

## Wadad S. LAHAD, CIPM

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### PROFESSIONAL PROFILE

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Dynamic Procurement Manager with over 14 years of experience helping the organization reach its full potential. Adept in making key decisions and working with other professionals to achieve goals and solve problems. Experienced in managing employee and dedicated to successfully directing business operations.

### WORK EXPERIENCE

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#### **CIPP, CIPM, CISCN Trainer**

November 2022 to date

*Saber Middle East*

#### **Jan 2013 to date, Regional Procurement Manager**

*C-Food International s.a.l. Offshore*

- Created a new sourcing strategy that increased supplier diversity and helped the business achieve its sustainability goals by researching and finding creative new vendors to match the company's shifting demands.
- Established and implemented a procurement system that increased order accuracy and delivery efficiency.
- Applied a new procurement strategy that enhanced connections with suppliers and cut expenses by 30%.
- Introduced a method for choosing vendors that cut the time needed to choose suppliers by 15%.
- Developed a request for proposals (RFP) procedure that enabled efficient comparison of possible suppliers;
- Built and put into action a risk management approach that spotted and reduced supply chain risks.
- Managed a cost-cutting plan that helped find and cut unnecessary spending.
- Help two capable team members advance their careers by offering them technical assistance and coaching.
- Actively educate our sales team on the intricate technical specifications of our products, equipping them with the knowledge to excel.
- Proactively explore international FMCG trade shows across prominent locations such as China, Thailand, USA, and several countries in Europe and Asia, staying ahead of industry trends and opportunities.

#### **Procurement Officer**

Nov 2008 – Dec 2012

*C-Food International s.a.l. Offshore*

- In charge of overseeing the procurement process on a daily basis to ensure smooth operations.
- Assessing and responding to claims from suppliers and vendors, guaranteeing positive business connections.

- Evaluating offers and tenders, making resilient choices to enhance our procurement strategies.
- Engaging in the creation of innovative new products, fueling growth and advancement.
- Negotiating & ensuring the smooth execution of payment agreements such as L/Cs, transfers, and others.
- Managing and reducing the risks connected with supplier contracts and agreements, defending the interests of the business.

***On request, an earlier experience will be provided.***

## **EDUCATION**

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**CIPM – Senior Certified Procurement Manager – July 2018**

Certified International Procurement Manager (IPSCMI)

**CIPP – Senior Certified Procurement Professional - July 2017**

Certified International Procurement Professional (IPSCMI)

**Bachelor Degree in Psychology – July 2005**

Lebanese University – Ain Saade

## **TRAINING & COURSES**

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### **2023**

Complex Negotiation Tips

Critical Thinking and Problem Solving

Decision Making in High Stress Situations

Leading with Emotional Intelligence

Negotiating the Non Negotiable

Strategic Procurement and Sourcing

### **2022**

Operations Management

Supervision Skills (Managing Group & Employee Interaction)

### **2021**

Strategic Planning

Entrepreneurship

Inclusive Leader: The Power of Workplace Diversity

Developing an Entrepreneurial Mindset

Food & Beverages Management

### **2020**

ICPM Certified Supervisor

Successful Negotiation: Essential Strategies and Skills

Negotiation Fundamentals

High Performance Collaboration: Leadership, Teamwork & Negotiation

Supply Chain Principles

Global Public Procurement

Competitive Strategy

PMP – Project Management Professional – American University of Beirut

### **2015**

Guide of EU Food Law - Leather Head Food research Germany

**2014**

Professional Communication Skills - Lebanese American University

**LANGUAGES**

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Arabic, English, and French all written, read, and spoken.

**EXTRA CURRICULUM ACTIVITIES**

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Humanitarian and Social activities in our community.

**INTERESTS**

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Reading and Travelling.