

# KHURRAM ABBAS

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<b>PROFILE SUMMARY</b>	22 years of multi sector (Oil & Gas, Industrial Manufacturing, Engineering) experience having worked as HoD at Siemens, Mashreq Bank, Mitsubishi JV firm, Standard Chartered Bank and Public Sector firms (SSGC, PIA) with capability to manage geographically spread large sourcing team. Academically holder of MBA (IBA) and Mechanical Engineering (NED) degrees from top tier universities. Life member Pakistan Engineering Council.
<b>PROFESSIONAL ACCREDITATION</b>	<ul style="list-style-type: none"><li>▪ CIPS Corporate Ethics Mark CERTIFIED</li><li>▪ Project Management; Informa Singapore</li></ul>
<b>EDUCATION MBA &amp; B.E. (MECHANICAL)</b>	<b>MBA-Institute of Business Administration (I.B.A.), Karachi.</b> G.P.A. 3.12 / 4.00, YEAR 2001 <b>B.E. (Mechanical) - N.E.D. University of Engineering &amp; Technology.</b> 76 % MARKS, YEAR 1998
<b>MEMBERSHIP</b>	Life Member Pakistan Engineering Council. (Reg. No.: MECH/13882)
<b>WORK EXPERIENCE SUMMARY (22 YEARS)</b>	<ul style="list-style-type: none"><li>▪ Business Planning</li><li>▪ Supply Chain Management</li><li>▪ Strategic Sourcing</li><li>▪ Costing and Pricing</li><li>▪ Corporate Planning</li><li>▪ Project Finance</li></ul> <p>Sectors Served:</p> <ul style="list-style-type: none"><li>▪ Oil &amp; Gas</li><li>▪ Industrial Manufacturing</li><li>▪ Engineering Services</li><li>▪ Financial Services</li></ul>
<b>WORK EXPERIENCE</b>	<p>Designation : <b>Regional Procurement Lead (MENA) (Reporting to Head CPD MENA)</b> Organization : <b>Mashreq Bank, UAE (03/2023 to date)</b> <b><u>RESPONSIBILITIES:</u></b> a) Manage sourcing portfolio MENA region. b) Category strategy development and implementation. c) Ensure compliance with sourcing rules and governance regulations.</p> <p>Designation : <b>Supply Chain Head (Pakistan) (Reporting to CFO)</b> Organization : <b>DP World (Global Port Operator) (01/2022 – 06/2022)</b> <b><u>ACHIEVEMENTS:</u></b> a) Renewal of 50 contracts worth PKR 3.0 billion with PKR 200 million savings. b) Materialized goods delivery of 400 POs with lapsed delivery due to COVID. <b><u>RESPONSIBILITIES:</u></b> a) Develop/implement purchasing strategy, policies, processes to aid and improve business performance. b) Collaborate with suppliers to assure cost, quality and delivery targets are met. c) Develop, implement/maintain supplier relationship and measure effective supplier performance.</p> <p>Designation : <b>Head of Procurement (Reporting to CEO)</b> Organization : <b>SSGC LPG Private Limited (07/2019 to 12/2021)</b> <b>(Vertically Integrated Mid/Downstream Oil and Gas Company)</b> <b><u>ACHIEVEMENTS:</u></b> a) Sourced LPG through dedicated sea vessel. b) Sourced 05 LPG Bowsers (25MT capacity) and 01 Bobtail (16MT capacity). c) Sourced 16,000 LPG cylinders as per Business Plan.</p>

**CROSS FUNCTIONAL RESPONSIBILITIES:**

- a) Member of LPG Pricing Committee for Bulk, Commercial and Retail segment.
- b) Member of Funds Placement Advisory Committee.
- c) Member of HR Investigation Committee.

**RESPONSIBILITIES:**

- a) Sourcing of bulk LPG (Liquefied Petroleum Gas) from Middle East and other international markets.
- b) LPG price evaluation based on Saudi Aramco CP monthly price.
- c) Sourcing of supplies for LPG sea terminal and jetty infrastructure.
- d) Supervise procurement of goods and services in accordance with policies and procedures.
- e) Streamline department business processes to increase efficiency and cost reduction.
- f) Disposal of capital, revenue and scrap items.
- g) PPRA and Ogra rules and regulations compliance.

Designation : **Group General Manager – Supply Chain (Reporting to CEO)**

Organization : **Cherat Cement Company Ltd. (01/2016 - 01/2019)**

**ACHIEVEMENTS:**

- a) Cement Line III expansion project 6,800 Tons/day capacity; sourcing from SINOMA TCDRI (USD 80 million) and delivered within stipulated timeframe.
- b) Sourcing of Flexible packaging green field project worth USD 45 million.
- c) Sourcing of 40,000 Mton/month RB-1 grade coal from South Africa.

