

KHALID AL GHAMDI

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CAREER OBJECTIVE

A multi-faceted senior professional with 20+ years of experience across diverse organizational domains procurement and supply chain management; holding Bachelor's degree in Soil Science (BS) coupled with multiple trainings and certification acquired across professional career, possessing good knowledge of negotiation & contract administration, collation of market intelligence, sourcing, purchasing services and project management, seeking challenging Senior Managerial assignments with a reputed organization.

PROFESSIONAL AIM

An Independent position where my Technical Qualification, Enriched Experience of Supply Chain Management and Dedication can help to achieve the goals of a Progressive Organization along with my career growth.

PROFESSIONAL EXPERIENCE

Project Logistics Senior Manager

General Electric Saudi Arabia – Riyadh (August 2016 To Present)

- Working with Power Plant project management team to ship all Turbines, Generators, HRSG's and all related accessories.
- Managing the sourcing and contracting all means of shipping like vessels, Terminal storage, warehousing and In-land transportation either normal trucks or heavy haul for the oversized cargoes.
- Managing the trade compliance in terms of custom rules and regulations, HS coding, clearance and related transactions.
- Planning and executing the logistics operation in accordance to the engineering construction schedules to achieve the delivery date.
- Lead global team to fulfill the logistical transactions and ship to the project sites.
- Looking after the power plant logistic operation in Saudi and Bahrain for 2 turnkey projects budgeted over 5 billion SAR.
- Logistics Budget proposal and monitoring during the early stage of the project till the completion date.
- Control all regional operation with all related governments entities.
- Customer relation management with the end user like SEC, ARAMCO, MARAFEQ and Power ministry.

General Manager Supply Chain

Middle East specialized Cables. (MESC) Saudi Arabia – Riyadh (June 2015 To July 2016)

Key Accountabilities: -

- Contribute actively as a member of the senior Operations team in developing and implementing the strategic plans and targets for Operations, seeking to deliver the highest levels of performance in the most cost-effective manner to meet customer requirements and support sustainable business growth.
- Support achievement of strategic Operational aspirations and plans from a Supply Chain Management perspective by leading the development and implementation of effective 3-year procurement and materials/inventory plans.
- Ensure the effective planning and management of all materials to execute production plans by working in conjunction with Manufacturing to ensure all necessary resources are available as and when required.
- Deploy hedging techniques and forward purchase contracts in order to reduce risk, optimize cost of raw materials and protect contract margins from price fluctuations in key commodity markets.
- Enhance the competitiveness of MESC through developing and implementing strategies, policies and guidelines to optimize the efficiency of the supply chain, continuously seeking ways to reduce both cost and business cycle time in order to deliver 'best in class' operational performance, without compromising quality.
- Optimize supply chain performance and deliver reductions in inventory levels without incurring unacceptable risks to operational delivery/customer satisfaction through sponsoring, leading and reporting annually on the implementation of effective 'lean' materials flow initiatives and processes.
- Promote achievement of annual service levels and cost/materials management targets by developing, issuing and monitoring compliance with an approved annual procurement/materials management plan and budget.
- Promptly and positively address arising discrepancies in inventory through conducting regular inventory variance analysis to identify root causes and directing clear corrective action to resolve them.
- Ensure the availability of high quality materials through reviewing/approving and continually auditing major suppliers against agreed performance criteria.
- Ensure the most cost-effective supply of equipment, materials and services for MESC through negotiating appropriate contracts (both long- and short term) with vendors/suppliers for materials, equipment and supplies at the best possible market prices and delivery terms.
- Ensure that MESC has appropriate warehousing and logistics to meet its business needs through developing and implementing a cost-effective capital plan.
- Select, direct, develop/train and motivate managers and staff within Supply Chain Management to deliver the highest levels of performance, further building upon their existing capabilities and enhancing their current and future performance contributions to MESC

AL Majdouie Holding: -

General Manager, Logistic freight forwarding and Projects (February, 2014- May, 2015).

