

MORNE FERREIRA

Procurement Manager

PROFILE

South African male with over 12 years UAE based work experience with a record of internal promotions.

I am an effective and forward-thinking Procurement Manager with experience of over twenty years in various industries, ranging from automotive spare parts, automotive manufacturing, steel, textile to retail industries. My last position was for a multinational corporation, Majid Al Futtaim, with forty retail outlets and six warehouses across seven countries, with an annual turnover of AED500mil.

Annually, year on year saved up to 20% of the annual procurement budget without jeopardizing continuity of supply and quality. Also reduced slow moving and redundant stock from 40% of total stock holding down to less than 2%.

I have knowledge in providing excellent service for large corporations that encounter detailed and ever fluctuating purchasing needs. I am extremely detail oriented, with a positive, upbeat personality and have the ability to work in a team or with minimal supervision.

I have the ability to communicate effectively, from director level down to frontline staff. Able to identify and escalate any potential risks timeously in order to find contingencies to mitigate or eliminate risks.

I have developed key relationships with strategic internal partners and suppliers in the UK, US and China, in order to ensure that all orders were placed and delivered on time at the best possible price without compromising quality, within a set budget. Ensured that all products purchased for the KSA Market were SASO compliant and registered.

PERSONAL DETAILS

Date of Birth	24 February 1973
Marital Status	Single
Nationality	South African

CONTACT DETAILS

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INDUSTRY EXPERIENCE

- Leisure & Entertainment
- Textile
- Steel
- Automotive Spare Parts
- Retail
- Manufacturing
- F&B

ACCOMPLISHMENTS

- Promoted through the ranks from Assistant Family Entertainment Centre Manager to Procurement Manager
- Opening Crew of 20 Family Entertainment Centre across the Middle East
- Opening Crew of the first Dreamscape in the Middle East
- Gross sales in excess of 350 million in 2019

GENERAL EXPERIENCE

- Budgeting & Forecasting
- Project Management
- Dynamic Pricing & Yield Management
- Performance Improvement Planning
- Mentorship & Personal Development
- Problem Solving & Crisis Management
- Guest Services and Sales
- Stakeholder Management
- Product Training
- Staff Schedules
- Minor HR issues
- H&S Procedures are adhered too
- Standard Operating Procedures are adhered too
- General Operations
- New Product sourcing & development

PROJECT MANAGEMENT EXPERIENCE

- Opening of 20 new Family Entertainment Centres
- Opening of the first Dreamscape
- Stock for new Openings

SKILLS & ABILITIES

BUSINESS SKILLS

- Sourcing
- Procurement
- Supplier Relations
- Negotiations
- Writing SOP's
- On the Job Training
- Staff Management
- Screening Applicants
- Guest Services
- Disciplinary Hearings

BUSINESS IT

- MS Excel
- MS Word
- MS PowerPoint
- Impact Encore
- AX Dynamics
- Navision
- BI

LANGUAGES

English
Afrikaans

STRENGTHS FINDER

Optimist | Attention to detail | Planning

PASSIONS

Gardening | Travel | Swimming

WILLINGNESS TO RELOCATE

Yes

EDUCATION

National Diploma Logistics
National Diploma Personnel Management

REFERENCES

Available on Request

WORK HISTORY

Majid Al Futtaim, Dubai UAE AUGUST 2017 – AUGUST 2020

PROCUREMENT MANAGER

- Maintained maximum variety of products and optimal level of stock.
- Ensured that displays in all stores adhere to the Company guidelines.
- Selected top sellers and ensured availability for new project openings.
- Did the display layout for new stores as per Company guidelines.
- Did regular store visits to ensure all new and sales items are displayed.
- Identifying fast moving products and negotiating reduced prices.
- Analysed customer buying patterns.
- Managed stock sell through of slow moving products.
- Set the exit strategy and mark down on obsolete products and aged stock.
- Create, manage and forecast the buying budget for the brands.
- Set the suggested price in stores based on landed cost.
- Meeting suppliers and negotiating the terms of contract and pricing.
- Sourced specific items through suppliers both locally and internationally.
- Liaised with Logistics Department ensuring all shipments arrive on time.
- Verified supplier invoices/statements.
- Liaised with Merchandisers and Marketing regarding new products arrivals.

Majid Al Futtaim, Dubai UAE JUNE 2015 – JULY 2017

ASSISTANT PROCUREMENT MANAGER

- Maintained maximum variety of products and optimal level of stock.
- Ensured that displays in all stores adhere to the Company guidelines.
- Selected top sellers and ensured availability for new project openings.
- Did the display layout for new stores as per Company guidelines.
- Did regular store visits to ensure all new and sales items are displayed.
- Identifying fast moving products and negotiating reduced prices.
- Analysed customer buying patterns.
- Managed stock sell through of slow moving products.
- Set the exit strategy and mark down on obsolete products and aged stock.
- Reduce expenses and improve effectiveness.
- Seek and partner with reliable vendors and suppliers.
- Determine quantity and timing of deliveries.
- Monitor and forecast upcoming levels of demand.

Majid Al Futtaim, Dubai UAE December 2012 – MAY 2015

ADMINISTRATOR

- Provide technical support and vendor interface.
- Prepare purchase request for all new projects.
- Follow up on orders ensuring timely delivery for opening of new projects.
- Manage all aspects of the business unit operating budget.
- Interacting with customers, senior management, and all levels of employees.
- Prepares and distributes: itineraries, meeting agendas and reports.
- Coordinates and schedules events, conferences, meetings, travel, etc.
- Collects and prepares information for use in meetings of executive staff.
- Maintaining business/customer database, corporate files and business plans.
- Coordinating executive administrative tasks.