

C.V.

Position: **Procurement / Supply Chain Manager**

Name : **Mohammad Alsaeed Konbr**

Total Years of : 25 Years

Exnerience :

Egypt Mobile No. : 002-01019901155

E-Mail address : mkonbr@gmail.com / Mohamad.konbr@gmail.com

Address : Altagamoue, New Cairo, Egypt

Date of Birth : 13 July 1964

Marital Status : Married

Nationality : Egyptian

Languages : Fluent English – Fluent Arabic

LinkedIn Profile : <https://www.linkedin.com/in/mohammad-konbr-04941348?trk=hp-identity-photo>

Qualifications :

- B.Sc. in Electrical Engineering, 1989, Egypt University.
- Project Management Course in American University-AUC
- FIDIC Contract Course in American University-AUC
- Procurement & Material ERP System “SAP”
- Procurement & Material ERP System “Talisman”
- Procurement & Material ERP System “Oracle”
- Procurement & Material ERP System “Maximo”
- Negotiation & Contracts Course by American SCE Organization
- Primavera Project Planning & Scheduling Course
- Cost Control & Budgeting course.
- Quality Control Course by American Corps of Engineering



Previous Experience:

My previous experience is more than 25 years in Construction of Industrial Projects in the field of Oil & Gas Plants , Oil & Gas Pipelines ,Petrochemicals , Electrical Power Generation , Substations , OHTL , Water Pipelines , Solar Power Plants, Data Centers and Commercial Buildings participating in more than 15 large scale projects with international EPC Companies in the position of Procurement & Supply Chain Division Manager in Egypt, Saudi Arabia, Kazakhstan, Oman , UAE and I was in Saudi Arabia for last 12 years as follows:

Aug 2020 – Till to date

- Location:  Cairo, Egypt
- Position: Freelancer Consultant and Instructor for Procurement & Supply Chain Management
- Clients: Oil & Gas and Construction Companies

Dec 2018 – Jul 2020

- Company Name BQHC-Bin Quraya Holding Company
- Location  Saudi Arabia, AL Khobar
- Position Procurement & Supply Chain Division Manager
- Clients ARAMCO , Halliburton , Baker Hughes



- Projects Names ARAMCO-Onshore Maintain Potential Wellheads & Pipeline Project, Khurais, KSA
ARAMCO- Onshore Maintain Potential Wellheads & Pipeline Project, Harad, KSA
ARAMCO- Onshore Maintain Potential Wellheads & Pipeline Project, Shedgum, KSA
ARAMCO- Onshore Maintain Potential Wellheads & Pipeline Project, Shaybah, KSA
ARAMCO- JUAYMAH NGL-ETHANE FACILITY, KSA (Tender Stage)
ARAMCO -SOUTH GHAWAR PIPELINE, KSA (Tender Stage)
ARAMCO-JAZAN-ABHA PIPELINE PROJECT, KSA (Tender Stage)
ARAMCO-Uthmaniyah Abqaiq Pipeline Project, KSA (Tender Stage)

May 2013 – Aug 2018

- Company Name: M+W Group – KSA branch
M+W Group is one of the major German Construction & Engineering international companies with 35 branches all over the world and with 3 billion US dollars yearly turnover
- Location:  Saudi Arabia, Riyadh
- Position: Procurement & Supply Chain Division Manager
- Clients: ARAMCO, RC, SEC , SPIMACO
- Projects Names:
 - SPIMACO, Pharmaceutical plant Buraidah, KSA
 - Boston Oncology Pharmaceutical Plant , KSA
 - MOI-GID Data Center Project, Jeddah, KSA
 - ARAMCO Modular Data Center Project, Dhahran, KSA (Tender Stage)
 - IDEA Polysilicon Plant , Yanbu , KSA (Tender Stage)
 - Alafandi Solar panel manufacturing plant, Yanbu , KSA (Tender Stage)
 - Alkhafji 38MW Solar Power Plant , alkhafji, KSA (Tender Stage)



Aug.2012 –May 2013

- Company Name: BESIX & Almuheidib JV
- Location:  Saudi Arabia, Riyadh
- Position: Procurement & Material Division Manager
- Clients: GSFMO
- Projects Names: Grain Silos & Ancillary Facilities Project , Jizan , KSA
- Project Value: 600 Million SAR



Nov.2009 –Jul.2012

- Company Name: SSEM – Saudi Services for Electro Mechanic (ALRashid Group)
- Location:  Saudi Arabia , Riyadh
- Position: Procurement & Contracts Division Manager
- Clients: ARAMCO , SEC , SWCC , RC
- Projects Values From 400 Million SAR to 1 billion SAR



