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SUMMARY

Experienced Commercial Manager with over 10 years of expertise in Supply Chain Management & operations, Procurement Management, Purchasing, and Risk Management. Possess a Master's Degree in Engineering Management and currently pursuing CIPS certification.

One of the team initiated the Export department in the biggest company in Sudan (DAL Group).

Developer of the project supply chain execution plan, to include all Procurement strategy planning, budgeting, cost analysis, contract negotiation, expediting, logistics, goods & materials management, and suppliers.

Flexible, adaptive, and willing to take on new tasks and challenges.

EXPERIENCE

Commercial Manager

DAL Group

November 2022 - Present, Sudan

- Managed a team of 5 employees. Senior Procurement officer, three Procurement officers and Business & Market Analyst to deliver monthly business targets.
- Developed comprehensive purchasing budgets and forecasts, aligning financial targets with business objectives, resulting in a 15% increase in cost efficiency and accurate inventory management.
- Improved and executed a comprehensive supplier onboarding program; reduced lead time by 10% and increased supplier retention by 25%.
- Evaluate contracts for compliance with legal requirements and organizational policies and standards and associate key performance indicators.
- Review purchase orders for authorization and compliance with organizational policies and established an approved vendor/supplier database & drive continuous improvement of purchasing processes aligned with organizational needs and market conditions.
- Utilize data analysis and other business intelligence tools to identify innovation & risk management strategies related to contract obligations, balance supplier benefits and customer needs.

Senior Procurement Officer

DAL Group

April 2019 - October 2022, Khartoum, Sudan

- Created and implemented a Purchasing Operational Plan based on an analysis of historical spend, market trends and supplier performance, resulting in savings of 10%.
- Led negotiation process with suppliers, including evaluation and selection of suppliers based on price, quality and service terms, driving savings of 12%.
- Implemented e-procurement tools within the organization, streamlining the procurement process and resulting in cost savings of 8%.
- Performed cost analyses and improved sourcing strategies to reduce costs and increase value of sourced materials, resulting in 10% reduction of material costs.
- Supervised and managed the procurement team, establishing performance targets, providing training and guidance to team, and aligning strategic objectives with individuals and team.
- Collaborated with key stakeholders in the organization to evaluate requirements, identify gaps, and implement strategies to maximize cost savings and drive operational excellence.

Planning & Execution Executive

DAL Group

April 2018 - March 2019, Sudan

- To act as a focal point between sales & procurement teams through regular meetings, obtaining feedback to resolve supply chain issues and improve processes.
- Execute contract negotiation and development in coordination with Sourcing Manager and Contract Specialists.
- Achieved cost savings of 15%, increased on-time delivery by 19%, and increased efficiency of sourcing processes by 11%.
- Developed and enforced plans to ensure orders met specified quality and delivery time by coordinating with Sourcing Manager and Contract Specialists, optimizing sourcing procedures to attain maximum efficiency, and proactively mitigating risks.

- Documented performance, action plans, and timelines for assigned projects to ensure smooth execution.
- Utilized project management techniques to oversee supply chain processes from production to delivery & estimates risks and applies risk minimizing techniques. Monitored supplier compliance and ensured timely delivery of orders.

Process Engineer

DAL Group

December 2014 – March 2018, Sudan

- Execution of all daily production plans as per work instructions and requirements (e.g., work orders, operation manual, specifications, drawings etc).
- Ensuring the availability of all raw materials and necessary requirements within the mill to execute the daily production plan and cut down waste in terms of material, manpower, machine time and energy by 20%.
- Achieve production targets monthly through efficiency improvement program.
- Manage the performance of all production technicians, operators & labors during the shift and coordinate with Maintenance staff / technicians regarding maintenance plans and breakdowns.
- Prepare all the production reports properly and maintain records identifiable and easy retrievable.
- Ensuring FIFO in raw materials and finished products bin and documented control on all scalable activities.

Operation Engineer

Sudanese Electricity Distribution Company

May 2013 – November 2014, Sudan

- Build electrical power distribution systems in overhead and underground facilities.
- Design cable routes and develop physical layouts including height, spacing and location parameters.
- Monitor performances of electrical systems and recommend improvements.
- Propose cost reduction initiatives while maintaining high efficiency of electrical transmission and distribution systems.
- Improved the accuracy of distribution systems by 14%, decreased the response time to repair incidents by 21%, and supervised adherence to safety standards in all operations projects.
- Assisted in conducting safety tests to ensure the reliability of distribution systems and reduced the rate of outages by 5%.

EDUCATION

Master's Degree in Engineering Management

University of Khartoum · Sudan · 2018

Bachelor's Degree in Electrical Engineering

Sudan University of Science & Technology · Sudan · 2012

COURSEWORK

CIPS Level 4

Outsource Training Center · 2022

PMP

Milestone Training Center · 2019

SKILLS

- **Supply Chain Management/ Supply Chain Operations.**
- **Project Management and Innovation Engineering.**
- **SAP.**
- **Advance Excel, Microsoft Office.**
- **Business Planning & Analysis.**
- **Cost Analysis & Budgeting.**
- **Procurement Management.**
- **Negotiation Contracts.**