Overall accountability: -

- To strategize freight forwarding operations / customs clearance and to direct the activities of the LFP division to ensure achievement of respective sales targets and business plans.
- To enhance the reputation and relationship of the company with key international freight forwarders (IFF) and corporate clients in order to further the Sector's business interests.
- To manage and motivate the freight and projects employees and other personnel to synergies their efforts to the achievement of the department's targets / goals.
- Contributes to the formulation of Sector-level strategies / business plans.
- Drives the designing of marketing/sales/ operations strategies/programs within LFB.
- Cascades objectives, plans and targets formulated by the COO and CEO of the Logistics company down to each departmental level of the division.
- Manages / monitors efforts of all departments in the SBU to achieve synergies and ensure achievement of the operations, project coordination targets, and business plans.
- Translates business plans into action plans with appropriately allocated resources required for achievement of the plan-objectives.
- Ensures the cost of operations in the SBU is kept within the sanctioned expenditure budgets for the department.
- Drives the development and implementation of operations and product-innovation strategies by studying and analyzing data on customers, target groups, sales, territories, and competitors' activity using integrated analytical functions.
- Ensures that freight forwarding services are delivered with speed, quality and reliability to differentiate its offering from competitors.
- Seeks partnering opportunities with various global entities to generate business in Freight forwarding projects and general cargo.
- Ensures that proper Service Level Agreements (SLAs) of Freight department with Transportation are in place whenever Freight department avails subcontracted services.
- Initiates the formalizing of SLAs for Customs Clearance services to intra-Group divisions and ensures that service levels are met.
- Ensures proper coordination and communication with clients / consultants and internal divisions for international projects to achieve its objectives of on-time delivery, targeted profit margin and customer satisfaction.
- Ensures the optimal utilization and regular upkeep of department-owned vehicles.
- Liaises with government to ensure speedy clearance of customer shipment for international projects.
- Ensures proper IT systems (e.g. project bidding, project planning and control, document management) are in place and processes which can unite diverse functions and processes into an integrated collaborative flow are defined.

- Ensures the projects are executed as per contract and are delivered on-time with minimal claims, accidents and low cost of operations.
- Sets out specific performance standards in such key areas as sales, operations and customs clearance; evaluates performance against these standards; coaches and assists the department managers in improving their performance.
- Ensures that the department is staffed with competent and motivated personnel as well as provides for optimum utilisation of department managers. This includes selection of competent personnel, training, their evaluation, authority and careful allocation of work.
- Follows procedures of reporting on performance, budgets and other reports required from time to time to the COO and CEO of Logistics Company.

SADARA Chemical Co.

Supply Chain Operation Manager (September 2012- January 2014):-

Whereas I'm responsible for all trucking, W\H'sing, supplies sourcing\contracting and all job related to these goals in order to be ready for plant start-up and volume movements.

- **Responsible for all site's logistic activities and site integration.**
 - Packaging center.
 - Container yard.
 - Rail hybrid loading\offloading area.
 - Stuffing products inside the containers
 - Loading tankers and Iso-containers.
 - Prepare the export documents.
- **Responsible for sourcing product transportation modes i.e Trucking, Rail from site to ports and MEZ zones.**
 - Qualifying the potential SP's.
 - Shortlisted the best SP's based on well-defined criteria.
 - Prepare the RFQ and submit it.
 - Contract awarding.
- **Responsible for system integration and implementation from blueprinting phase till the startup.**
 - Creating\Developing process swim-lane and validate it.
 - Mapping the swim-lane processes with the SAP transaction.
 - Convert the swim-lane into a written blueprint.
- **Responsible for all logistic readiness related activities such as sourcing for all packaging materials and supplies.**
 - Calculate the needed packaging supplies and source for it.
 - Prepare RFQ's for steel drums and wooden pallets.
- **Member in different projects within the company with multiple stakeholders.**

Working within SABIC Organization in various Departments.

Supply Chain Execution, Asia Pacific, Singapore:

Duration : (Aug 2010 to July 2012)

Job Title: Director, Supply Chain Execution, Polymers, Asia Pacific & Greater China

Role:

The Supply Chain Execution is accountable for planning and executing all supply chain activities originating within the assigned region for the Polymers SBU; and for the delivery of products originating from KSA to Asia Pacific and Greater China, including delivery from SABIC's bonded warehouse and local warehouses.

Also is accountable for Customer Service in the region, and the management of regional logistics costs and working capital, as well as demand, supply and inventory planning for Polymers SBU in the region within the strategic and physical constraints.

Primarily impacts business margin through: the optimization of logistical resources in the region; leveraging procurement opportunities; and maintaining and improving customer service levels.

Responsibilities:

- **Supply, Demand and Inventory Planning Control**
 - Support the development and execution of demand/supply balancing, inventory optimization, allocation and replenishment across the regional warehouses.
 - Optimize production and supply planning from JVs or Affiliates in the region (currently Tianjin JV). Systematically review the required service levels to serve the business in the region, including inventory performance indicators (target, turnover), with regional business management and adjust them accordingly.
 - Collaborate with various parties (internal/external) to optimize business processes and resolve issues to optimize logistics costs and manage financial risks to SABIC and/or customers.
 - Act as senior liaison officer to other regional functions within Polymers SBU in order to optimize the demand, supply and inventory plan for the region consistent, high service levels to the business units while keeping cost and inventory optimized.

- **Customer Delivery Assurance and Supply Chain Service Level**
 - Responsible for managing the logistics which deliver products to customers in the region to maintain customer service levels while minimizing logistics costs.
 - Includes planning and monitoring the execution of logistics, establishing and enhancing procedures for handling issues and implementing when necessary; and achieving customer service level objectives within the region.
 - Identify improvement opportunities and follow up with appropriate actions IN ORDER TO meet customer service level commitments as agreed upon with the SBU/BU while optimizing logistics costs. Oversee and take action to improve logistics execution performance order to continuously improve customer service levels.