- Projects Names:
 - ARAMCO – Yanbu Export Refinery Project , Yanbu, KSA
 - SWCC – Ras Alkhair- Riyadh 850 km, 96” Water PipeLine Project , KSA
 - SEC – Dhahran Sub-Station Project , KSA
 - SEC - Qurayat Power Generation Project , KSA
 - SEC - Rafha Power Generation Project, KSA
 - SEC – Al Qassim Sub-Station Project, KSA

Jan.2008 – Nov. 2009

- Company Name: CCC– Consolidated Contractors Company



- Location:  UAE, Abu Dhabi, Ruwais ,
- Position: Procurement & Material Manager
- Main Contractor LINDE
- Client: ADNOC-BOROUGE
- Project Value 1.4 Billion USD\$
- Project Name: Borouge,EU2 Project- Ruwais, Abu Dhabi, UAE,

Nov.2005 –Dec.2007

- Company Name: CCC– Consolidated Contractors Company




- Location:  UAE, Abu Dhabi, Ruwais ,
- Position: Procurement & Material Manager
- Client: ADNOC-GASCO
- Project Name: GASCO 3rd NGL Project- Ruwais, Abu Dhabi, UAE,
- Project Value: US\$ 800 Million
- Main Contractor Snamprogetti
- Client Rep. Foster Wheeler

Dec.2004 –Sep 2005

- Company Name: SAIPEM / CCC Joint Venture



- Location:  Oman, Muscat ,
- Position: Procurement & Logistics Manager
- Client: PDO
- Project Name: Muscat-Suhar 250 km, 24” Crud Oil Pipeline Project- Muscat, Oman
- Project Value: US\$ 350 Million
- Main Contractor Snamprogetti
- Client Rep. Foster Wheeler

May.2003 –Dec.2004

- Company Name: CCC– Consolidated Contractors Company
- Location:  Oman, Sur ,
- Position: Procurement & Material Manager
- Client: OMIFCO
- Project Name: Oman India Fertilizer Project- Sur, Oman
- Project Value: US\$ 600 Million
- Main Contractor Snamprogetti / Technip Joint Venture



Nov.2000 –Aug 2002

- Company Name: SAIPEM / CCC Joint Venture
- Location:  Kazakhstan, Aksai ,
- Position: Deputy Material Manager
- Client: KIVO
- Project Name: Karachaganak Main LNG Project including 600 km, 30” Pipeline - Kazakhstan
- Project Value: US\$ 1.5 Billion
- Main Contractor Bechtel / Snamprogetti Joint Venture
- Client Rep. PDT



May 99 –Nov.2000

- Company Name: Morrison Knudsen Corporation –
American Construction Company
- Location:  Egypt , Cairo,
- Position: SR. Procurement & Material Engineer
- Client: Telecom Egypt
- Project Name: Upgrading Egypt telecommunication network, Cairo, Egypt
- Project Value: US\$ 250 Million
- Main Contractor General Dynamics-USA



Dec.97 –May 99

- Company Name: CCC– Consolidated Contractors Company
- Location:  Saudi Arabia, Jubail
- Position: Procurement & Material Manager
- Client: Chevron International
- Project Name: Saudi Chevron Petrochemical Plant -Jubail,Saudi Arabia
- Project Value: US\$ 480 Million
- Main Contractor Chiyoda Petrostar Japanese Corporation



- Client Rep. Flour Daniel-USA
May 97 – Dec.97

- Company Name: ORASCOM Construction Industries



- Location:  Egypt , Cairo ,
- Position: Site Manager for Electro-Mechanical Works
- Client: Ghabbour
- Project Name: Hyundai Car Showroom & workshop Facilities
- Project Value: LE 50 Million
- Client Rep. Dar Alhandasah

Nov.96 – May 97


- Company Name: KAJIMA Corporation- Japanese Construction Company



- Location:  Egypt , Cairo ,
- Position: SR. Procurement Engineer for Electro-Mechanical
- Project Name: Meridian Cairo Hotel – New Tower 40 story
- Project Value: US\$ 200 Million
- Client Rep. Bechtel

Apr.95 – Nov.96

- Company Name: Technoconsult - Construction Company

- Location:  Egypt , Cairo ,
- Position: Project Manager for Electro-Mechanical Works
- Project Name:
 - Cheese and Tomato best Factories, Asyut, Egypt
 - Cheese and Tomato best Factories, Suhag, Egypt
- Project Value: LE 50 Million
- Client Rep. Ministry of Defense

Oct.89 - Mar.95

- Company Name: Chosestar Ltd.- British Construction Co

- Location:  Egypt , Cairo ,
- Position: Procurement Engineer for Electro-Mechanical Works
- Project Name:
 - Sofitel Sphinx Hotel
 - Helton Hurghada Hotel
 - Bechtel - Procter and Gamble Factory –6th, of October,
- Client Rep. : Saleh Hamdi Office- Shaker Group
- Main Contractor. Soares Da Costa – Portuguese Contraction Co

