Hassan Khwaira CPIM, CSCP

Demand and Supply Planning Senior Manager

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**PROFESSIONAL PROFILE**

A highly organized and diligent **CPIM, CSCP** self-certified Industrial Engineer, drawing upon twelve years of experience in Supply Chain- Demand and Supply Planning with strong exposure to the whole end to end Supply Chain functions. An experienced professional in the **FMCG** and **Pharmaceutical** industries with proven track in working from scratch, establishing systems and teams, providing quality outputs and processes improvements.

**KEY COMPETENCIES**

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| --- | --- |
| * Supply Chain Management * Demand and Supply Planning * Process Optimization | * Business Leadership * Transformational capabilities * Microsoft Office Suite, Advanced Excel user, ERP user |

**MAJOR CAREER ACHIEVEMENTS**

* Establishing the whole planning department from scratch; A to Z.
* Optimizing inventory days; contributing to a 4 years positive cash flow while maintaining service levels.
* Forecast accuracy improvement up to 95%.
* Establishing KPI reporting.

**PROFESSIONAL EXPERIENCE**

**Position: Cluster Demand and Supply Planning Manager**

**Company: Nestle. Amman, Jordan.**

**Duration**: DECEMBER 2023 – PRESENT

**Key Responsibilities**

* Responsible for the end-to-end demand and supply planning cycle for Levant cluster

**Position: Demand and Supply Planning Senior Manager**

**Company: Teeba Investment for Developed Food Processing. Almarai subsidiary. Amman, Jordan.**

**Duration**: JANUARY 2023 – NOVEMBER 2023

**Key Responsibilities**

* Leading the full automation and integration processes with Almarai after their full acquisition of Teeba.
* Stepping in Almarai international markets planning cycle.

**Position: Demand and Supply Planning Manager**

**Company: Teeba Investment for Developed Food Processing. A subsidiary of IDJ (Almarai& PepsiCo). Amman, Jordan.**

**Duration**: APRIL 2017 – JANUARY 2023

**Key Responsibilities**

* Managing end to end demand & supply planning cycles.
* Managing the planning team on day-to-day activities.
* Focusing on strategic planning at the medium and long terms; 5-year planning, refreshing the S&OP cycle.
* Leading the relevant daily, weekly and monthly business review meetings.

**Key Contributions**

* Optimizing inventory days at 25 days average; contributing to a positive cash flow while maintaining service levels.
* Controlling product aging at an average of 20-25%.
* Building planning SOP’s from scratch.
* Building Job Descriptions and career path planning from scratch in alignment with HR.

**Position: Demand Forecasting Division Head**

**Company: Teeba Investment for Developed Food Processing. A subsidiary of IDJ (Almarai& PepsiCo). Amman, Jordan.**

**Duration**: AUG 2015 – APR 2017

**Key Responsibilities**

* Establishing a new division to support both sales planning and sales operations functions.
* Establishing a monthly forecasting process and leading forecast monthly meetings.
* Developing demand forecasts at multiple levels of aggregation and time horizons.
* Validating the daily and weekly supply plans, assessing inventory strategies to enhance service levels.

**Key Contributions**

* Establishing a whole new department from scratch. Bridging the gap between sales and operations.
* Establishing a structured forecasting process, forecast accuracy improvement up to 95%.
* Establishing KPI reporting.

**Position: Operations Demand Planner**

**Company: Teeba Investment for Developed Food Processing. A subsidiary of IDJ (Almarai& PepsiCo). Amman, Jordan.**

**Duration**: APR 2013 – AUG 2015

**Key Responsibilities**

* Performing A-Z planning; Production Planning, Micro Planning; Capacity planning, Materials planning.
* Issuing daily, weekly and monthly reports that reflect supply chain KPI’s (forecast accuracy, days of supply, etc.)
* Inventory control; ABC analysis, near expiry items monitoring, identifying fast& slow-moving items.
* Establishing some planning SOP’s, planning processes reengineering & optimization.
* Budget analysis; assessing production lines’ CAPEX requirements based on a 5-year capacity plan.

