

Maroun Feghali Tel: +961 3 521472

Email: marounfe@icloud.com

Nationality: Canadian

Career experience:

Procurement management, supplier analysis, global sourcing, Logistics, Operation, strategic planning, engineering, construction, project procurement, warehousing, stock control, indirect procurement such as facilities management, consultant services, marketing services.

Direct Business Value/ ROI to employer include:

- o Implementing and executing procurement strategies that build long term cost savings and profitability
- o Identify strengths and weaknesses in the operation and leverage resources to maximize efficiency,
- o Motivate staff and foster teamwork within departments to achieve organization goals,
- o Reduce costs by integrating new resources and implementing automated processes.

Work Experience:

2016 to 2017:

Senior Procurement Engineer- Butec Group- Qatar- Lebanon- Algeria- UAE

EPC (Engineering, Procurement and Construction) contractor in the MENA & GCC with projects ranging from water treatment, electrical installations, oil, gas, and all industrial fields. Indirect procurement of consultant services for electrical design and equipments requirements.

Achievement:

- Optimized costs for construction materials by 10%
- Reduced significant lead time for materials delivery to meet project deadlines.
- Renegotiated payment terms with suppliers to decrease spending and meet budget requirements while keeping materials quality and delivery lead time within the client minimum requirements.

2015 to 2016:

Head of Procurement- LafargeHolcim Group- Lebanon-Switzerland

Construction and Building Materials, direct procurement of materials and equipments, indirect procurement (facilities managements and services)

Achievement:

- Reduced quarry handling costs by 10% for a yearly spending of 5 millions USD
- Optimized purchase requests by reducing daily urgent requests and implementing a planning forecast on a quarterly basis.
- Renegotiated all contracts related to indirect procurement, and eliminated unnecessary spending such as car leasing and maintenance.

2006 to 2015:

Purchasing Manager - Indevco Group- Sanita Lebanon, Egypt & Napco Group Saudi Arabia. Consumer goods

Purchasing Coordinator- Indevco Group- raw materials for hygiene, sanitary products, paper and boards.

Senior Procurement Analyst - Indevco Group- USA, Africa, Saudi Arabia, UAE and Lebanon.

International manufacturing group that produces paper, tissue and hygiene products, plastic and corrugated packaging.

Achievement:

- implemented an procurement ERP system to manage long term planning and forecasting for raw materials orders, perform supplier performance analysis, and monitor materials cost
- slashed raw materials cost by 30% over a period of 2 years for a total spending amount of 40 millions usd.
- Introduced new suppliers to challenge the existing ones on material

quality, delivery lead time and payments terms.

- created agreements with existing suppliers on ongoing improvement in product quality and materials development.

2000 to 2006:

Procurement Manager at Microcell Solutions -Canada.

Telecom equipment producer for mobile operators in Canada and the USA.

Purchasing and Logistics Officer, Buyer at Importcom Communications- (Microcell Affiliate) Canada.

Producer/ Wholesaler of mobile phones, mobile accessories and telecom equipment in North and South America.

Achievement:

- Cut total spending by more than 40% on all materials by optimizing payment terms, consolidating shipments from overseas, reducing stocking and maintaining low inventory value by focusing on just in time orders.
- Expanded partnership with key suppliers to develop customized products as per national market needs.

1999 to 2000:

Purchasing and Logistics Coordinator at SML-Societe Moderne de Plastiques- Lebanon

1997 to 1999:

Assistant to the Professor at Louisiana Tech University's micro manufacturing department, USA.

1998:

Internship-Testing Engineer at Nortel Networks, USA Expertise, Knowledge and

Skills:

Strategic and business planning, Organizational skills,
Negotiation skills,
Ability to share knowledge with others, Ability to manage a team, Strong analytical skills,
Work effectively under pressure,
Handle multiple tasks efficiently,
Cross functional, extensive knowledge in information technology ERP implementation and systems (SAP, JD Edwards)
Wide knowledge in quality control, supplier evaluation, standard and compliance processes and procedures.
Work in a multicultural environment.

Education & Professional Development

- Executive Master of Business Administration (EMBA) in corporate finance and project management, lean six sigma at University of Quebec in Montreal, Canada and University of Paris Dauphine, France. 2005
 - Bachelor of Science in Applied Sciences & Engineering at Louisiana Tech University, USA. 1999
 - Bachelor of Science in International Business at Columbia State University, USA. 1997
 - Certificates includes: Negotiation skills, Purchasing management, Commercial Diplomacy, International trade rules, Coaching, Emotional and business intelligence, communications skills, customer service satisfaction, pulp and paper trade rules, leadership management
- Certificates and seminars were taken at Banff Academy in Canada, Purchasing Management Association of Canada, Indevco Group Lebanon, LafargeHolcim Switzerland, IPSCMI, Butec Group Lebanon

Fluent in English, French and Arabic

Recommendation letters are available upon request.