

# SOHAIL NISAR SATTI

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## CORE COMPETENCIES

A Supply chain professional having over 13 years of experience, seeking senior Level assignments in the domain of Purchase and Supply Chain Management with a reputed organization wherein I can share and learn new ideas and put into good use my well-rounded experience for the growth of the establishment.

- Consistent performer with a strong track record, positive attitude, with ability to handle assignments under high pressure
- 13 years of Strong experience in Supply Chain Management in UAE.
- Achieved Long Service Award at Weir Oil & Gas Division, Middle East.
- Have dynamic field experience in the Procurement, Sourcing, vendor Developments in the industries include Oil & Gas, valves, flow control and service industry like reverse engineering and rotating equipment.
- Strong exposure with system of ISO 90001-2008, ISO 140001.
- Hands on experience with lean manufacturing system especially with JIT concepts, Kanban, Lean Techniques, Milk-Run Logistics Etc.
- Worked with various MRP/ERP software's such as Move X, INFO-R, Oracle, Syteline, Salesforce.
- Developed competitive and competent suppliers without sacrificing quality.
- Led the vendor development cross functional Team in my current Organization
- Handled the project procurements and successfully executed the projects to achieve the company's objective in supply chain department

## Key Skills

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|--|---|
| • Procurement Strategies               | • Excellent Verbal & Written Communication Skills |
| • Excellent negotiation                | • Vendor development                              |
| • Creative Team Leadership             | • Knowledge of Contracts agreement                |
| • Working relationship with all levels | • Problem Solver, focused & flexible              |
| • Cost analysis & Controls             | • Knowledge of logistics (Inward & Outward)       |
| • Budgeting                            | • Inventory Management                            |
| • Excellence in Analysis and Reporting | • Team facilitator                                |
| • Sound Judgment                       |   |

## Professional Experience

### SPM OIL AND GAS – DUBAI

(Since 2011-Till Now)- ---- Designation: **Buyer**

Currently Working in SPM Oil and Gas, which has been recently acquired by Caterpillar Inc Oilfield Engineering Equipment Design and Manufacturing Company in Dubai –UAE specialized in the production of Wellhead & Valves as per API-6A standards, X-mas trees, Flow control parts and other oilfield equipment products.

#### Job Profile:

- Responsible for the major procurement spends such as Forgings, API 6A fully machined trims, Bar material, Elastomers, pipes & fittings etc.
- Develop and implement sourcing and negotiation strategies for key spend areas to achieve short- and long-term savings targets.
- Plan, direct, or coordinate the activities of buyers, purchasing officers, and involved in purchasing materials, products and services

- Negotiate major purchases, develop blanket or master agreements with suppliers, and engage in all aspects of contract management. Negotiate pricing and purchase goods and ensure delivery in a timely manner
- Conduct risk analysis on high spend commodities and suppliers; identify the opportunities for mitigation of such risks and carry out necessary steps
- Development of new and alternative suppliers for the critical components throughout regions to get the benefits of best quality, with reduced delivery time
- Responsible for Post order activities such as expediting, inspection & shipping related matters.
- Monitoring Inventory Levels in regular Intervals and co-ordinate with planning and warehouse to keep Optimum stock by ordering EOQ/MOQ, ROL for the regular items
- Review supplier financial statements/reports and evaluate overall supplier health (supplier risk assessment) and Review and assess total supply chain risk and identify opportunities to minimize and eliminate risk
- Attend Daily work management meetings and prepare presentation for SCM head on behalf of procurement team
- Responsible to take make or buy decision after proper analysis along with planning team
- Control spend and build a culture of long-term saving on procurement costs
- Coordinating with tendering department to get the best prices from the supplier on Bidding stages

### ***Selected Accomplishments:***

- Handling purchase of Flow Control products for Middle East and European Oil and Gas, worth of \$60M per year.
- Handled purchase of major Kuwait Oil Company projects for Middle East Oil and Gas , worth of \$14M and successfully executed the projects from the bidding stage to receiving stage
- Established Rate contract agreements/ Stocking strategies with the critical suppliers and saved around 15% from the regular prices.
- Developed economical suppliers all around the regions for the major spends like forgings, bar materials, Elastomers, Pipe & Fittings etc.
- A member of value chain excellence team and Involved in various tasks of supplier rationalization, evaluation & critical selection process.
- Interfaced with cross-functional groups, including engineering, integrated supply chain, sales, contracts, legal, planning and control, compliance, and product support
- Developed the Alternate suppliers within a short span of time for the critical items like forgings, valve bodies, castings, casing hanger etc.
- Implemented several cost reductions projects with newly developed/alternative suppliers and reduced cost by 10% from total value of orders in a year.
- Implemented JIT system of delivery for the major value of items by planning the delivery in short intervals with suppliers
- Successfully improved supplier's / customer on time delivery over 90%.

## **Employment History**

### ***Growth Paths:***

Since 2021:

#### **Buyer**

Organization: SPM OIL AND GAS  
Company of Caterpillar Inc.  
International Markets

2011-2020:

#### **Value Stream Lead (Purchase, Contracts, Manufacturing, Logistics)**

Organization: Weir Engineering Services

Manufacturing division Of Weir Oil & Gas  
International Markets

2008-2010: **Assistant Purchase and Logistics Officer**

Organization: Al-Zahrawi Group  
Medical Supply Company -Head Office

2006 -2008: **Shift Supervisor**

Organization: City Tech Group  
Engineering, health & safety, Security Services

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### ACADEMIC CREDENTIALS

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- Bachelor of Commerce from Allama Iqbal University 2014-2015
- Diploma in Information Technology (DIT) -2005
- Intermediate in Computer Science from Govt. Hashmat Ali College 2001-2003

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### PERSONAL DETAILS

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Date of Birth: 05-05-1984

Visa Status: Resident -UAE

Marital Status: Married

No. of Dependents: 3

Driving License: Dubai-UAE

Languages Known: English, Urdu, Hindi, Arabic (basic)

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● **Notice Period: 30 days** ● **Available for Relocation**●