

Hani Obeid

Riyadh, Saudi Arabia

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Director of Continuous Improvement (CI), Quality, and Supply Chain Management (SCM)

Purchasing volume €14M + / (KSA) 40+ Projects / €400M + Budget Managed €8M

Solutions-driven global Supply Chain Management (SCM) professional, Six Sigma Green Belt-certified Business Process Engineer (BPE), KAIZEN facilitator, and Quality & Continuous Improvement (Q&CI) specialist. Designated subject matter expert (SME) leveraging two decades of *quantifiable success* in aligning improvement plans with financial performance (cash flow statement/P&L) objectives. Champion TPS (Toyota Production System)-derived value chain optimisations for identifying / minimizing production bottlenecks (inefficiencies); increasing capacity / productivity, correspondingly reducing labour per unit costs; and TPS lending itself to rapid growth and long-term, consistent revenue maximisation.

Extensive project coordination and conceptual background in Lean Manufacturing and Six Sigma teachings applied to leading all aspects of strategic planning, manufacturing, process optimization, procurement, and vendor management activities. Skilled at coordinating cross-functional/interdepartmental resolutions of highly complex problems in collaboration with engineering personnel, research and development (R&D), product management, sales, customer service, and all applicable stakeholders.

TRILINGUAL in Arabic (Native), English (Advanced), and French (Intermediate). **TECHNICALLY PROFICIENT** in ARIS; Dynamics AX/GP; JD Edwards; and SAP enterprise resource planning (ERP) systems; as well as Lotus Notes; Microsoft Project; and Microsoft Office applications: Excel, Outlook, PowerPoint, Visio, and Word.

SKILLS TRAINER of: Strategic Planning / OGSM (Objectives, Goals, Strategies, and Measures); Project Management Communication Planning; Demand Planning / MRP (Material Requirements Planning); Lessons Learned – Project Improvement

- Lean Manufacturing – 6 Sigma - Kaizen
- Process Optimization/ Standardization
- Cost Reduction - Waste Elimination
- ISO 9001 – 14001 – JIT – CRM
- Global Logistics & SC Management
- Inventory / Materials Management
- Contract and Supplier Management
- Business ethics – SC Governance
- High-Stakes Decision Making
- Cross-Cultural Communications
- Complaint Management Strategic
- Risk Management

Certifications & Licensure

SSBB Certified Six Sigma Black Belt / PMI, USA
SSGB Certified Six Sigma Green Belt / IQF, USA
Process Improvement Foundations / PMI, USA
Lean Inventory Management / NASBA, USA
Business Process Improvement NASBA, USA
Executive Leadership / PMI, USA
Critical Thinking / NASBA, USA
Kaizen Facilitator / PMI, USA
Risk Management / PMI, USA

CISCP Certified International SC Professional / IPSCMI, USA
CISCM Certified International SC Manager / IPSCMI, USA
ISO 14001 EMS Certified Internal Auditor / SGS Switzerland
ISO 9001 QMS Certified Internal Auditor / SGS Switzerland
Driving Measurable, Sustainable Change / PMI, USA
Strategic Planning / NASBA, USA
Change Management / PMI, USA
Executive Leadership / PMI, USA
Industrial Safety Leader Certified / CDF, Syria

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Career Experienced

Schneider Electric, Riyadh, KSA

Main projects

Lessons Learned - SE / €2M (2019-2020)	ARAMCO DC / €17M (2015 - 2018)	Ma'aden - SEC / €200K (2015 - 2017)
Non Quality Cost - SE / €200K (2019 - 2020)	KSU Projects / €40M (2015 - 2018)	ITCC - GOSI / €50M (2015 - 2019)
Knowledge Management / €200K (2019 - 2021)	National Grid / €120M (2016 - 2017)	ADAS /€20M (2015 - 2017)

Quality & Continuous Improvement Director – Europe, the Middle East and Africa 06/2017 to Present

CI leader on complex /multi-countries / technologies to achieve profitability, efficiency, Customer Satisfaction and sustainable quality.

