

Samer Haddad

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UAE base preferred, open to remote global



TARGET POSITIONING

CPO / VP Procurement / Head of Procurement / Strategic Sourcing / Procurement Transformation / Procurement Technology & AI leadership roles for enterprise, Fortune 500 or major regional organizations.

EXECUTIVE PROFILE

Strategic procurement executive with 20+ years across Fortune 500 industrial automation, Middle East & Africa multi-country operations, global programs and mega EPC projects. I combine disciplined sourcing, category strategy, supplier risk, contracting, procurement governance and applied AI/analytics to turn procurement into a measurable value engine for EBITDA, cash, compliance, speed and resilience.

Current scope includes about 50 million USD annual spend across 15+ countries and leadership of 25+ professionals. Prior/global scope reached up to 400 million USD annual spend, global project procurement operations across 5 regions and 126 FTE, and 25 million USD+ savings delivered. Known for building low-attrition teams, moving procurement upstream into project strategy, and translating procurement technology and AI interest into practical adoption.

CAREER HIGHLIGHTS

- Managed up to 400 million USD annual spend across roles; delivered 25 million USD+ savings using competitive events, eSourcing, reverse auctions, tensioned spend and performance analytics.
- Current MEA procurement leader for about 50 million USD annual spend across 15+ countries, leading a 25+ person team and reporting into global supply chain leadership.
- Delivered up to 20% savings on addressable spend on key service and equipment packages through data-driven benchmarking and competitive sourcing.
- Harmonized global project procurement operations across 5 regions and 126 FTE, standardizing policies, digital tools, KPI dashboards and operating rhythms.
- Built and coached a high-performing MEA procurement team with about 5% attrition through transformation; upskilled people in analytics, AI and technology-enabled procurement.
- Partnered with sales, operations, finance, legal and engineering to support 100 million USD+ mega-project wins, improve bid competitiveness and strengthen EBITDA/cash performance.
- Improved working-capital discipline by aligning supplier payments towards 110-day terms or back-to-back customer terms, with 90% invoice-payment compliance.

CORE STRENGTHS / KEYWORDS

Artificial Intelligence | Strategic Procurement Leadership | Chief Procurement Officer | VP Procurement | Head of Procurement | Procurement Transformation | Procurement Technology | AI in Procurement | Digital Procurement | S2P / P2P Process Excellence | Category Strategy | Strategic Sourcing | eSourcing | Reverse Auctions | Contract Management | Commercial Negotiation | Supplier Risk & Resilience | Supplier Relationship Management | Spend Analytics | Data-Driven Cost Models | Working Capital | Governance & Compliance | Executive Stakeholder Management | Global Procurement Operating Model | Team Leadership | Change Management | EPC / Capital Projects Procurement



CATEGORIES AND INDUSTRIES

Categories: IT/computing packages, site services, EPC, containerized buildings, long-lead engineered equipment, MRO, capital equipment, temporary resources, electronics, mechanical, electrical and related project-procurement packages.

Industries/sectors: industrial automation, oil & gas, energy, EPC, capital projects, MEA multi-country operations and global procurement programs.

Able to translate sourcing, governance and technology methods across new categories and industries.

PROFESSIONAL EXPERIENCE

EMERSON AUTOMATION SOLUTIONS - Dubai, United Arab Emirates | Apr 2013-Present

MEA Regional Director, Project Procurement & Contract Management (PPCM) | Oct 2020-Present

- Own end-to-end procurement and contract management for Middle East & Africa: about 50 million USD annual spend across 15+ countries, reporting to global supply chain leadership and leading 25+ procurement professionals.
- Position procurement as a business value engine for EBITDA, working capital, compliance, project execution and supplier resilience.
- Deliver up to 20% savings on addressable spend through category strategy, competitive bidding, eSourcing, reverse auctions, data-driven benchmarking and should-cost logic; 2-3 million USD impact on key service/equipment packages.
- Partner with sales, operations, finance, legal and engineering to support 100 million USD+ mega-project wins, improving bid competitiveness from proposal to execution.
- Improve cash and supplier-payment discipline, with 90% of invoices paid towards 110 day terms or back-to-back customer terms.
- Upskill team in analytics, AI and procurement technology; embed dashboards, sourcing playbooks and supplier performance reviews into P2P/S2P operating routines.
- Maintain about 5% attrition through transformation by combining coaching, governance, operating rhythm and clear decision rights.

Global Director, Project Procurement Operations (Interim COVID Support) | Mar 2020-Oct 2023

- Led global project procurement operations across 5 regions and 126 FTE, harmonizing people, knowledge management, processes, procedures, tools, data and performance management.
- Standardized global policies, KPI dashboards and performance analytics to increase tensioned spend and return more than 25 million USD of monetized savings to the bottom line.
- Created operating routines for skills assessment, knowledge management, tools adoption, global procurement KPI visibility and cross-functional integration.

Strategic Sourcing / Procurement Manager MEA | Oct 2015-Mar 2020

Strategic Sourcing Lead MEA | Apr 2013-Sep 2015

- Built regional category and sourcing strategies across site services, EPC, IT/computing packages, containerized buildings, long-lead engineered equipment, MRO, capital equipment and temporary resources.
- Expanded use of eSourcing, reverse auctions, framework agreements, regional collaborations, supplier relations and benchmarking to improve cost, quality and delivery outcomes.
- Moved procurement upstream into proposal and execution strategy, improving hit rate, margin protection, supplier risk management and commercial governance.



- Strengthened supplier performance through structured SRM, KPI reviews, competitive events and risk-based contract management.

CONSOLIDATED CONTRACTORS INTERNATIONAL COMPANY - Abu Dhabi, UAE | Aug 2006-Mar 2013

Senior Procurement / Contract Management Engineer | Apr 2009-Mar 2013

Materials / Electromechanical Engineer; Controls Department Specialist; Site Engineer | Aug 2006-Mar 2009

- Progressed from site engineering and materials roles into senior procurement and contract management for EPSO, supporting mega EPC project lifecycles from technical requirements through tendering, contract execution and supplier performance.
- Managed procurement packages for the 1.8 billion USD Ras Laffan Expansion and 550 million USD Shah Sulphur Station mega-projects.
- Negotiated EPC, MRO and long-lead equipment contracts, securing more than 10 million USD total-cost reduction versus budget per major package.
- Oversaw material take-offs, supplier QA/QC and technical compliance for upstream oil & gas facilities, achieving more than 95% first-pass inspection success.
- Collaborated with engineering and project teams to balance cost, quality and schedule requirements, reducing procurement delays and supporting project-margin protection.

EDUCATION AND CREDENTIALS

B.Eng., Electronics and Communications, Princess Sumaya University for Technology – 2006

FCIPS, Chartered Institute of Procurement and Supply, Chartered - since 2014

PMP, PMI RMP, PMI SP, Project Management Institute – since 2008

ADDITIONAL INFORMATION

Languages: English - Professional | Arabic - Native. Professional affiliations: CIPS, PMI, Jordanian Engineers Association.

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