**MOHAMED M. KARAM GHONEIM**

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**PROFILE SUMMARY**

* Result oriented professional with over 12 years of experience in Procurement, Retail Management, &Business Developmentin Retail Sector
* Expertise in developing and negotiating with local vendors using the best policies
* Ability to provide exceptional leadership; self-motivated to work independently and unsupervised.
* Successfully implemented vendor development programmes including training for vendors in conjunction with the training department.
* Experienced with implementing systems of inventory management avoiding over-stocking or wastage.

**CORE COMPETENCIES**

Strategic Vendor Identification Sales Analysis Performance Measurement

Supplier Relationship Management Distribution Operations Contract Management

**ORGANISATIONAL EXPERIENCE**

**Al-Mawared Medical Company, Riyadh, KSA**

**Designation:** **Chief Executive Officer At Al-Mawared Pharmacies, March’18 – Till Date**

**And GM for Cosmeceuticals Company.**

**Highlights:**

* Put and follow up KPIs for the warehouse & Logistics & Purchasing & Finance & Human Resource
* And Sales departments.
* Put and follow up SOPs for the warehouse & Logistics & Purchasing & Finance & Human Resource
* And Sales departments.
* Put company policy and follow up its implementation.
* Draw company hierarchy for all departments.
* Start evaluating existing Staff and start replacing non-qualified with competent staff.
* Identify job description for each employee at different departments and evaluate his

Performance in monthly basis.

* Negotiate and evaluate new IT System for the company.
* Implement the new identity and the rebranding for all branches including the new design and evaluate the cost and quotations for all requirements (more than 25 branches).
* Implement New Master file and categorisation for all departments (more than 11,000 SKUs).
* Negotiate and prepare all 2018 deals with total growth more than 17.5% than 2017 GP Deals.
* Detect monthly sale-out target & follow up all the different tactics to reach this target and

Analysed fulfilment of the purchase orders against the running stock and sale-out.

* Rebuild the pushing items list according to sale out and G.P% for each SKUs.
* Spearheaded a team of more than 60 employees and liaised with the Finance Department for

Preparing annual budgets for all departments and branches.

* Responsible for selecting and contracting new locations (more than 10 premium locations at 2018).
* Set annual purchase plans and analysed fulfilment of the purchase orders against the running stock.
* Prepared reports of product movement between pharmacies and warehouses to calculate ideal stock

 of head stock and accordingly replenish stock.

* Prepared various compensation programs for the return of expired goods in the stock

(Return 1,000,000 Sr. at 8 Months).

* Prepare and study the annual sales target for the Cosmeceuticals Company for all customers.
* Prepare annual marketing plan for the Cosmeceuticals Company.
* Prepare annual budget for the Cosmeceuticals Company.
* Follow up weekly sales with company representatives also theirs performance.
* Follow up all Skus Stock at the warehouse also at the market in monthly basis.
* Negotiate and follow annual contracts with the customers (pharmacies or beauty shops).

**48 Pharmacies Group, Jeddah, KSA**

**Designation:** Supply Chain – Operation Manager **Sept’17 – March’18**

**Highlights:**

* Put and follow up KPIs for the warehouse & Logistics & Purchasing and Sales departments.
* Put company policy and follow up its implementation.
* Drawcompany hierarchy for all departments.
* Start evaluating existing Staff and start replacing non-qualified with competent staff.
* Identify job description for each employee at different departments and evaluate his

Performance in monthly basis.

* Implement New Master file and categorisation for all department (more than 11,000 SKUs).
* Negotiate and prepare all 2018 deals with total growth more than 17.5% than 2017 GP Deals.
* Detect monthly sale-out target & follow up all the different tactics to reach this targetand

analysed fulfilment of the purchase orders against the running stock and sale-out.

* Rebuild the pushing items list according to sale out and G.P% for each SKUs.
* Spearheaded a team of more than 20employees and liaised with the Finance Department for

Preparing the budgets for all departments and branches.

* Set annual purchase plans and analysed fulfilment of the purchase orders against the running stock.
* Prepared reports of product movement between pharmacies and warehouses to calculate ideal stock

 of head stock and accordingly replenish stock.

* Prepared various compensation programs for the return of expired goods in the stock

(return 195,000 Sr. at 3 Months).

**Zahret Al-RowdaPharmacies Group, Riyadh, KSA**

**Designation:** Purchasing Manager **March’17 – July’17**

**Highlights:**

* Essayed a stellar role in acquiring gross profitsfor Medicines Department.
* Set annual sales target for all branches.
* Spearheaded a team of more than 3 employees and liaised with the Finance Department for preparing the budgets for The Category and branches.
* Set annual purchase plans and analysed fulfilment of the purchase orders against the running stock.
* Set the annual Marketing plans with all Medicines scientific offices inside Both Zahret Al Rowda Branch’s.
* Prepared reports of product movement between pharmacies and warehouses to calculate ideal stock of head stock and accordingly replenish stock to ensure the products availability.
* Accountable for following-up with both internal & external clients for realization of product needs to the final pricing & distribution of the product after procurement.
* Finalized Medicines deals through meetings and negotiations with suppliers & achieving approvals from the General Manager.
* Prepared various compensation programs for the return of expired goods in the stock.

