

# HUSAM GHNEIM

**Current Location: Dubai | Contact No.: +971 50 305 0704 | Email: husamghneim2@gmail.com**

**LinkedIn Profile: <http://linkedin.com/in/husam-ghneim-22b68162>**

## CAREER OBJECTIVE

Senior supply chain professional with over 15 years of experience in strategizing and managing complete supply chain operations including logistic operations, material management, vendor management, sales operations, sourcing, procurement and quality operations, training & development and team management. Possess leadership across a range of logistics functions including: production planning, inventory management, customer service, forecasting, transportation and distribution. Pivotal in enhancing the effectiveness of various Supply Chain Processes & Logistics Solutions through continuous improvement measures that contributed to top/bottom-line objectives and led to overall improvement. Expertise in increasing sales revenues, exceeding targeted sales goals, developing profitable and productive business relationships and building an extensive client base. Lead role in component and material procurement to include supplier selection, price benchmarking and price negotiation for production and associated deployment works to strengthen supply chain effectiveness. Well versed with supply management software, such as SAP and CITRIX. Established professionalism, resourcefulness & commitment, coupled with displayed exceptional presentation skills & operational efficiencies.

### SKILLS

- Strategic Planning & Tactical Vision, Supply Chain Management
- Logistic Operations, Sourcing & Procurement, Vendor & Supplier Management
- Order Management, Client Relationship Management, Sales Operations
- Warehouse Management, Safety & Security
- Customer Service, Customer Relations, Customer Retention Strategies
- Training & Development, Employee Coaching & Mentoring
- Leadership, Team Management, Inter-departmental Coordination
- Excellent Communication & Interpersonal Skills, People Management
- SAP, and Citrix

## PROFESSIONAL EXPERIENCE

### Logistics Manager

Wago Middle East FZC (Sharjah)

Jan 2010–Dec 2019

#### Accountabilities as Logistic Manager:

##### **Business Planning & Operations Management:**

- Collaborated with sales, finance, and suppliers for daily planning and monitoring operations.
- Lead complete supply chain operations including planning, inventory management, vendor management, and procurement.
- Oversaw distribution of stocks to all retail outlets in time and in required quantities/volumes to ensure that market demand was fulfilled and financial losses on account of lost sales were curtailed in an effective manner.

##### **Logistics Operation Management:**

- Planned and directed all aspects of an organization's supply chain policies, objectives, and initiatives while managing inbound / outbound air/sea/land freight shipments.
- Lead logistic operations including, inland transportation to factory warehousing and transportation for distribution of the products. Interfaced with couriers/transporters while maintaining close scrutiny on the performance by analyzing delivery time.
- Exceptional skills in evaluating and recommending most appropriate shipping methods, routing or freight forwarders to meet necessary parameters, specifications, and costs. Interfaced with various departments for implementing effective Logistic System.

##### **Material Planning/Inventory Management:**

- Defined and implemented material requirement strategies in sync with the production floor requirements. Tracked & maintained inventory levels in the stores for all items required in the plant.
- Supervised stock level along with stock taking and reporting to Finance department and top management.
- Played vital role in efficient management of the inventory levels, for ensuring ready availability of material to meet production and dispatch targets.

##### **Sourcing/Procurement:**

- Handled sourcing through identification of cost-effective suppliers for procurement with an aim of improving quality & reliability. Managed budgeting of funds for procurement and sourcing of materials ensuring optimum utilization of materials & maximum cost savings.
- Demonstrated success in developing sufficient number of reliable and reputed sources of supply for different items required.
- Efficiently negotiated with the suppliers after analyzing the quotations duly giving a fair and equal opportunity to all the participants. Releasing Purchase Orders and follow up till the material is actually delivered as per the schedule.

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## **Vendor/Supplier Management**

- Steered strategic sourcing through identification and negotiation with cost-effective vendors/suppliers/freight forwarders for procurement with an aim of reducing cost while improving quality & reliability.
- Exceptionally handled orders from world-wide subsidiaries and worldwide-suppliers.
- Performed out vendor localization/ indigenization for curtailing costs of materials as well as negotiating the terms of credit with vendors as well as the cost of material required.

## **Warehouse Management:**

- Oversaw the warehouse management and maintaining reduced inventory levels. Remarkable contribution in maintaining the stock of material without any variance by conducting perpetual stock verification and documentation.
- Implemented Standard Operating Procedures within the warehouse and training team members in maintaining compliance with these procedures. Ensured quality packaging to prevent goods from getting damaged in transit.

## **Documentation**

- Communicated and coordinated with government sections for CoO and other requirement.
- Administered all export and import documentation with customs authority in UAE and forwarders in the Middle East, GCC and Levant Countries. Organized Order acknowledgment, DN, PL and invoices.

## **Warehouse Operations Management:**

- Developed the annual operating budget of the warehouse, assigned adequate resources based on the yearly operations plan and supervised implementation of the budget across all functions of the warehouse.
- Inspected the warehouse premises regularly to ensure proper upkeep and maintenance, issued instructions to fix malfunctioning equipment across the store and visited all departments to verify process compliance.
- Mentored and advised the warehouse personnel to deliver high performance, provided monetary incentives to boost individual contribution to operations and established effective controls to prevent shoplifting (CCTVs, stock checks, and bar coding etc.).

## **Sales Manager Jul 2004–Oct 2008**

### **Rainbow Printing Industries LLC (Sharjah)**

#### **Accountabilities:**

- Streamlined sales & marketing activities; managing and exploring sales opportunities & accounts in the assigned area.
- Handled business negotiations & executed regular follow-up with the clients to get leads transform into sales while provided excellent services.
- Utilized public information & personal network to develop marketing intelligence for generating leads.
- Successfully managed vital accounts across Hotels, Food and Catering, Industrial leaders.
- Executed marketing & sale strategies as per macro plans of organization for maximum brand visibility to capture optimum market shares. Interfaced with marketing department to develop promotion campaigns & new offers to boost company sales.
- Led the sales process, oversaw submission of quotations on receipt of RFPs, explained pricing, payment as per delivery terms, held negotiations to secure orders, provided value-added services as applicable and ensured orders were fulfilled in time.
- Communicated with suppliers/vendors to procure materials and services critical to order deliveries, coordinated with 3rd party logistics to expedite materials and conducted inspection of material delivered by suppliers.
- Coordinated Sales Team by managing schedules, filing important & confidential documents, preparation of monthly reports and communicating relevant information.

#### **Leadership & Team Building:**

- Trained and guided sales teams to meet targets provided job-specific training to improve sales performance and assisted in developing skills in the areas of customer service, communication & relationship building and negotiation & influencing.
- Conducted performance review meetings at regular intervals to appraise sales performance, provided key inputs for improvement and communicated revision in action plans and corresponding targets.
- Planned and organized training program for the Sales Team.

## **PREVIOUS ASSIGNMENT**

### **Vetro Constructions LLC (Sharjah)**

**Sales & Warehouse Officer | Sep 2002 – Jun 2004**

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## EDUCATION

**The British University, Dubai, UAE**

Master's in Business Administration (MBA) (candidate 2020)

**Zarka University, Jordan**

Bachelors of Computer Science (2001)

**Citizenship:** Jordanian~ **Date of Birth:** 05, October 1978~**Marital Status:** Married

**Address:** Ajman, UAE ~ **Language:** English (Excellent), Arabic (Native), **Visa Status:** UAE Resident (Employment Visa)