

SENAN ABU MUSA

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Citizenship: Jordan – Date of Birth: 12th October of 1984

A forward thinking, hardworking and dynamic leader who will ensure that what has to be done is done effectively and efficiently within the constraints of budget and time. I am the type of person who gets a kick out of going above and beyond the call of duty and has the proven leadership skills along with the necessary tenacity needed to get the most demanding of jobs done, A negotiator who can successfully talk through disagreements between highly entrenched parties. Right now, I am looking for an opportunity to build a career with a company that has a friendly, flexible working environment where can learn, develop and thrive.

CORE COMPETENCES

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|--------------------------------|-------------------------|-----------------------------|
| - Contractual Negotiations | - PO Management | - Negotiation of Quotations |
| - Material & Vendor Management | - Technical Submittals | - Market Investigation |
| - Creative Problem Solving | - Relationship Building | - Management Oriented |
| - Strong Research Skills | - Sales Techniques | |

WORKING EXPERIENCE

METITO SAUDI LIMITED – KSA / Oct 2023 – Present

Project Procurement Manager – The largest desalination plant in the globe IM CM/D

- Meet with departments' heads to understand the procurement needs of the company,
- Forecast needs and supplies,
- Review requests for proposals (RFPs), delegate and assign the procurement engineer for handling,
- Review and negotiate contracts with vendors and suppliers,
- Devising and implementing procurement and sourcing strategies that meet the goals of the company,
- Find suppliers that have certain certifications, accreditation, and insurance, along with a steady stream of materials that fit within budget restraints,
- Overseeing the delivery and transportation of goods and services,
- Balance department budgets with needs.

MINISTRY OF LOCAL ADMINISTRATION – Jordan / Aug 2021 – Sep 2023

Council of Common Services- Assignments performed in Arabic & English

Monitoring & Evaluation Head / Procurement Manager

- Responsible for internal reporting of all governmental and private sectors contracts and agreements,
- Comprehensive administration of the contract of the project, ensuring the parties properly fulfill their obligations and responsibilities in a fully auditable manner,
- Ensure compliance with Project Execution Procedures,
- Ensure that contract strategies, tenders, contracts and variations are in full compliance with Policies and Procedures,
- Responsible for all communications with the International Organizations and Local community.

TECHNICAL VOCATIONAL TRAINING ACADEMY (TVTA) – Jordan / May 2019 – Jul 2021

M&E Officer in Training for Employment Activity (TEA) for USAID Project - Assignments performed in English

- Organize and undertake training with collaborating partners on M&E as required,
- With collaborating partners, review their existing approaches and management information systems and agree on any required changes, support and resources based on USAID criteria,
- Review the quality of existing data, the methods of collecting it, and the degree to which it will provide good baseline statistics for impact evaluation,
- Assist in the development and/or finalization of the project work Plan and keep it updated in accordance with project activities and timeframes as relevant,
- Collect data on a regular basis to measure achievement against the performance indicators,
- Check data quality with partners,
- Maintain and administer the M&E database; analyze and aggregate findings,
- Support project progress reporting, project quarter, mid-term, annual review,
- Identify areas where technical support to project partners is required. Organize refresher training on M&E for partners as required,
- Identify lessons learned and develop case studies to capture qualitative outputs of the project. Provide advice to the supervisor on improving project performance using M&E findings.

NOOR FOR WATER TECHNOLOGIES – Saudi Arabia / Nov 2016 – Nov 2018

Senior Procurement Engineer – Water and Waste Water Treatment Plants / Water Resources Management – Assignments performed in English and Arabic

- Executes purchasing activities beginning from receiving the requisition till the materials delivery,
- Drive cost reduction in the projects as a key strategy,
- Assist in developing a sourcing strategy to support corporate and divisional objectives,
- Identify corrective actions and measures in case of quality or schedule issues with suppliers,
- Create and maintain mutually beneficial long-term partnership with suppliers to foster feedback and continuous improvement,
- Provide input to drive continuous improvement in all aspects of the procurement process and procedures.

VEOLIA WATER TECHNOLOGIES – Saudi Arabia / Jul 2013 – Nov 2016

Senior Procurement Engineer – Water and Waste Water Treatment Plants / Water Resources Management – Assignments performed in English and Arabic

- Identification of Requirements in Requisition for Purchase issued by Design Departments.
- Keep Updated with Market Development and expand the certified and qualified vendors' foundation,
- Suppliers and Vendors Management until Delivery.
- Implement the framework agreements into procurement activities
- Subcontract and Purchase Order Negotiation and Drafting,
- Maintain BOQs with Suppliers until Project Award Date,
- Tracking and Expediting Shipments,
- Vendor registration and assessment.

Achievements: Best Cost Saving Procurement Team Leader.

MIDDLE EAST AGRICULTURE COMPANY – Saudi Arabia / Jun, 2011 – Jun, 2013

Senior Sales Engineer – Pumps and Irrigation systems

Establish New and Maintain Existing Clients. Provide Pre-Sales and Post-Sales Support and Services as well as Product Education. Manage and Interpret Clients' Needs. Manage a Team of 5 Technical Sales Engineers. Liaison between Sales Department and Proposals Department. The Highest Sales Achievement for 2011. Area: Saudi Arabia.

Achievements: Best over-target achiever.

MIDDLE EAST AGRICULTURE COMPANY – Saudi Arabia / Jan, 2007 – May, 2011

Sales Engineer – Pumps and Irrigation systems

Combine Technical Knowledge with Sales Skills. Establish New and Maintain Existing Clients. Exceed in Meeting Regular Sales Targets. Manage and Interpret Clients' Needs. Technical submittal preparation and get client's approvals. Area: Saudi Arabia.

EDUCATION

THE HASHEMITE UNIVERSITY OF JORDAN - Jordan

- June 2006 / Bachelors of Engineering / Water Resources Management and Environment.

INTERNATIONAL AMERICAN UNIVERSITY – Jordan

- Jan 2023 – Present / Master of Logistics Services Management

CERTIFICATION

- Project Management Professional PMP®
- Theory Of Change TOC

EXTRA-CURRICULARACTIVITIES

SWIMMING: Jordanian National Team

SAILING: Arab Championship 1999

Travelling: Europe / Fareast / Middle East

LANGUAGES & COMPUTERSKILLS

ARABIC: Native Speaker

ENGLISH: Fluent (840 in TOEIC)

EXCELLENT in Microsoft office pack & ERP Systems (SAP, JDEDWARDS, INFOR)