

# Mohammed Oosman Bari Mian

## Sourcing, Procurement Operations & Supply Chain Leader

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### Summary

Visionary and results- driven Procurement & Supply Chain Manager Professional with over 25 years of leadership experience in transforming procurement and Supply chain strategies and managing large scale projects. Demonstrates deep expertise in Optimizing operations enhancing productivity and delivering cost savings through innovative approaches and cutting-edge technologies. Adept at leading cross functional teams, implementing lean methodologies, and driving efficiency across end-to-end supply chain known for fostering strong executive level, Partnerships, achieving sustainability goals, and delivering customer centric solutions that align with business objectives and growth strategies.

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### SKILL SET

- End to End Supply Chain Management
- Lean Six Sigma & Agile Methodologies
- Global Logistics & Inventory Optimization
- Data Driven Decision Making & Analytics
- ERP Implementation & Technology Proficiency and automation
- Cross Functional Team Leadership
- Strategic Procurement & Vendor Negotiations
- Contract Negotiation
- Demand Forecast & Capacity Planning
- Risk Assessment & Mitigation Strategies
- Budget Management & Customer Centric Supply Chain Solutions
- Logistics Management

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### EDUCATION CREDENTIALS

- Bachelor's degree in pharmacy from Al Ameen College of Pharmacy, Bangalore University. Karnataka, India (1990-1995)
- Diploma in Pharmacy from Board of Examining Authority, Karnataka State Pharmacy Council, Al Ameen College of Pharmacy Bangalore-Karnataka, India (1987-1989)

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### EXPERIENCE

#### November 2023 - Present

#### Senior Manager, Retail Operations | Sourcing | Procurement Operations & Supply Chain Services | Right Health Group Company

Led strategic sourcing initiatives, achieving significant cost savings. & Improving Margins by **7%**. Oversaw compliance and management of procurement policies and systems. Developed and implemented procurement management reports and dashboards for data-driven decision-making. Coordinated with Cross functional teams.

#### May 2015 - May 2023

#### Sr-Manager | Procurement | Logistics & Supply Chain | New Medical Centre Health Care

- Spearheaded supply chain transformation projects that resulted in a **15%** reduction in operational costs and improved delivery timelines by **30%** through process streamlining and supplier collaboration.
  - Implemented advanced analytics & forecasting tools, increasing demand accuracy by **25%** and reducing inventory holding costs by **30%**
  - Managed an **AED 700 M** Procurement Budget, achieving year over year savings of **7% to 12%** while enhancing vendor relationship and compliance.
  - Collaborated with stakeholders to design and launch sustainability initiatives while maintaining operational efficiency.
  - Developed & executed inventory management policies, achieving **25%** reduction in stockouts & improving fulfilment Metrix.
  - Orchestrated a major supply chain integration project post-merger, resulting in **25%** in capacity utilization and seamless alignment of operations
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**October 2014 - April 2015**

**Boots Pharmacy | MH Al Shaya Group | Buyer (UAE & Oman)**

- Successfully implemented inventory forecasting and order planning strategies, resulting in a **20%** reduction in stockouts and improved inventory turnover.
- Led vendor negotiations and contract management, achieving cost savings of **15%** through strategic partnerships and favourable terms.
- Developed and executed strategic plans for managing expiry inventory, optimizing growth, and minimizing inventory loss, which reduced waste by **25%**.

**April 2013 - September 2014**

**Medicina Pharmacies | Business Development Manager (Operations & Procurement)**

- Built **22** pharmacies and a drug distribution warehouse, facilitating central procurement and efficient supply chain management.
- Introduced new business development strategies, enhancing client support and driving a significant increase in corporate sales.

**March 2011 - March 2013**

**Aster Pharmacy (DM-Health Care) | Sr- Manager Imports & Distribution**

- Secured exclusive distribution contracts for **17** brands in the MENA region, significantly expanding market reach and sales.
- Registered new brands of nutraceuticals, skincare, rehabilitation aids, orthopaedic supports, and home healthcare equipment from global sources, establishing exclusive distribution and sales channels.
- Negotiated contracts with foreign companies, improving logistics and supply chain performance by reducing import and distribution costs.

**April 2001 - March 2011**

**Gulf National Medical Company | General Manager | Operations| Procurement & Supply Chain**

- Established **32** pharmacies under a new brand name, significantly expanding the business footprint.
- Added a new range of products through import purchases, enhancing business growth by **30%** and reducing costs via central procurement and distribution networks.
- Increased retail and wholesale business by expanding the customer base and incorporating corporate profiles, driving substantial business growth.

