

SENIOR SUPPLY CHAIN AND LOGISTIC MANAGEMENT PROFESSIONAL WITH OVER 27 YEARS OF EXPERIENCE

EXECUTIVE PROFILE

- » Versatile leader with proven success in **accelerating revenue growth** through tactical development of transportation networks and process improvement plans.
- » Experience in handling supply chain operation of **Europe, Middle East and Asia Pacific regions**. Proved instrumental in signing the **largest single Trade Logistics Deal in MENA and Europe**.
- » Talented and inventive professional with a proven track record of improving supply chain process and assessing operations and storage layouts to **maximize efficiency using Lean Methodology**.
- » Visionary senior supply chain and logistic manager with profound experience in implementing policies and processes and **saving multimillion dollars**.
- » Global Leader with experience of working in the **Automotive, Oil and Gas, Aerospace and Aluminium** industries and demonstrated focus on total cost of ownership and process management.

Core Competencies: Global Supply Chain Management, Procurement and Inventory Management, Policy Formulation, Logistics Management, Deal Negotiations, Vendor Management, Team Management, Strategic Planning, Compliance Assurance, Value Stream Management, Growth Lever Identification, P&L Management

EXECUTIVE VALUE OFFERED

- » Introduced Supplier Database and saved the company 500k in Transport/Demurrage charges and in excess of 1 Million USD through negotiation of Master Purchasing Agreements.
- » Supervised Warehouses and Distribution Centres across the globe with an Asset Value of 240 MI USD and Inventory value of 19 MI USD consisting of high value Oil & Gas equipment for large international customers (BP, Shell, Exxon, ADCO and ZADCO).
- » Minimized the Shipping and Customs Clearance lead in time to Iraq and overall reduced the cost associated with Demurrage and Port Charges and identified more economical routes.
- » Saved 5% Customs Duty on all finished products being "Made in UAE" and ensured the Local Content rule applied in order to enjoy Duty Free Shipments shipped between GCC Countries under the Free Trade Agreement.
- » Holds merit of saving 300k USD in first year for Owner Manufactured content.
- » Developed Master Buyers Agreement to purchase Drill Pipe for our Eastern Hemisphere operations produced a saving of 700k USD.
- » Combined company locations and efficiently saved 1 Million USD over a period of 5 years.
- » Outsourced Companies Travel Systems and Processes to take over all companies Travel, Hotel and Car Hire requirements across the UAE and managed to reduce travel cost 20%.
- » Implemented discount letters in Q1 2016 to all major suppliers in Europe Middle East and North Africa and Asia and reduced operational expenses spend by 650k USD in the first year.
- » Minimized transports spend on freight from the UAE by 500k USD in 2015.

WORK HISTORY

Global Supply Chain Manager ▶ International Tubular Services (ITS), Parker Drilling Rental Services Since Feb 2012

Chief Accountabilities: Formulating formal SCM policies and procedures applied across drilling, rental and service operations. Building new market presence while reengineering and expanding existing transportation and distribution services. Providing global supply chain management solutions and expanding channels. Interfacing with corporate SCM to ensure corporate discount structures are utilized when appropriate. Working closely with corporate SCM and preparing Strategic Sourcing Contracts, and managing EMEA logistics, procurement activities.

Key Highlights:

- » Motivated and guided in-house Logistics Teams in all countries and ensured single point of contact is available for all internal and external customers.

- » Introduced processes throughout the Supply Chain for all countries within the Eastern Hemisphere in the Logistics framework and ensured compliance with ITS and Parker Drilling Corporate Governance.
- » Actively participate in executing contracts with Freight Forwarding companies to effectively manage the process, while ensuring compliance with all governmental laws and regulations, including the Foreign Corrupt Practices Act (FCPA).
- » Determined new trade lanes and developed new business relationships with 3rd Party Vendors.
- » Launched Trade Compliance principles and ensured adherence to Import/Export regulations in all EH operating countries aligning with Parker Drilling Compliance Policy.
- » Demonstrated excellence in guiding Senior Management on all aspects of trade and logistics.
- » Restructure and streamlined the purchasing process and categorized key vendors and monitored pricing and expectations of Product Line and Vendors.
- » Introduced and commenced a new process in EH for all new vendors and established strict guidelines to ensure policies are adhered.
- » Provided assurance of availability of equipment and updated regarding its status for operational use.