- Company Name: Chosestar Ltd.- British Construction Co
- Location:  Egypt , AL Mansoura ,
- Position: Consultant Engineer for Electro-Mechanical Works
- Project Name:
 - Gastro Interology Hospital , AL Mansoura , Egypt
 - Emergency Hospital ,AL Mansoura , Egypt
 - Internals Hospital ,AL Mansoura , Egypt
- Client Rep. : Saleh Hamdi Office- Shaker Group
- Main Contractor. Dragados - Spanish Contraction Co

Duties in “Procurement Management”:

- Plan, manage and organize the overall operations and activities related to Procurement department in a proper and professional manner.
- Leadership, guidance and directing of the Procurement team in procurement department considering the optimization and efficient utilization of available manpower and resources .
- Prepare Procurement Plan & Procurement Procedures in accordance with the international standard procedures and the company policy.
- Applying fully computerized control & record System (ERP system) for the whole process of the Procurement operations and activities.
- Review all project documents [drawings, Specification, BOQ, and MTO] to develop a comprehensive list of material Requirements.
- Review the project Contract, Quality & Safety requirements that related to procurement of the project Materials, equipments & consumables.
- Review the project Schedule and milestones date in order to ensure the coordination and the matching of the procurement Schedule and material delivery schedule with the main project schedule.
- Analyze the local and the international market and delivery systems in order to assess present and future material availability with the most cost-effective techniques.
- Establish & maintain a data base for a main suppliers list for local and international suppliers to cover all the project materials and requirements.
- Buying the products and services at the right price from the right source at the right specification that meets user’s needs in the right quantity for delivery at the right time to the right internal customer.
- Receiving and or preparing the material requisition as per project specifications and included the supported documentation and standards.
- Establish & Maintain Requisitions Tracking System by register all project requisitions in Requisitions log.
- Selecting the local & international Vendors / suppliers as per the client approved vendor list and/or as per my company recommended vendor list based on their previous performance.
- Review and approve the enquiries / RFQ to the selected Vendors / suppliers included the supported project specification and documents as per the latest revision.
- Arrange and review the technical & commercial evaluation and comparison reports for the suppliers / bidders quotations & proposals and ensure the commercial offers are less or within the project budget figures.
- Negotiate prices, delivery dates, terms of payment & delivery points with the Vendors / suppliers in a proper and professional manner to ensure timely and cost effective agreements.
- Prepare Technical material submittal and send it to the client for his Approval
- Placing Purchase orders and prepares subcontract packages and contracts as per the latest project specification and requirements.

- Establish & Maintain Purchase orders Tracking System by register all project Purchase orders in Purchase orders log.
- Monitoring & expediting the delivery of the placed Purchase orders with close follow up for critical deliveries to ensure the vendor will be able to fulfill his obligations on time.
- Establish smooth logistics operations for timely delivery of materials by develop strong network of land transporters for transportation services and maintaining agreements with transporters, Freight forwarders, shipping agents & customs clearance agents.
- Monitoring & controlling of receiving the materials in the company stores and ensure the received materials are completely as per the purchase order requirements.
- Establish & Monitor the Min. & Max. Stock level for main consumables materials in the stores to ensure availability of these items all time.
- Establish & Maintain Suppliers Invoices Tracking System by register all Suppliers Invoices in Suppliers Invoices log, verify and approve the Suppliers Invoices for payment.
- Expediting the Procurement processes by establishing and maintaining pre-agreed terms, conditions and standards with selected suppliers for the bulk materials and main consumable materials.
- Ensure continuous availability of back-ups for most of the suppliers in general and suppliers of strategic items in particular by searching in local and international markets for new sources and new solutions to ensure continuous availability of the materials.
- Setting aggressive saving targets for procurement department and monitor performance to ensure control of cost.
- Implementing of new procurement policies and systems and be aware of technological trends for increasing effectiveness and cost reduction.
- Maintain a good working Communication & relationships with other departments in the company and with external agencies, suppliers, contractors and service providers.
- My duties as a Contract Manager :
- Review & negotiate the company contracts with its clients and ensure all risks within that contract are amended to ensure no possible comeback risks to the company.
- Drafting the contract / sub-contract terms & conditions for company vendors / subcontractors as per the project obligations & requirements
- Negotiating the contract / sub-contract terms & conditions with the company clients, vendors or subcontractors.
- Follow up & tracking the implementation of the contract / sub-contract terms & conditions with the company clients, vendors or subcontractors
- Advising on contractual procedures for dispute resolution with company clients, vendors or subcontractors
- Preparation the contractual responses to vendors /subcontractors claims and issuance of cost escalation or de-escalation amendments.
- Major Achievements in Procurement Management:
- Managing the procurement operations for more than 10 running projects in the same time through the company main office .
- Placing Purchase orders for more than 300 Millions US\$ in one of my projects.
- Placing one Purchase order for more than 30 Millions US\$ in one of my projects.
- Make saving in procured materials more than 10 million US\$ less than the project budget in one of my projects.
- Make a significant improvement in the delivery period for one of the critical & urgent materials to the project to be ten (10) days delivery time instead of four (4) months delivery time as per the original project schedule.