**Key Contributions**

* Establishing the planning processes from scratch.
* Establishing Operations KPI reporting.
* Shifts re-planning, applying 4 days- 2 shifts schedule; saving of 30,000 JD monthly.
* Near Expiry and delisted items control and utilization; a saving of around 100,000 JD in 2014.
* Optimizing production runs; change overs and Lost in Process, Clean in Place optimization, Batch sizes analysis.
* Warehouse storage capacity analysis; reflecting the results on inventory policy and material scheduling.
* Pallets stacking capacity increase, introduced as a kaizen project to optimize warehousing &logistics performance.

**Position: Planning Officer**

**Company: Pharma International Company (PIC). Amman, Jordan.**

**Duration:** JUN 2011 – DEC 2012

**Key Responsibilities**

* Managing and controlling various classes of inventory.
* Preparing monthly production schedules, following up manufacturing orders with production
* ABC analysis, near expiry items monitoring, Day’s coverage, identifying fast& slow-moving items.
* Establishing some planning SOP’s, planning processes reengineering & optimization.

**Position: Projects coordinator**

**Company: Nibras Engineering Office. Amman, Jordan.**

**Duration:** MAY 2010 – JUN 2011

**Key Responsibilities**

* Following up on projects execution; assuring proper allocation of resources and alignment to time frames.
* Submitting projects status updates regularly.

**EDUCATION**

* BSc in Industrial Engineering, University of Jordan, 2010.

**CERTIFICATIONS & TRAINING**

**Certifications**

* CPIM (Certified in Planning and Inventory Management), APICS Association for Operations Management, 2021.
* CSCP (Certified Supply Chain Professional), APICS Association for Operations Management, 2015.

**Training Courses**

* Inspiring and motivating Individuals, University of Michigan. 2023.
* Leading Teams, University of Michigan. 2023.
* Leadership through social influence, Northwestern University.2023.
* TOT; Training of Trainers, 180 Degrees for empowering people. Amman, Jordan. 2023.
* Build personal resilience. Maquire University.2023
* Giving helpful feedback, University of Colorado. 2022.
* Excel Time Series Models for Business Forecasting, Macquarie University. Sydney, Australia. 2022.
* Executive Coaching Training by Taktika for training and consultation. Amman, Jordan. 2022.
* Developing an agile team, University of Colorado. 2022.
* High Stakes Leadership, Leading in times of crisis. University of Michigan. 2022.
* Negotiation Skills, Macquarie University. Sydney, Australia. 2022.
* Strategic thinking & Planning, Spearhead Training. UK. 2021.
* Presentation Skills & Behaviors. Spearhead Training. UK. 2021.
* Power BI & data visualization; Excel for us. Amman, Jordan. 2021.
* Probing Techniques; Better Business. Amman, Jordan. 2021.
* ISO9001 and Internal audit training by Almarai. Amman, Jordan. 2021
* Effective Coaching Skills; Better Business. Amman, Jordan. 2021.
* Effective Presentation Skills; Better Business. Amman, Jordan. 2020.
* Elite Leadership Program; Dale Carnegie. Amman, Jordan. 2019.
* CPDF (Certified Professional in Demand Forecasting); Muhakat institute. Amman, Jordan. 2016
* CPIM-BSCM (Basics of Supply Chain Management); Delphi Training Center. Amman, Jordan. 2012
* Advanced Excel; Pioneers Training Group-Amman, Jordan. 2011
* Human Resource Management; Business Development Center (BDC) -Amman, Jordan. 2010
* Primavera III Project Management; Engineers Training Center-Amman, Jordan. 2008

**LANGUAGES**

* + - * Arabic: Native.
      * English: Proficient.
      * French: Intermediate.

**PERSONAL PROFILE**

* + - * Date of Birth: October16th, 1986.
      * Nationality: Jordanian.
      * Marital Status: Married.