

Curriculum Vitae

Mohannad Z. Kaki

M.S. Industrial Engineering

Jeddah, Saudi Arabia

Mobile: 0567979425

Email: Kakimohannad@gmail.com

EDUCATION QUALIFICATION

December 2015

Miami, FL

- University of Miami
- Master degree in Industrial Engineering
- GPA 3.7 out of 4.



March 2011

Jeddah, KSA

- King Abdulaziz University
- Bachelor degree in industrial engineering.
- GPA 4.06 out of 5.



Key Qualifications & SKILLS

- Sales and Operation Planning.
- Logistics.
- Supply Planning.
- Judgmental and Statistical Forecasting.
- Procurement.
- Strategic Planning.
- Supply chain Management.
- Solid communication, leadership skills.
- Analytical and logical problem solving skills.
- Good reporting capabilities.
- Team Player, leading the Project Team.
- Advanced in SAP and SAS.
- Technically proficient in Microsoft Excel / Office.
- Native in Arabic, fluent in English.

Certificates & Awards

- Champion of the third quarter 2018: Best Achievement Award under drive sustainability and efficiencies strategies. Goody, KSA
- Best Achievement Award under expand inorganic growth Strategy | Cofique. Goody, KSA
- Supply chain modeler training certificate. (4 months)
- Emotional Intelligence training, Goody Training Center. (4 days)
- The Seven Habits of Highly Effective People, Goody Training Center. (5 days)
- Tenders Preparation and Evaluation in IIR, Dubai. (4 days)
- SCM Introduction for Purchasing in Saudi Airlines Training Center.(5 days)

WORK EXPERIENCE

- 1) Supply Chain Manager, Bahrawi Trading Company, Jeddah, Saudi Arabia, Apr 2021- Present
(Supply Chain)



Responsibilities:

- Leading and Developing Corporate S&OP cycle.
- Owning Demand Cycle Operations.
- Managing Supply Planning with Suppliers.
- National and between branches Logistics.
- Controlling Warehouse Operations.
- Shipments clearance and SFDA regulations.

Achievements:

- Built and initiated corporate S&OP cycle.
- New process/tool for logistics to seamless transfers and increased SL.
- Established new dashboards and KPIs to track and performance for SCM.
- New Forecasting methods, tools, level and files.
- Reduced shipping cost internationally
- Lean supply planning in progress.
- Increased Customer SL through improving frozen stocks handling and invoicing.

- 2) Demand and Supply Planning Manager, Arabian Trading Supplies (Al-Naghi Group), Jeddah, Saudi Arabia, Feb 2020 – Apr 2021 (Supply Chain)



Responsibilities:

- Leading and Developing Corporate S&OP cycle.
- Managing Forecasting of all portfolio of 800 SKUs (Channel/Region/SKU Level).
- National and between branches stocks replenishment.
- Retain relationships of all 20 suppliers.
- Assure Stocks availability.
- Maintain Stocks expiry.

Achievements:

- Improved S&OP cycle timelines and forums.
- Maintained forecast accuracy and stock availability during Covid-19 pandemic.
- Increased Customer Service level through Supply/Demand optimization.

3) Demand Planning Manager, Jotun Middle East, India and Africa (MEIA), Jeddah, Saudi Arabia, Oct 2019 - Feb 2020 (Supply Chain)

**Responsibilities:**

- Leading and Developing Corporate S&OP cycle.
- Forecasting Accuracy of finished goods.
- Managing Production Planning of 1000+ SKUs in two productions sites (Jeddah/Yanbu)

Achievements:

- Improved S&OP cycle achieving more efficient and thorough planning and interaction between all business units.
- Less lead time in production through more accurate forecasting and interaction with plants and therefore increased SL to 1 day.

4) Associate Demand Planning Manager, Goody, Jeddah, Saudi Arabia, Jun 2016 – Oct 2019
(Supply Chain/Operations)



Responsibilities:

- Sales and Operations Planning: Managing/Owning and improving the monthly Integrated Business Planning cycle (Demand Review Meeting, Business Review Meeting, and Business Cell Meeting. Top Management Review) to give the right interaction between commercial functions in the supply chain and drive best decisions and conclusions in Forecast and Business overall.
- Forecasting: Statistical and judgmental forecasting based on many market and business input (OOS, Prices, Competition, Trade Stock, Cannibalization, Promo Packs, Trade Stocks, Sell out/Sell in, Customer Rebates, etc.) with collaboration of business team. This is owning Baseline forecasting plus directing volume of forecast Building Blocks' assumptions such as featuring, trade deals, flyer volume, etc.

Achievements:

- Improving process for New Product Forecasting. On forecasting side, I have put new pipeline filling approach and more accurate Consumption model. On S&OP, clear timeline and task for stakeholders. Enhanced MAPE of new launches SKUs by 100 Points.
- Revamping the process of promo pack forecast creations and stocks depletion. I have set a collaborative approach in depletion PP stock through association with distribution partner. Allowed demand team to have the right control in the volume build up. Reduced MAPE of PP SKUs by 70 Points.
- Creating a process to control Biased SKUs forecast through sitting right KPIs plus focused/prompt interventions in the right forums using the right tool. Overall MAPE improvement of 5 points.
- Incorporated new statistical forecasting model that adapts with different historical data trends plus, automation and optimization of result/calculations
- Initiated Demand Control process that proactively change supply chain to avoid future out of stocks or expiry involving sales and supply.

5) Strategic Sourcing Specialist, Saudia Aerospace Engineering industries, Jeddah, Saudi Arabia, December 2011 - December 2012 (Supply Chain)



Responsibilities:

- Identify, Evaluate and review long-term agreements with suppliers, manufacturers or agencies of reform.
- Identify the methodologies used to collect information such as prices, setting standards and statistics, specifications and current costs, or the needs of the end user.
- Determine the appropriate methodology and tool for project management.
- Conduct a general assessment of the performance of the contract and identify the sources of savings have been achieved.

Achievements:

- Participated in Achieving savings of SR 3 million in an engine oil contract Project.
- Also, participated to achieve savings of SR 8 million in a chemicals contract.
- Proposed and have a role in applying the balanced scored card project to develop the procurement department.

6) Demand Planner, Information and Logistic Services, Basamh Company, Jeddah, Saudi Arabia, June 2011 – November 2011. (Supply Chain /Logistics)

**Responsibilities:**

- Forecast all SKUs for period of 12 months.
- Generate monthly rolling order forecast sent to supply department.
- Monitor forecast for market changes, promotional activities, out of stock.
- Monitor inventory level at the warehouses and order inter branch transfer to maintain sufficient stock.

Achievement:

- Enhanced the yearly forecast accuracy from 60% to 80% by proposing and applying an artificial intelligence software called neural network.