handover upon contract termination.

Suido Kiko Middle East – Saudi Arabia



► Proposal Engineer

November 2011 – March 2012 (4 months) | Jeddah – Saudi Arabia

Job responsibilities:

Contacting suppliers for quotations, pricing projects BOQ's and preparing final tenders for submittal.

Education

▶ **Jordanian University for Science and Technology – Irbid, Jordan**

BSc Chemical Engineering (ABET Recognized Program) | 2006-2011

Islamic Scientific College – Amman, Jordan

High School Scientific Branch | 2006

Skills

- ▶ **Languages:** Arabic is mother tongue | Proficient in English.
- ▶ **Computer skills:** Microsoft Dynamics 365 | Excellent computer knowledge | Excellent experience in Microsoft Office | Good experience using AUTOCAD.
- ▶ **Personal skills:** Focused | Problem solving expert with strong analytical skills | Keen attention to detail and accuracy | Excellent coordination and planning skills | Excellent presentation and communications skills | Excellent negotiation skills | Multi-tasking and time-management skills with the ability to prioritize tasks | Team building and leadership skills.

Personal Information

Name : Osama Nabil Mohammed Abu Salhieh
DOB : 15/10/1988
Hometown : Amman, Jordan
Nationality : Jordanian
Residence : Jeddah, Saudi Arabia
Visa Status : Transferable Iqama
Social Status : Single

Note: References are available if requested.