

# MOHAMAD KOUSSA

## Group Head of Procurement & Supply Chain

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### PROFESSIONAL SUMMARY

Results-driven Group Head of Procurement & Supply Chain with 13+ years of progressive leadership experience managing \$50M+ in annual spend across diversified conglomerate portfolios in the UAE and internationally. Deep expertise in strategic sourcing, category management, P2P (Procure-to-Pay) transformation, vendor management, and supply chain optimisation using SAP and Oracle e-Procurement. MBA-qualified trilingual executive (Arabic, English, French) with a consistent track record of delivering double-digit cost savings, supplier performance improvements, and end-to-end procurement transformation across multi-entity organisations. ISO 45001 Lead Auditor and IOSH certified.

### CORE COMPETENCIES

Strategic Sourcing	Category Management	P2P Transformation	Spend Mgmt. \$50M+
Vendor Mgmt. & SRM	Contract Negotiation	Cost Optimisation	SAP · Oracle e-Proc
Power BI & Analytics	Risk Management	ISO 45001 / HSE	Team Leadership
CAPEX/OPEX Budget	Sustainable Proc.	Stakeholder Mgmt.	AI Tools & Automation

### PROFESSIONAL EXPERIENCE

#### Group Head of Procurement & Supply Chain

Mar 2022 – Present

**Bukhatir Group** · Sharjah, UAE

Diversified UAE conglomerate operating across real estate, education, sports, retail, and facilities management. Sole accountability for the group-wide procurement function managing \$50M+ in annual spend across 8+ categories and multiple business units.

- Designed and executed a group-wide strategic sourcing & category management framework, consolidating spend across categories (facilities, IT, professional services, construction, FM) and delivering sustainable cost reductions.
- Led P2P (Procure-to-Pay) digital transformation implementing Oracle e-Procurement and SAP, reducing purchase-to-order cycle times and eliminating manual approval bottlenecks across all group entities.
- Built and governed a centralised Supplier Relationship Management (SRM) programme covering supplier prequalification, performance scorecards, KPIs, and corrective action plans for 100+ active vendors.
- Negotiated high-value contracts and framework agreements, applying TCO (Total Cost of Ownership) analysis and BATNA-based strategies to secure optimal commercial terms.
- Deployed Power BI dashboards for real-time spend analytics, procurement KPI tracking, and executive reporting, enabling data-driven decisions at board level.
- Implemented procurement compliance and risk management protocols aligned with corporate governance, anti-bribery regulations, and UAE regulatory requirements.

- Championed sustainable and ethical procurement practices, embedding ESG criteria into supplier selection, RFQ evaluation, and contract award processes.
- Recruited, coached, and led a high-performance procurement team; established KPIs, career development plans, and a culture of continuous improvement.
- Engaged cross-functionally with C-suite, finance, legal, and operations to align procurement strategy with enterprise business objectives.

## Lead Supply Chain & Operations Manager

Mar 2017 – Jul 2021

American School of Creative Science · Sharjah & Dubai, UAE

Multi-campus K-12 educational institution with 3 schools and 1,500+ students. Full accountability for procurement, supply chain, facility management, HSE, and CAPEX/OPEX budgeting across all campuses.

- Unified procurement processes across three school campuses, standardising supplier contracts and delivering measurable cost savings without compromising service quality.
- Chaired the Health & Safety Committee, implementing ISO 45001-aligned HSE policies across all sites, achieving a "Very Good" rating in the Ministry of Education (MOE) H&S evaluation.
- Managed a transport fleet of 70+ buses serving 1,500 students, maintaining a zero-incident safety record throughout the entire tenure.
- Oversaw CAPEX and OPEX budgeting for facilities, IT, educational resources, and infrastructure procurement across all campuses.
- Spearheaded the NEASC Accreditation process for ASCS Maliha (Section G – Facilities & Safety), resulting in successful accreditation.
- Ensured full compliance with UAE Ministry of Education mandates and municipal building codes across all campuses.
- Obtained ISO 45001 Lead Auditor certification (TUV SUD) and IOSH Managing Safely certification, strengthening HSE governance.

## Supply Chain & Operations Manager

Sep 2014 – Mar 2017

American School of Creative Science – Maliha Branch · Sharjah, UAE

Greenfield campus launch and scale-up. Sole accountability for procurement, operations, facility management, and regulatory compliance from inception to full capacity.

- Facilitated 600% student enrolment growth since 2013 by designing and scaling operational and procurement frameworks to match rapid institutional expansion.
- Procured, equipped, and operationalised 4 new buildings across 5 construction phases, managing end-to-end tendering, supplier selection, and fit-out delivery.
- Reduced educational resource procurement costs through strategic sourcing, competitive bidding, and preferred supplier arrangements.
- Completed PMP (Project Management Professional) training, applying structured project methodology to procurement and campus expansion programmes.

## EARLIER CAREER

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Admin Officer · American School of Creative Science, Sharjah	2013 – 2014
Executive Manager · The E-Vision, Lebanon (team of 8, web development operations)	2011 – 2013
Assistant Manager · Eduware, Lebanon (customer services & operations)	2010

## EDUCATION

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MBA — Master of Business Administration

2023

## CERTIFICATIONS

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- Supply Chain Management Specialization (5-Course Series) | Rutgers University, USA | 2022
- Computational Thinking & Problem Solving | University of Michigan, USA | 2021
- ISO 45001 Lead Auditor Training & Certification | TUV SUD, Dubai, UAE | 2019
- IOSH Managing Safely | International HSE Council, Dubai, UAE | 2018
- PMP Training (Project Management Professional) | Formatech, Dubai, UAE | 2015

## SKILLS & LANGUAGES

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**Languages:** Arabic (Native) | English (Fluent) | French (Fluent)

**Procurement:** Strategic Sourcing · Category Management · Spend Management · P2P · RFQ/RFP/RFI · Contract Lifecycle Mgmt. · Supplier Scorecard · TCO Analysis · BATNA · Framework Agreements

**Supply Chain:** Vendor Management · SRM · Demand Planning · Inventory Optimisation · Logistics · Incoterms · Risk Mitigation · Supply Chain Resilience

**Technology:** SAP · Oracle e-Procurement · ERP Systems · Power BI · AI Tools & Automation · Microsoft Office Suite

**Compliance & HSE:** ISO 45001 · IOSH HSE · Government & Regulatory Compliance · Corporate Governance · Anti-Bribery Policies