- **Environment, Health and Safety**

Work with global SHERQ to develop and continually monitor Environmental, Health and Safety risk management plan including identifying current and emerging environmental, health and safety risks of global logistical operations, developing a framework for risk management and taking actions to reduce risks as they are identified.

- **Human Capital Management**

Oversee the development of short and long term manpower plans within SCE Asia and Greater China including hiring, training, career development and path, rotation and overseas assignments IN ORDER TO maintain required capabilities and support their continued growth.

- **Customer clustering**

Support the annual Customer Clustering analysis, including financial impact analysis of related service level decisions, and communication and finalization with regional Marketing IN ORDER TO maximize value of customer service level offering to SABIC.

- **Sourcing and Contracting**

- Work with global Execution Dept. and other SBUs where appropriate and the Warehouse Department to Source and Contract the services which are necessary to support the OTC process in the region (transport, storage & product handling), including contracting for warehouse, land logistics, third party providers, surveyors.
- Continuously improve cost and service level improvements from contracted parties. Ensure Polymers SBU and SABIC obtains value for money from logistical service providers.

- **Supply Chain Improvements**

Work with Global Supply Chain stakeholders in implementing multidisciplinary projects derived from the different SABIC SBU/BU strategies in the region. Propose short and long term improvement initiatives and execute approved global and regional SC improvement initiatives. Execute regional Business Process redesign projects and cooperate strongly with ICT in terms of system blueprint implementation.

- **Documentation**

Handle all documentation for shipping related activities across all shipments in SEA/FE/PAC/Greater China. Work closely with Risk Management, Sales, Banks, Vessel Agents, SABIC HQ Documentation, to ensure timely submission of shipping documents to customers and banks for payment settlement and smooth discharge of cargoes. IN ORDER TO: ensure the operation of SABICs logistical services is correctly documented and meets commercial and legal requirements

- **Handling of the Marine Insurance Claims**

Manage all insurable interests for SABIC's Products while it is in transit from KSA to customers in SEA/FE/PAC/Greater China. Handle logistics related issues, review like contamination and quantity shortage within internal and external stakeholders.

SABIC Planning and Scheduling Department:

Duration : (Nov 2009 to July 2010)

Job Title: Section Head

Responsibilities:

- **Strategy.**

Supports the management as required in drafting a rolling 5-year plan in order to Timely sign off Process ensure polymers marine logistics capacity in line with future growth plans.

- **Annual Business Planning.**

Timely sign off Process Review shipping capacity for adequacy vs. sales plan, estimate new shipment capacity and budgets required, finalize lifting plan in order to meet the annual sales plan while optimizing logistics costs at agreed Customer Service Levels.

- **Transportation Capacity Planning and Sales and Operations Planning Meetings.**

Oversee development of accurate transport capacity plan on a monthly basis to support the creation of feasible and reliable transportation plans during the S&OP meetings and communicate triggered execution plans to all relevant parties in order to ensure timely shipments and customer satisfaction within optimized costs at agreed service levels.

- **Reporting.**
Report any deviation in business plan and objectives with focus on shipping Partial Timeliness, Process timeliness, accuracy and cost in order to ensure execution of each activity as per the business plan, while adjusting business plan to incorporate deviation. Supporting Feedback Customer Answer external inquiries provide external statistical requirements; participate in the organization awareness sessions to provide logistics feedback and to spread awareness among end users.
- **Strategic Sourcing.**
Track and report changes in shipping trade patterns, shipping capacities, ports efficiencies and capacities for designated areas; and actively participate in the global shipping contract supporting negotiations and Marine Transportation - manager, as required, to ensure smooth logistic service in the long run.
- **External Relations.**
Answer external inquiries, provide external statistical requirements, and participate in the organization awareness sessions to provide logistics feedback and to spread awareness among end users.

SABIC Supply Chain Management Department EMDAD project:

Job Title: Integration Team Lead

Responsibilities:

Assignment: SCE Integration Team Lead as responsible for following work streams:-

1. Logistic capacity planning and Pre-Scheduling.

The objective of the logistics capacity planning process is to derive demands for the sourcing of logistics services and to detect significant capacity shortages. It's part of a tactical planning solution to improve transportation capabilities.

2. Procure To Pay "PTP".

Have an automated PTP processes through a web based portal in the field of RFQ, Invoicing, contract monitoring and Supplier relationship (performance evaluation).

3. Logistic monitoring.

Monitoring is the process of recording the present whereabouts of a shipment, as it passes through different handlers on its way to its destination, through a distribution network. Capturing these events allows in time reaction and serves as basis of reporting patterns of past performances.