Satisfy full-spectrum project management requirements pertinent to the CSQ/SC functions encompasses MEAS region, Dramatically improved quality, and timely delivery. Promoted 7 high-potential employees to leadership positions. Exercise oversight of implementation/execution of Lean continuous process improvement (aspects of Kaizen) methodologies, industry best practices, design of knowledge management interface features, and recurrent stakeholder engagements to ensure operational alignment with strategic and broader corporate objectives.

Customer Sat CNPS improved from 54.6% to 71%
Net Cost Reduction reduced 12%

Claim Turnaround Time increased 63% Faster
Non-Quality Cost reduced 26%

Supply Chain & Quality Assurance Manager

12/2015 to 05/2017

Achieved historic execution center/ plant manufacturing cycle-time reductions, and Regained key customer trust. Rebuilt the SC leadership team, Established global sourcing strategy, Filled cultural gaps, Knowledge management, Diversified supplier base, Leveraged scale to achieve cost savings, Delivered massive savings through supplier management. Revenue maximization through market analysis to identify opportunities for greater global penetration.

Inventory Accuracy improved from 72% to 100%
On Time Document Processing from 85% to 100%
Inventory Turnover reduced from 82 to 35 days
logistics-incurred expenditure reduced 21%

On time Delivery OTD improved from 48% to 95%
Headcount fixed costs reduced 33%
PR/PO lead time improved from 71% to 100%
Sourcing Saving reduced 20%

International Timber Company, Jeddah, KSA

Supply Chain & Quality Assurance Manager

09/2013 to 12/2015

Logistics Operation Manager

09/2012 to 08/2013

Directed/fulfilled logistics, procurement, and warehousing/fulfilment center function with the assistance of 12 direct reports and 230 cross-functional personnel; in the accomplishment of contract negotiations, fleet management; inventory control; Quality assurance, and operational compliance with all statutory, health, and safety (H&S), and key stakeholder expectations.

Pivotal to optimizing processes by 57% and manpower 65%; which translated to reductions of 115,000 annual man-hours. Created/enforced all supply chain policies and standard operating procedures (SOPs)—this entailed switching over to an outsourced fleet and adopting the Dynamics enterprise resource planning (ERP) solution—thereby achieving 7.4% reductions in overall costs and a 14,976 reduction in annual manhours.

Successfully unloaded 5,600 containers free of demurrage, consider 2012's payments of over 600KSAR

Fixed cost reduced 57%
Logistics Cost Reduction 7.4%

Manpower reduced 65% = reduction 115K annual man-hours
Lost Time Injury (LTI) reduced 32.9%

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Additional Experience

Site Controller & SC Manager, Lafarge Cement, Aleppo, Syria

Procurement Manager, Henkel Int., Aleppo, Syria

Division Manager, Electro Industries, Jeddah, Saudi Arabia

Operations Team Leader, Aramex Int., Damascus, Syria

Education

PhD in Marketing

Columbus University / Online

Master of Business Administration (MBA)

Columbus University, Online

B.Sc. in Electrical Engineering

Damascus University, Damascus, Syria

Awards & Commendations

ARAMEX – ISO 9001 Certificate Operation Department

SEC Saudi Electricity – Project Completion

Electro Industries – Appreciation letter for completing the Prince Sultan Project

Henkel – MENA Group Best Results for Inventory Management Audit

Lafarge – T-One Excellence Award Certificate

Lafarge – ERP - JDE Excellence Team - Go-Life at Plant

International Timber – Sawmill Project Completion / Cost reduction

International Timber – Excellent Stocktaking Result

SE – Excellence Award for High performance in FOBO Project with plant

SE – Excellence Award CNPS - Customer Performance Improvement

SE – Excellence Award projects Non-Quality Improvement Champion

SE – Excellence Award Lessons Learned Regional Project Champion

Extracurricular Activities

United Nations Economic and Social Commission for Western Asia (UNESCWA) team member for the National Agenda for the Future of Syria Project

Human Rights Activist

Art & Culture Enthusiast