**RESPONSIBILITIES:**

- a) Manage purchase function of 07 Group Companies (Cement, Cement bags, Ethanol, Sugar) with aggregate annual turnover PKR 30 billion.
- b) Plan, organize, direct and control sourcing function and coordinate activities within Group entities.
- c) Manage Material Planning, Procurement, Warehousing, Logistics, Distribution, Import/Export.

Designation : **Head – Supply Chain (Reporting to CEO)**

Organization : **AISHA STEEL MILLS LTD.**

**(Mitsubishi Joint Venture company) (07/2013 – 12/2015)**

**ACHIEVEMENTS:**

- a) Achieved saving USD 0.5 mio. in first year under indirect materials sourcing
- b) Sourcing of components from Tanisaka and Hotani leading to successful commissioning of Electrolytic Cleaning Line (ECL).
- c) Material sourcing for overhead cranes support structure i.e. A75 grade 2km crane rails from ArcelorMittal, Luxemburg along with rail clips and pads from Gantrex S.A., Belgium.

**RESPONSIBILITIES:**

- a) Sourcing of Hot Rolled Coil (HRC) steel with annual purchase value of USD150 million from international markets (China, Japan, Korea and Taiwan etc.) to meet 0.24 million metric ton Cold Rolled Coil (CRC) steel annual production target.
- b) Raw material clearance from ports while adhering to SROs, CGOs GOP directives ensuring imposition of correct Customs Tariffs.
- c) Management of SAP MM module.

Organization : **SIEMENS (09/2011 – 05/2013)**

Department : **Supply Chain Management**

Designation : **Head - Supply Chain Management (Indirect Materials)**  
**(UAE, Pakistan and Afghanistan region)**

Reporting to CFO and Matrix reporting to SCM IM MEA Cluster Head while responsible for Logistics, Mobility, Prof. Services, I.T. and Ind. sub categories.

**ACHIEVEMENTS:**

- a) Achieved 3.5% indirect spend savings target for 1H2013.
- b) Accomplished special task given by CEO to generate EUR 2.0 Mio in Q2 through auction of idle assets and redundant finished goods inventory.
- c) Developed comprehensive guidelines for auction of idle assets and finished goods inventory.

**CROSS FUNCTIONAL RESPONSIBILITIES:**

- a) P2P (Purchase-to-Pay) Board member.
- b) Procurement governance country lead.

c) Manage indirect spend of Siemens Pakistan's UAE and Afghanistan branch offices and project sites.

**CORE RESPONSIBILITIES:**

- a) Developing procurement and vendor management procedures/guidelines, monitoring adherence and ensure compliance
- b) Monitoring Service Level Agreements (SLAs) with service providers.
- c) Ensure that import shipments are delivered on time at production facility and remote project sites.
- d) Ensure reliable outbound logistics support for distribution of finished goods (transformers, smart grids) to utility firms across Pakistan and remote locations in Afghanistan.

Organization : **Standard Chartered Bank (05/2007 – 09/2011)**

Department : **Global Sourcing**

Designation : **VP Global Sourcing**

**ACHIEVEMENTS:**

- a) Achieved saving of USD 1.5 million through negotiations and cost avoidance.
- b) Instrumental in SCB procurement tool (system) remote roll out in Pakistan.
- c) CEO's premises challenge – Worked with Chief Integration Officer to identify potential savings through rationalization of premises on Pan Pakistan basis.
- d) Appreciation from Group CRES for development PAR document.

**RESPONSIBILITIES:**

- a) Manage cost effective Procurement of material and services for back offices and network of 142 branches all over Pakistan through vendor and procurement management frameworks.
- b) Negotiate terms and conditions on behalf of the project with major suppliers ensuring best possible price for the goods and services being procured.

**07/2001- 04/2007:** Worked for various public sector organizations i.e. PIA, PICIC

<b>CONFERENCE / SEMINARS ATTENDED</b>	<ul style="list-style-type: none"><li>▪ PPRA Rules Workshop, Institute of Tender Management, Karachi. February 2020</li><li>▪ Europe Intermodal, AHOY Rotterdam. November 2018</li><li>▪ Middle East Electricity, Dubai. March 2018</li><li>▪ Negotiating Techniques, Dubai. February 2017</li><li>▪ e-World Procurement &amp; Supply, London. September 2016</li><li>▪ TOC CSC Middle East, Dubai. December 2013</li><li>▪ Project Management Advanced skills, Standard Chartered Bank, Singapore. June 2010</li><li>▪ Project Management Core skills, Standard Chartered Bank, Singapore. July 2008</li></ul>
<b>TECHNOLOGY</b>	Computer software used for official working include: <ul style="list-style-type: none"><li>▪ SAP, Oracle, Windows, MS Word, MS Excel, MS PowerPoint, MS Outlook</li></ul>
<b>PERSONAL DATA</b>	Date of birth : July 15, 1975