



ABDUL GHANNOUM

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◦ DETAILS ◦

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◦ SKILLS ◦

Leadership Skills

Ability to Multitask

Effective Time
Management

Ability to Work Under
Pressure

Communication Skills

Ability to Work in a Team

Project Management

Initiative and Problem-
solving Abilities

Business Development

Strategic Planning

Conflict Resolution

Effective written and oral communication/interpersonal skills demonstrating a will to cooperate and work with other staff as an active team member.

Hard-working, organised, enthusiastic, focused and committed.

Ability to multi-task and prioritise activities based on business requirements/ needs

👤 PROFILE

I am a Seasoned Professional, with Proven Capability in Project Management, Supplier Relationship Management & Procurement, I have excellent leadership & administration skills, I am capable in strategic planning, leadership techniques and staff coordination, I have exceptional critical thinking skills, and strong knowledge of processes and principles in Project Management and Supplier Relationship Management, I have Demonstrated skills in Lean Project Management & a strict adherence to deadlines through time management of myself and others.

I have a master's in project management and a Degree in Mechanical Engineering, with 2nd class honours, I have successfully received 10, private executive coaching workshops to develop my leadership skills to the next level.

🔒 EMPLOYMENT HISTORY

Senior Project Manager, Salamah College

December 2023 – Current, Sydney Australia – Chester Hill

Contract/Casual Senior Project Manager at Salamah College, I responsibilities that align with managing and overseeing various projects, facilities development, and administrative functions. As I was recovering from my Operation.

- Lead the planning, coordination, and implementation of educational and infrastructure projects within the school.
- Develop and manage budgets for various projects, ensuring that resources are allocated effectively and that projects are completed within budgetary constraints.
- Ensure that all projects are completed on time, meeting the school's operational needs and educational goals.

Senior Project Officer Procurement, Department of Planning, Industry and Environment

July 2023 — November 2023, Sydney Australia – Parramatta

Dedicated Senior Project Officer Procurement with a proven track record in strategic procurement, contract management, and stakeholder engagement seeking to leverage expertise in the Department of Planning, Industry, and Environment to drive efficiency and excellence in procurement processes.

- Lead strategic procurement initiatives, managing a portfolio of projects, ensuring compliance with government procurement guidelines and best practices.
- Develop and implement procurement strategies to streamline processes, optimize cost savings, and improve supplier performance while maintaining high-quality standards.
- Conduct comprehensive market research, supplier evaluation, and negotiations to achieve favourable terms and conditions.
- Oversee contract management activities, ensuring contracts meet regulatory standards, deadlines, and performance metrics.
- Collaborate with cross-functional teams and stakeholders to identify procurement needs and develop effective procurement plans for various departmental projects.

- Spearhead the development and implementation of policies and procedures aimed at enhancing efficiency and transparency in procurement processes.

Project Engineer Fleet, at Transport for New South Wales

January 2023 — July 2023, Sydney Australia – Yennora

In my current role as a Project Engineer at TfNSW, I have successfully led multiple equipment procurement projects, total exceeding \$8 million in value. These projects required meticulous planning, budget management, vendor evaluation, and negotiation skills to ensure timely and cost-effective equipment acquisition.

My ability to collaborate with cross-functional teams, coupled with my engineering background, has enabled me to streamline processes and reduce project lead times while maintaining strict quality standards.

Key qualifications and strengths that I bring to this role include:

- **Procurement Expertise:** I have a deep understanding of the procurement process, from initial vendor selection and contract negotiation to delivery and installation, ensuring that projects stay on schedule and within budget.
- **Risk Mitigation:** I am skilled at identifying potential risks in procurement projects and implementing effective mitigation strategies, minimizing disruptions and cost overruns.
- **Vendor Relationships:** I have cultivated strong relationships with equipment suppliers and manufacturers, allowing me to secure favourable terms and pricing, ultimately benefiting the bottom line.
- **Technical Background:** My engineering background equips me with the technical knowledge necessary to assess equipment specifications, ensuring that the selected equipment meets the project's requirements.
- **Project Management:** I have a proven track record of managing multiple projects concurrently, meeting deadlines, and delivering high-quality results consistently.

Supplier Relationship Manager at Transport for New South Wales

January 2022 — January 2023, Sydney Australia – Yennora | 1 Year

To Develop TfNSW's first Supplier Relationship Management (SRM) Governance framework and strategy and segmentation model, to carry out the segmentation of 13 state-wide panels, spanning some 700+ Vendors/Suppliers.

