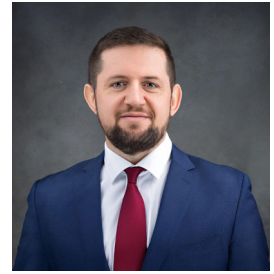


# Samer Haddad

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*UAE base preferred, open to remote global*



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## EXECUTIVE PROFILE

Fortune 500 procurement executive, FCIPS, started career in 2006 across MEA and was involved in global roles/programs. I run procurement like a value engine, combining disciplined sourcing with practical AI, technology and analytics to tighten compliance, reduce cycle time, and protect and increase margin. Current spend managed about 50 million USD across more than 15 countries, while I handled prior scope as high as 400 million USD annual spend with 25 million USD plus savings delivered across roles. Built and led a low attrition +25 person regional team, partnered with operations and sales to win mega projects, and improved cash performance with consistent supplier payment discipline.

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## CAREER HIGHLIGHTS

- Managed up to 400 million USD annual spend across roles, delivered 25 million USD plus savings using competitive events and performance analytics.
- Contributed to multiple mega project wins by aligning sourcing strategy with business development.
- Built and coached a +25 person MEA procurement team with 5 percent attrition during a challenging transformation.
- Improved working capital discipline, 90 percent of invoices paid after 80 days or back to back with customer terms, strengthening cash performance.
- Harmonized global project procurement operations across 5 regions and 126 FTE, rolled out KPI dashboards and analytics that increased tensioned spend and drove savings of more than 25 million USD to the bottom line.

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## CATEGORIES AND INDUSTRIES

**Categories:** Computing and IT packages, site services, EPC, containerized buildings, long lead engineered equipment, MRO, capital equipment, temporary resources, electronics, mechanical, electrical & more  
**Industries/Sectors:** Oil and gas, energy, industrial automation, EPC, MEA multi country projects.

**I can apply and transcend my knowledge & expertise across new categories and industries.**

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## CORE STRENGTH

- Strategic procurement leadership
- category strategy
- supplier risk and resilience
- contracting and negotiation
- S2P and P2P process excellence
- data driven cost models
- e-sourcing and reverse auctions
- AI and analytics in procurement
- governance and compliance
- executive stakeholder management
- team building and coaching
- ESG and Ethical aligned sourcing



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## PROFESSIONAL EXPERIENCE

### EMERSON AUTOMATION SOLUTIONS: 04 2013 to Present

Dubai, United Arab Emirates, Middle East & Africa + Global task

- **MEA Regional Director, Project Procurement & Contract Management (PPCM): 10 2020-Present**
- **Global Director, Project Procurement Operations (PPO): 03 2020-10 2023 (Temp. Support during COVID)**
- **Strategic Sourcing / Procurement Manager MEA: 10 2015-03 2020**
- **Strategic Sourcing Lead MEA: 04 2013-09 2015**

#### MEA Regional Director, PPCM (Current Role):

- Own end to end procurement for MEA, about 50 million USD annual spend across more than 15 countries, report to global supply chain leadership. Lead +25 professionals.
- Deliver up to 20 percent savings on addressable spend using competitive bidding, reverse auctions, and data driven benchmarking, more than 2-3 million USD impact on key service and equipment packages.
- Improve cash performance with disciplined supplier payments, 90 percent of invoices paid after 80 days or back to back to customer terms, supporting working capital management.
- Partner with sales and operations to help win 100 million USD plus mega projects, contributing to record regional EBITDA and to strengthen cash flow and working capital efficiency..
- Build a high performance team and upskill in analytics and AI, manage attrition through a transformation.
- Strengthen compliance and decision quality by embedding analytics into P2P, standardizing sourcing playbooks, and tightening supplier performance management.

#### As Global Director, Project Procurement Operations:

- Lead globally dispersed project procurement teams across 5 regions and 126 FTE to harmonize people, processes, digital tools, and KPI dashboards.
- Standardize policies and roll out performance analytics that increase the percentage of tensioned spend and return more than 25 million USD of savings to the bottom line.

#### Strategic Sourcing Lead & Manager MEA

- Build regional category strategies that improve hit rate and margin from proposal to execution, expand use of e-sourcing and reverse auctions for incremental savings.
- Improve supplier performance through structured SRM, KPI reviews, and competitive events.

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## EARLY EXPERIENCE

CONSOLIDATED CONTRACTORS INTERNATIONAL COMPANY – Abu Dhabi, United Arab Emirates  
EPSO (Engineering and Procurement Office)

**2006-2013**

- **Senior Procurement / Contract Management Engineer – 2009-2013**
- **Materials / Electromechanical Engineer – 2006-2009**

- Manage procurement packages for the 1.8 billion USD Ras Laffan Expansion and the 550 million USD Shah Sulphur Station mega projects.
- Negotiate EPC, MRO, and long lead equipment, secure more than 10 million USD total cost reduction versus budget. Achieve more than 95 percent first pass QA and QC on supplied materials.



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## 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**

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## THOUGHT LEADERSHIP & DIGITAL PRESENCE

Creator, @givemethemic22 and givemethemicofficial.com. Practical AI and automation for procurement and supply chain, focused on real business outcomes and literacy for professionals.

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## ADDITIONAL INFORMATION

- **Languages:** English – Professional | Arabic – Native
- **Professional Affiliations:** CIPS, PMI, JEA