4. Logistic operation process design/mapping from plant to port.

SABIC Solid Marine Transportation Department:

Duration: (Nov. 2006 - Nov. 2009)

Job Title: East Bound Section Head

Responsibilities:

- **Sales & Operations Planning Meeting.**

Support all discussions regarding the proposed Logistics Plan in the S&OP meeting and track the decisions in order to refine the Logistics Plan in alignment with the Agreed Supply & Inventory Plan.

- **Reporting.**

Report to relevant parties regarding any deviation in business plan and objectives with focus Timeliness Process on shipping timeliness, accuracy and cost to ensure execution of each activity as per the business plan, adjust business plan to incorporate deviation.

- **Distribution Management.**

On-time delivery Process Monitor and resolve any issues related to shipping performance, resolve exception handling issues in close alignment with marketing and sales, guide employees in managing process and constraints in order to ensure timely shipments and customer satisfaction within optimized costs at agreed service levels

- **Human Resources Development (Human Capital Management).**

Actual training days vs. plan Process Develop internal/external training plan as well as on job training, train subordinates within Execution & Monitoring on executing work efficiently in order to increase productivity and efficiency of the staff.

- **Logistics Operations.**

Oversee the execution of shipments to overseas locations, monitor costs and demurrage and cargo claims; liaise with Marine Transportation, Sourcing & Contracting, and ports in case of delays vs. schedule; review daily operational reports; resolve escalated issues and identify root cause for repeated issues; and study and create required budget requests in order to improve performance on cost, on-time delivery, and ensure on time payment.

SABIC Solid Marine Transportation Department:

Duration: (July 2004-Nov. 2006)

Job Title: Executive Shipping Representative

Responsibilities:

- **Container tracking project coordinator.**
- **SMT Reps. in Affiliates related issues as part of cross functional committees.**
- **On Time delivery report coordinator for SMT Department.**
- **Collecting all information regarding Ports, shipping lines, transporters and all related shipping business and built business case and obtain recommendations.**
- **Team member in On-Time lifting improvement committee.**
- **Logistic Evacuative Rep. for Deferent countries.**

SABIC R & T Department

Duration: (Nov 1996-July 2004)

Job Title: Chemist / Researcher

Responsibilities:

- **Case studies (Fertilizer experiments).**
- **Surveys.**
- **Initiating questioner/survey and analyze the results.**
- **Measuring customer satisfactions**

- **Data collection.**
- **Data tabling.**
- **Statistical analysis using (statistical software i.e. SAS, STATISTICA, Excel)**
- **Reporting the results with recommendations.**
- **Presentations.**
- **Dealing with contractors.**
- **Marketing Support and fertilizer product promotion.**
- **Conduct and Coordinate technically in fertilizers seminars held for KSA customers.**

QUALIFICATIONS

**Bachelor Degree in Soil Science (BS) [1996]
University of the King Saud University, Riyadh (KSA).**

Courses and Certificates

Course or Seminar	Training Agency/Location	Name of Certification Issued (if applicable)
Effective Communications Skills	Sabic	Sabic
Team Work	Sabic	Sabic
Planning and time Management	Sabic	Sabic
OJT.	SABIC	IBN ALBAYTAR - JUBAIL
Beginning Access	Sabic	SABIC
Beginning Excel.	New Horizon	SABIC
Beginning Power Point	New Horizon	SABIC
Intermediate Excel	New Horizon	SABIC
Advanced Excel	New Horizon	SABIC
Discussion and Issue Related Prob. on LE	Sabic HQ Training Centre	Sabic
Incident Investigation & Root Cause Anal	Sabic HQ Training Centre	Sabic
Presentation Skills	Sabic HQ Training Centre	Sabic
Technical Report Writing	Sabic	Sabic
Intro. to Statistical Software	Sabic	Sabic
Introduction to Statistic	Sabic	Sabic
Windows	Sabic	Sabic
Total quality Management	MEIRC	Malaysia
Performance Management and Competency Profiling	ICTD	Malaysia
Supply Chain course 101	SABIC HQ	IDS Scheer Aktiengesellschaft
Logistic Capacity planning and Pr-scheduling	SABIC HQ	IDS Scheer Aktiengesellschaft
Leading the People	SABIC Learning	Shanghai, China
Leadership Development	Center for creative leadership CCL	Singapore

Program.
The looking glass
Experience.

Center for creative leadership CCL

Belgium

COMPUTER LITERATE

- **Well versed with MS Office & ERP (SAP and Oracle)**

LANGUAGE & COMMUNICATION SKILLS

- **Fluent and flawless in Arabic and English.**

PERSONAL DATA

Name : **Khalid Abdullah Al Ghamdi**
Age : **45 years.**
Nationality : **Saudi**
Religion : **Islam**
Marital Status : **Married**