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**CERTIFICATIONS**

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- Lean Six Sigma Green Belt from Value Enablers Private Limited- 08/2023
- Lean Six Sigma Black Belt from LinkedIn- 09/2023
- Master Microsoft Excel & Microsoft 365 from LinkedIn- 09/2023
- LinkedIn, Project Management Institution & National Association of State Boards of Accountancy (NASBA) Certified Courses in:
  - Project Management (Procurement/Integration/Supply Chain Operations/SAP Materials Management/Negotiations/Data Analytics/Inventory Management/Understanding & Managing Logistics/Measuring Business Performance/ Purchasing Foundations.
  - Supply Chain Management/Operations Management/Business Analysis- CSCMP
  - CSCMP- Supply Chain Foundations: Transportation Professional Certificate (10-2023)
  - CSCMP- Supply Chain Foundations: The Essentials Professional Certificate (09-2023)
  - CSCMP- Supply Chain Foundations: Warehousing Operations Professional Certificate
  - CSCMP- Procurement Professional Certificate (09-2023)
  - CSCMP- Supply Chain Foundations: Inventory Management Professional Certificate
  - CSCMP- Supply Chain Foundations: Demand Planning Professional certificate (09-2023)
  - CSCMP- Supply Chain Foundations: Customer Relationship Management Professional Certificate (10-2023)
- Registered Licensed Pharmacist - “Registered with MOH, DHA, DOH (HAAD) & Karnataka State Pharmacy Council- 10/1999
- Extensive trainings in Dispensing, Patient Counselling, Selling Skills, Negotiations, Various Audits, Vendor Management and Public Speaking.
- Inventory controls, Stocks and Category Management, Analytics, JCI accreditation audits and more.

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## ACHIEVEMENTS

- I have established and set up 52 plus community pharmacies and two brands in UAE market (Medicom and Medicina). I have also set up and established 5 Immense warehouses, storage, and distribution facilities as per the specifications of ministry of health and health authorities of UAE. I have demonstrated my skills and experience in pharmacy operations, warehouse management, and distribution.
- I have established imports and distribution networks for chain of pharmacies by registering several brands in the country with economic department and binding contracts for mass distribution of brands in the region. I have registered brands of nutraceuticals, cosmetics & skin care, orthopaedic supports, rehabilitation aids, laboratory tests, home health care equipment. I have shown my expertise and knowledge in regulatory affairs, vendor management, and contract negotiation.
- I have streamlined and standardized the drug selection and procurement process across all the business functionalities by unifying categories and designed a unique central drug/medicine formulary for optimizing inventory and minimizing costs of drugs to achieve set goals of organization and ensured the quality, safety, and efficacy of all the medicines in the formulary. I have also achieved larger inventory integration of inventories of acquired businesses.
- I have achieved tasks of minimizing the cost and optimizing the inventory. I have applied my analytical and problem-solving skills to improve the inventory management and procurement processes.
- I have reduced costs and improved margins by at least 7% annually through negotiations and contracts with pharmaceutical companies by a central procurement business model. I have leveraged my pharmacy and procurement skills to secure the best prices, terms, and conditions for the medicines in the formulary. I have also monitored and evaluated the performance and compliance of the suppliers and contracts.
- I have established SOP for new drug introduction to central formulary, optimized inventory levels at central and facility levels, and developed tools to set up optimized inventories across all the pharmacy facilities. I have used data-driven and evidence-based approaches to assess the need, demand, and supply of new drugs in the formulary. I have also implemented inventory management systems and techniques to minimize wastage, overstocking, and stock-outs of medicines.
- I have minimized inventory loss due to expiry and damages at central and facility levels and turned such losses to profits, adding an additional margin of 1%. I have applied my analytical and problem-solving skills to identify, prevent, and resolve the root causes of inventory loss. I have also devised and executed strategies to recover value from expired or damaged medicines through returns, and exchanges.
- I have developed business through new client base and audited business turnover of a million dirhams each month consecutively. I have expanded the market share and reach of the organization by attracting and retaining new customers from various sectors. I have also ensured the accuracy, transparency, and accountability of the financial transactions and records of the organization.
- I have negotiated business with nutrition and food companies to generate additional revenue on RTF. I have also learned and achieved 40 plus LinkedIn certifications on various subjects of my skills, with a primary focus on procurement, supply chain and logistics management, Master Excel, and leadership. I have proven my commitment and passion for continuous learning and professional development.
- I have introduced new concepts to increase the revenue generation within the procurement and supply chain vertical. I have applied my creativity and innovation skills to develop and implement effective solutions for enhancing the value proposition and competitive advantage of the organization. I have also explored new opportunities and markets for expanding the scope and reach of the procurement and supply chain functions. I have demonstrated my ability to think creatively and generate positive outcomes for the organization.

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## LANGUAGES & PERSONAL DOSIER

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| • English: Professional Proficiency       | • Date of Birth: 29th February 1972                   |
| • Urdu: Native / Bilingual Proficiency    | • Nationality: Indian                                 |
| • Hindi: Native / Bilingual Proficiency   | • Marital Status: Married                             |
| • Tamil: Native / Bilingual Proficiency   | • Passport No.: U0224807                              |
| • Kannada: Native / Bilingual Proficiency | • Visa Status: Golden Visa (valid through April 2033) |
| • Arabic: Elementary Proficiency          | • Driving License: UAE Driving License                |