Regional Trade Compliance/Logistics Manager ▶ Weatherford Oil Tool M.E

Dec 2009 to Jan 2012

Chief Accountabilities: Provided advice regarding compliance of laws and services to all Product Lines in the 17 countries within the MENA region. Conducted audits of tenders and contracts to ensure the required trade compliance language is included in order to protect Weatherford. Supervised all logistics led functions and liaised with VP and Global Logistics Colleagues in the US to provide direction, leadership and guidance across the WFT businesses.

Key Highlights:

- » Monitored, trained and guided over 13000 MENA employees across the Trade Compliance function.
- » Introduced the Weatherford Trade Compliance Policy and initiated Trade Compliance Training.
- » Launched processes and procedures that reflect the region and country level relating to import and export laws and licensing requirements.
- » Developed Trade Lane mapping of all MENA related shipping routes and determined the fastest and most economical way with no impact to our business.
- » Implemented Country Profiles for all MENA countries and ensured accurate shipping profiles and “Green Light” shipping process can be implemented.
- » An active part of the Global Team that consolidates all 3rd Party Vendors within the Logistics/Forwarding arena.
- » Accredited as the first Trade Compliance Manager in the company to launch Trade Compliance Training across 14 Countries in the MENA Region.
- » Guided and supervised the Logistics Team in UAE to establish the forwarding and custom clearance processes in Iraq and facilitated easier shipping.
- » Provided assistance in manufacturing operations and determined Country of Origin potential for all GCC Shipments.
- » Extended adequate audit direction and reported all Sanctioned Country Equipment.
- » Successfully restructured the Logistics Team and function in Egypt to amalgamate a more effective team.
- » Minimized the lead in time to Iraq by 50% and overall decreased the cost associated with Demurrage and Port Charges by 60 %.

Senior Consultant ▶ Global Trade Services – JP Morgan Chase Bank, N.A, Dubai, UAE

Aug 2007 to Nov 2009

Chief Accountabilities: Conducted comprehensive supply chain analysis and planning for clients and submitted reports concerning risks associated with international operations. Extended necessary assistance to clients and helped them to manage inventory by aligning the enterprise globally to meet expectations.

Key Highlights:

- » Holds merit for signing the largest single Trade Logistics Deal (Value in excess of 600k USD) in MENA and Europe.
- » Proved instrumental in modifying and improving client’s trade lanes and trade mapping through assessment of current operation versus business goals.

- » Suggested proven methodology to streamline business functions and determined potential savings in clients supply chain in excess of 1 ml USD.

PREVIOUS ENGAGEMENTS

- » Logistics and Operations Director
- » Logistics Manager
- » Operational Export/Logistics Manager

MILITARY CAREER

- » Captain British Army - Shipping and Stevedore Port Squadron Officer (97 to 98)
- » Captain British Army – Staff Officer Contracts and Logistics Manager – Hong Kong (95 to 96)
- » Captain British Army – Logistics Officer – Bosnia (United Nations) (94 to 95)
- » Captain British Army - Area Contracts Officer – Kent UK
- » Royal Military Academy Sandhurst – UK
- » Private Soldier - Her Majesty's Armed Forces – UK and West Germany

EDUCATION

- » Port Operators Course (17 Port and Maritime Regiment)
- » Royal Navy Fire Fighting (BA) Course
- » First Aid Qualified
- » Nuclear, Biological, Chemical Warfare Course
- » Firing Range Safety Officer – Grade 1 through 5
- » Unit Expedition Leader (UEL Summer)
- » Training Officer – Military Fitness/Combat Tests
- » FedEx Station One Managers Course – Memphis, Tennessee
- » Business Management Course – University of Westminster
- » Methods of Instruction
- » Advanced Food Hygiene Certificate
- » Six Sigma Green Belt

PERSONAL DETAILS

Date of Birth: 18th June 1966
Nationality: British
Languages Known: English and Afrikaans
Driving License: UK, SA and UAE
Visa Status: Sponsored – International Tubular Services