Duties in “Material Control Management”:

- Plan, manage and organize the overall operations and activities related to Material department in a proper and professional manner.
- Plan, Organize & supervision the establishment of the project material control facilities and resources including site offices, offloading equipment and manpower.
- Leadership, guidance and directing of the Material Control team considering the optimization and efficient utilization of available manpower, also develop and train the Material Control team in implementing the material control procedures and improve their safety & quality awareness .
- Review the project Contract, Quality & Safety requirements that related to Material Control of the project Materials & equipments
- Review the project Schedule and milestones date in order to prioritize the material control processes and to ensure full coordination with project construction schedule.
- Applying fully computerized control & record System for the whole process of the Material control operations and activities.
- Establish & maintain “Shipment Tracking Report” to include all the available information in the shipping documents i.e. [packing list, bill of lading, commercial invoice & certificate of origin] for the incoming shipments.
- Ensure carrying out of visual inspection for the arrived materials trailers to the Warehouse and before start offloading the materials in order to first : verify the material shipping marks to ensure that these materials are belongs to our project, Second: to detect and record if there is any damages during shipping / Transportation.
- Manage & organize the material Rigging / offloading operations with implementing high standard of safety procedures, using certified equipment and operators and following the material vendor offloading recommendations especially for over size / over weight cargos and Heavy lift equipment.
- Organize & supervise the inspection of the received materials against the packing list and purchase order and raising MRR Material Receiving Report included the storage location and Traceability information for piping materials i.e. Heat Number & colour coding and if applicable raising OS&D Over, Sort & Damage Report.
- Arrange in conjunction with the QC Dept. raising DR Discrepancy Report or NCR Non conformance Report in case the received materials have no MTC Material Test Certificate or not matching with the Purchase Order specification and arrange keeping these materials in the Quarantine Area.
- Monitor & supervise applying proper Material Identification using paint marker and or paper tagging.
- Monitor & supervise storage of the received materials as per the standard material control procedures and as per the vendor storage recommendations.
- Establish & maintain material control Reporting system for daily, Weekly & monthly Reports to be distribution for project construction and management for their information.
- Plan, organize & supervise the implementation of the Preservation procedures and vendor recommendation for all materials during storage period in the warehouse through preservation log , preservation schedule , preservation records, preservation check list for the following activities:
 - Rotating equipment: rotate the shaft & fill the bearing oil & greasing.
 - Static Equipment: monitor & register the nitrogen pressure.
 - CS Piping Material: Applying rust / corrosion preventive material.
 - SS Piping Materials: passivation & pickling to avoid contamination.
- Organize & supervise the identification and segregation of all kinds of spare parts that received with the materials such as construction spares, commissioning spares, insurance spares, capital spares & 2years operation spares.
- Establish and maintain full traceability system for all piping materials by applying colour coding and hard punching / stamp of the material code and heat No. and ensure transfer the same before cutting any piece of pipe.

- Control & supervise the issuing of the project materials from the Warehouse to the construction sections through proper request documentation and ensure the request is signed by the authorized person only.
- Establish a monitoring system for the Expiry Dates for the shelf life materials and chemicals and insure implementing the FIFO issuing system.
- Ensure Implementing the handling and storage recommendations as per vendor MSDS for all Dangerous / Hazardous materials explosive, flammable, corrosives & radio active Materials
- Monitor & supervise conducting physical inventory verification in periodic time for the available materials in the warehouse and compare it with system stock balance.
- Establish and maintain Reconciliation System for all received materials through maintaining stock record card for each material included all material transaction operations either receiving or issuing.
- Maintain good working Communication & relationships with other departments in the project with full cooperation & coordination

Major Achievements in Material Control Management:

- Manage, handling & control more than 100,000 ton of the project materials in one of my projects.
- Manage, handling & control more than 500,000 item of the project materials in one of my projects.
- Manage, organize & control more than 700,000 m2 material Lay down yards.
- Manage, organize & control more than 5000 m2 as closed Warehouses.
- No lost or damage of any of the project materials during handling & control operations in all of my projects.
- Zero accident during material handling & control operations in all of my projects.

Skills & Competencies:

- High Managerial Skills
- High Leadership skills
- High Team work skills
- High Communication Skills
- High Negotiation Skills
- High Problem solving skills
- High Decision maker skills
- High Stress Management skills
- High Planning & forecasting skills
- High Delegation skills
- High Pro-active skills
- High Flexibility skills