



AUON KHAN

E-MAIL: auonrz5@gmail.com

[linkedin.com/in/aoun-k-380a77196](https://www.linkedin.com/in/aoun-k-380a77196)

Mobile: +92-331-5079792

Add: Jeddah-KSA

Supply Chain Management Expert | 10+ Years in FMCG & Hospitality | Driving Operational Efficiency & Cost Optimization | Logistics | Procurement | Inventory Strategy.

SUMMARY

Experienced Procurement Manager with over 10 years of expertise in leading global procurement operations for goods and services. Skilled in negotiating contracts resulting in significant cost savings and implementing innovative procurement strategies. Throughout my career, I've streamlined supply chain processes, negotiated high-value contracts, implemented cost-saving initiatives, and improved service levels across complex supply networks. Whether it's managing high-turnover inventory in FMCG or ensuring seamless operational support in hospitality, I bring a results-driven and detail-oriented approach to every challenge.

I'm passionate about leveraging data, technology, and teamwork to build resilient and agile supply chains that support business growth

- Achieved **15% cost savings** through supplier renegotiations in FY 2024.
- Reduced procurement cycle time by **25%** through process automation.
- Successfully onboarded over **50+ vendors** across multiple product categories in FMCG.
- Implemented a **centralized procurement model** across multi-location hospitality units.

CORECOMPETENCIES

- Strategic Sourcing & Negotiation
- Vendor Management & Development
- Cost Control & Budget Management
- Inventory Planning & Optimization
- Knowledge of Procurement Tools (e.g., SAP, Oracle)
- Strong Analytical & Decision-Making Skills
- Cross-Functional Collaboration
- Contract Management & Compliance
- Excellent Communication & Leadership

WORKEXPERIENCE

Manager Procurement at Western Global Group (Pvt) Limited (Industrial Food Catering, Camp Management, Manpower, Facilities Management Services) Islamabad Pakistan.

From Sep 2024-Present

Key Result Areas:

- Negotiate contracts and deals with sellers and distributors during procurement and management of goods and services

- Ensure compliance with regulations and practices by maintaining an ethical stance through and through
- Boost cost savings by analysing market trends and technologies that promote it
- Deep dive into research and chalk out potential vendors and suppliers for purchase and material management
- Document, log and report on procurement activities
- Approve purchase orders and ensure the timely delivery of goods and services
- Build and foster long-term relationships with existing and potential suppliers

Manager Procurement at Loaflogy Pvt Ltd.(Hospitality)Blue area Islamabad Pakistan

From 2018-2024.

Key Result Areas:

- Manage Food & non-food purchasing function in planning, sourcing, supplier and contract management. Working with the management of supplier companies to develop and execute commercial and technical agreements that will best meet business needs, identify and interpret new and emerging requirements that will affect future sourcing strategies, drive cost savings projects to support annual profit targets.
- Oversee procurement activities and ensure timely completion of procurement and contract implementation.
- Source and liaise with local and overseas suppliers. Uncover business-building ideas and cost-saving opportunities. Strike deals through negotiation or lead competitive bidding. Build effective working relationships with local/overseas suppliers.
- Manage and Purchase of Food & Non-food products, stainless steel and shop machinery equipment and services, effectively and efficiently.
- Maintain service contracts for machines/equipment, grease traps, air-con and chillers, pest control, and others.
- Drive the implementation of the procurement framework in close collaboration with the Cross functional Team.
- Develop strategic and operational initiatives on product cost management, quality control and supply management. Participating as a critical member of a cross-functional team in organizations to deliver a new product or technology to market, and creating sourcing strategies to improve the value, availability and technology of raw and pack materials that support our existing and future product lines.
- Provide regular and ad-hoc reporting and analysis (e.g. COGS and inventory reports, procurement reports, including summary of vendor purchase rates and competitors' prices and product list) as needed to help drive business results.
- Provide support for companies local and overseas business, by ensuring all SKU are adequately and effectively placed and maintained, and any related compliance matters.

Procurement Specialist at Alam Group Of Companies Abu Dhabi UAE (FMCG Retail Industry)

From 2016-2018

Key Result Areas:

- Planning, creating, and processing timely requisitions and purchase orders for raw materials, sub-assemblies, and finished goods
- Tracking orders
- Ensuring on-time deliveries
- Working with Quality Assurance for inspection upon delivery to ensure orders are filled correctly and that goods meet specifications
- Developing strong relationships with key suppliers and measure suppliers' performance based on cost, quality, delivery, and service level
- Communicating with suppliers daily and organizing meetings and projects as needed to resolve supply issues
- Working with other internal departments such as finance, sales, and operations to resolve issues and concerns
- Initiating corrective actions on bad materials and following through the resolution with suppliers
- Researching and identifying prospective suppliers of assigned categories
- Analyzing industry and demand trends

Store Officer at Envoy Continental Hotel (Pvt) Ltd. March 06, 2013-November 25, 2014.

Key Result Areas:

- Conduct physical count to verify accuracy of incoming and outgoing products at the store
- Receive incoming products according to Purchase Order
- Maintain online inventory management software and ensure timely identification of triggers to initiate actions for stock replenishment
- Post detail of receipt and dispatch transactions and ensure integrity of the inventory management system
- Maintain up to date records of material inventory at the stores (existing stocks, pending orders etc)
- Provide information on current stock and order to provide justification for reordering
- Monitor trends of product receipt and dispatch at the store to provide basis for demand forecasting
- Conduct periodic inventory stock counting inventory accuracy check
- Perform end of the day inventory reconciliation, identify discrepancies, and resolved in time
- Notify head store for irregularities in inventory records and support in reconciliation /resolving
- Develop periodic report of store operations and performances as required
- Maintain electronic inventory management data base
- Carry out other related duties assigned by the Line Manager

CERTIFICATION

- Completed certification course in Essential Food Safety Training from Higher College of Technology Al Ain Under Abu Dhabi Food Control Authority Al Ain Abu Dhabi UAE
- Strategic Sourcing & Supply Chain Logistics.(RUTGERS The State University Of NEW JERSEY)
- Supplier Management. (RUTGERS The State University Of NEW JERSEY)
- Supply Chain Management & Analytics (UNILIVER)

SKILLS

- Oracle Cloud Inventory Module.
- SAP Erp Procurement & Supply Chain Management
- Proficiency Erp Software ,WMS ,Microsoft Dynamics GP,Zoultec ,EzzeBurp

ACADEMIC DETAILS

MSc Economics	AIOU Islamabad
PGD Supply Chain Management	AIOU Islamabad
BA Economics	University of Sargodha
Intermediate	FBISE Islamabad
Matriculation	BISE Sargodha

PERSONAL DETAILS

Date of Birth:	15 April 1992
Languages Known:	English, Arabic & Urdu
Mailing Address:	Jeddah-KSA