

Imran Tufail

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Purchasing /Procurement Manager

Personal Details:
20/04/1972
Male ▪ Married

Accomplished procurement professional with 15+ year successful track record locating and acquiring top-quality resources to support business needs.

Excellent ability sourcing and acquiring high quality materials at reduced costs. Demonstrated commitment to ethical procurement policy and procedures outlined in Chartered Institute of Procurement and Supply's (CIPS) Code of Conduct. Adept at identifying areas for process improvements and recommending solutions. Proven financial resource management expertise by successfully managing large budgets. Effective communicator with ability to collaborate with colleagues, negotiate contracts, and manage stakeholder relationships.

Areas of Expertise

- Procurement Planning
- Process Improvement
- Budgeting
- Contract Negotiations & Management
- Inventory Management
- Vendor & Supplier Management
- Supply Chain Diversification
- Quality Control
- Team Training & Development

Accomplishments

- Mitigated supply chain bottlenecks by strategically negotiating agreements with suppliers to ship critical items directly from manufacturing plants, instead of routing delivery of items through regional distribution centres.
- Successfully executed duties relevant to Procurement function including vendor selection, management, and performance tracking, as well as Quality Assurance tasks, effectively advancing cost-effective practices.
- Improved operational efficiency by reducing approved suppliers by 50% by successfully eliminating inactive suppliers and vendors from supplier lists.

Career Experience

Al-Ahleia Switchgear Co. K.S.C.C., Subhan Industrial Area, Kuwait
Purchasing Manager

(2014 – Present)

Supervise 10-member procurement team. Collaborate in Engineering Procurement Construction projects by acquiring materials, equipment, and services. Conduct production planning and forecast potential interruptions. Oversee vendors and manufacturers including evaluating, recommending, and negotiating contracts with suitable vendors and manufacturers for projects. Coordinate acceptance tests and site inspections. Ensure product complies with contractual requirements and client specifications. Resolve disputes between company and vendors/subcontractors. Facilitate staff training sessions. Identify untapped markets and supply chains for value addition.

- Demonstrated ability enhancing procurement function by identifying opportunities to implement lean techniques, resulting in improved savings and profit margins.
- Increased department effectiveness and productivity by modifying policies and procedures such as transitioning from outsourced manufacturing to in-house manufacturing.
- Reduced costs by ~22% by successfully renegotiating heavy cargo transportation, manpower supply, and testing rates with service providers.
- Strategically spearheaded efforts to utilise non-moving stock worth ~\$300K, contributing towards company profitability.

Assistant Materials Manager

(2007 – 2014)

Directed global supply base inclusive of importation of materials. Formulated procurement strategies detailing key equipment, materials, and services required. Created controls ensuring product compliance with quality requirements. Engaged with vendors and maintained vendor relationships. Collaborated in drafting contracts, ensuring inclusion of commercial terms and flow-down clauses. Partnered with design team in evaluating and optimising designs.

- Proven inventory management skills by executing regular inventory reviews to establish stock levels, reduce risks, and dispose of rejected materials.
- Minimised chemical waste by ensuring chemical manufacturers extend shelf life of chemicals.

Additional Experience

Al-Ahleia Switchgear Co. K.S.C.C., Subhan Industrial Area, Kuwait Procurement Engineer

- Effectively collaborated with vendors on technology transfer projects and associated change management.
- Successfully managed supplier relationships to mitigate risks and improve efficiency.
- Proven teamwork ability by collaborating with Sales Team to conduct market research to drive negotiations with vendors.

Al-Ahleia Switchgear Co. K.S.C.C., Subhan Industrial Area, Kuwait Production Engineer

- Showcased management and leadership qualities by supervising team of 30 tradesmen in activities related to fabrication and manufacturing.
- Strategically directed manufacturing workflow improvement efforts.
- Devised preventive maintenance schedules of machines and ensured availability of adequate spares to cater for machine breakdowns.
- Minimised quality defects by conducting root cause analysis and efficiently implementing corrective actions.

Education

Bachelor of Science in Mechanical Engineering University of Engineering & Technology, Taxila, Pakistan

Certifications

ISO 14001 Internal Auditing Certification

Affiliations

Kuwait Society of Engineers, Member (20790)

Technical Proficiencies

Microsoft Office Suite | Python | Pytorch | TensorFlow | Matplotlib | NumPy | Pandas

Languages

English, Fluent
Arabic, Basic