**Safe & Al-Wefaq Pharmacies Group, Riyadh, KSA**

**Designation:** Supply Chain Manager **Nov’16 – March’17**

**Highlights:**

* Put and follow up KPIs and regulatory policies for both warehouse and purchasing departments.
* Update all procedures and the forms to organise and facilitate job tasks for both purchasing and warehouse department.
* Implement New Master file and categorisation for all department (more than 10,000 SKUs).
* Negotiate and prepare annual deals with the Different suppliers to keep the growth profit and to achieve a suitable growth.
* Follow up delivery the weekly requests and urgentneeds for all branches according to planned schedule.
* Spearheaded a team of more than 12 employees and liaised with the Finance Department for preparing the budgets for all departments and branches.
* Set annual purchase plans and analysed fulfilment of the purchase orders against the running stock.
* Prepared reports of product movement between pharmacies and warehouses to calculate ideal stock of head stock and accordingly replenish stock.
* Cooperation with financial department to put the priorities for monthly payment schedule for the different vendors.
* Prepared various compensation programs for the return of expired goods in the stock.

**Charisma****Pharmacies Group, Riyadh, KSA**

**Designation:** Supply Chain Manager **Feb’16 – Aug’16**

**Highlights:**

* Put and follow up KPIs for the warehouse and Purchasing departments.
* Implement New Master file and categorisation for all department (more than 8,000 SKUs).
* Negotiate and prepare all 2016 deals with total growth more than 10% than 2015 GP Deals.
* Spearheaded a team of more than 40 employees and liaised with the Finance Department for preparing the budgets for all departments and branches.
* Set annual purchase plans and analysed fulfilment of the purchase orders against the running stock.
* Prepared reports of product movement between pharmacies and warehouses to calculate ideal stock of head stock and accordingly replenish stock.
* Prepared various compensation programs for the return of expired goods in the stock (return 800,000 Sr. at 4 Months).

**Global Health Care (Kunooz95 Branch’s & Whites 50 Branch’s And National Distribution Company)**

**Designation:** Head of Medicines Department **Sept’14 – Jan’16**

**Highlights:**

* Essayed a stellar role in acquiring gross profitsfor Medicines Department.
* Set annual sales target for all branches.
* Spearheaded a team of more than 10employees and liaised with the Finance Department for preparing the budgets for The Category and branches.
* Set annual purchase plans and analysed fulfilment of the purchase orders against the running stock
* Set the annual Marketing plans with all Medicines scientific offices inside Both Kunoozand Whites Branch’s.
* Prepared reports of product movement between pharmacies and warehouses to calculate ideal stock of head stock and accordingly replenish stock to ensure the products availability.
* Accountable for following-up with both internal & external clients for realization of product needs to the final pricing & distribution of the product after procurement
* Finalized Medicines deals in Both Kunooz and Whites Pharmacies Chains through meetings and negotiations with suppliers & achieving approvals from the Supply Chain Director.
* Prepared various compensation programs for the return of expired goods in the stock

**Kunooz Pharmacies Group, Riyadh, KSA (90 Branch’s)**

**Designation :**Deputy Commercial Director / Purchase Manager **Jul’11 –Sept’14**

**Highlights:**

* Essayed a stellar role in acquiring gross profits of over **90%** for the organisation
* Spearheaded a team of more than 10 employees and liaised with the FinanceDepartment for preparing the budgets for all departments and branches
* Set annual purchase plans and analyzed fulfilment of the purchase orders against the running stock
* Prepared reports of product movement between pharmacies and warehouses to calculate ideal stock of head stock and accordingly replenish stock
* Accountable for following-up with both internal & external clients for realization of product needs to the final pricing & distribution of the product after procurement
* Finalized deals through meetings and negotiations with suppliers & achieving approvals from the commercial director
* Prepared various compensation programs for the return of expired goods in the stock

**Designation:**Purchase Specialist (Diapers &Cosmetic Products) **Jul’09 – Jul’11**

**Highlights:**

* Prepared purchase orders for various cosmetic and diapers’suppliers according to stock, budget plans & item transfers
* Initiated negotiations with suppliers as step-1 of the deals negotiation process
* Prepared the annual purchasing budget for diapers and cosmetic products
* Followed up the diapers and cosmetic products stock in the warehouse while entering new products upon request from pharmacists based on expected sales and projected sales of similar products
* Key in deciding the lifeline of a product; whether a given product or line of products will be continued or discontinued

**Designation:**Pharmacies Supervisor **Jun’08 – Jul’09**

**Highlights:**

* Responsible for the training of staff of 25 pharmacies
* Accountable for placing into effect the sales target for each pharmacy and achieve maximum sales
* Overlooked pharmacies stock and manage merchandizing activities in each of the 25 pharmacies
* Evaluated and appraised pharmacists to positions and locations suitable to achieve maximum efficiency.

**Designation:** Pharmacist **Nov’05 – Jun’08**

**Highlights:**

* Accurately dispensed drugs to patients according to a doctor’s prescription
* Instructed patients on how to use medications, possible side effects and storage
* Ensured the accuracy of all prescriptions, products and services supplied
* Managing and resolving complaints.
* Communicated with customers sympathetically and supportively
* Maintained pharmaceutical stock, creating inventories and ordering more drugs

**PREVIOUS EXPERIENCE**

**Johnson & Johnson, Cairo, Egypt Oct’03 – Oct’05**

**Designation:**Product Specialist (Advanced Sterilization Products Department)

**WORKSHOPS**

**WorkshopTitle : Retail Operations Management**

**Period :** Feb’12

**WorkshopTitle : People Management Training**

**Period :** Apr’10

**Workshop Title : Leadership Development**

**Period :** Nov’08

**EDUCATION**

2003 B.Sc. in Pharmaceutical Sciences from Misr University of Science and Technology, Cairo, Egypt

**IT SKILLS**

* Proficient in MS Office, & Internet Applications

**PERSONAL DETAILS**

Date of Birth : 24thJune, 1979

Languages Known : Arabic, English

Nationality : Egyptian

Marital Status : Married

Number of Dependents : 3

Passport Details : 150577

Visa Details : Work Visa

Driving License : Valid Saudi Arabian Driving License (Permitted within the GCC)