I have achieved the development and implement strategies & KPI's to improving Vendor/Supplier performance, and maximise values, developed effective strategies, to encourage engagement of Aboriginal-owned, SME Regional suppliers, and driving innovations with the key suppliers.

- Achieved the development of TfNSW's first SRM Governance Framework and successfully rolled out across procurement.
- Achieved the development of TfNSW's first segmentation model and successfully rolled out across procurement, including segmenting the current supplier base.
- Created and improved the current supplier performance management framework, that monitored supplier performance, to improve suppliers' performance and maximising values achieved with the suppliers.
- Established proven & effective Key Performance Indicators (KPIs) that enable the organisation to track and review suppliers' performance.

- Created the first supplier mapping in ArcGIS, to enable stakeholders across the state, to visualize vendors on one map, and select suitable vendors based on location & historical performance, and to comply with quality, cost, and delivery requirements.

Project Manager at West Region Delivery Team, Sydney

October 2020 – January 2022, Sydney Australia - Picton | 1.5 Years

West Region Delivery Team is a Delivery Partnership with Sydney Water to Deliver 10 billion worth of Infrastructure upgrades and deliver vital maintenance works

- Leading a team of Engineers and Designers, to design and construct 15 million worth of infrastructure to Sydney Water at Picton Water Recycling Plant, that brings the plant to Government specification as required.
- Generated Savings to the project worth 2 million due to innovations realised during the construction phase.
- Curated Projects from Concept to business case development, and approval worth 20 million.
- Taking the lead in commercial aspects of projects, including forecasts, performance reviews, and weekly Lean Workshops to monitor and address milestones and savings generated from innovations
- Fostering good relationship with stakeholders within West Region and Sydney Water

Supplier Relationship Manager at Sydney Water

2016 –2020, Sydney Australia – Paramatta | 4 Years

Working at Sydney Water, I developed their First Supplier/Vendor Governance Frameworks, Their First Segmentation Models and Successfully rolled these out across organisation, from Construction, maintenance, facilities management and Suppliers of Materials and Chemicals.

Creating their most powerful KPI Regime in Sydney Waters History, I have accomplished the improvement of Suppliers using my KPI's, from below compliance to over 80% performance, and their lowest Safety Incident Rates in the History of the company, to Saving the Business some \$20 Million Dollars, as published by the Head of Delivery Management in the Major Projects Association 2021.

My Accomplishments at Sydney Water Won Numerous Awards and Was recognised across Australia, from being interviewed by the Department of Defence, to almost every Water Corporation, in Australia, asking about my Supplier/Vendor Management Capability and Achievements.

- Created Sydney Waters first model, for the management of the full supplier life-cycle processes, including the development of the first vendor management governance framework, and strategy, and successfully rolling out the framework across the business to achieve cost savings, and lift supplier performance.

- Created & rolled out Sydney Waters First SRM Segmentation model, to segment panel suppliers, as well as all suppliers across Sydney Water, and implement the SRM Governance framework to Strategically align with Vendors/Suppliers
- Independently Created and Rolled out, an award winning, Key Performance Indicator (KPI) regime and framework, to monitor and drive the performance of suppliers/vendors across the business.
- Drove the performance of Construction panel suppliers/vendors, from over 16 suppliers/vendors and some 300 projects, from non-compliant performance to an average of 80% performance overall, improving delays across the construction projects from 70 years behind schedule, to 2 years behind schedule.
- As an Australian First, I developed the SRM Framework added into Australia's First use of NEC4 (New Engineering Contracts), a framework worth 10 Billion in 10 years, in Upgrades of Infrastructure and Maintenance, across The Entire Business, as the Single SRM, I held Commercial Sessions for 1 week, Being Critiqued by the Private Sector Conglomerates, on my SRM & KPI Framework, that would be used to Renew or not Renew their contract after 5 years
- Created the Businesses first Maturity Matrix, an 8 Point Maturity Assessment tool, Successfully Developed and rolled out across the NEC4 Contracts and reported to the Business GM's and Directors Monthly.
- Successfully mentored and managed a Team of 4 Professional Supplier Relationship Managers and a full time Business Intelligence Analyst, to delivery Value, cost savings, and performance targets to the business.

Project Engineer at Sydney Water, Sydney

2010 — 2016, Sydney Australia – Winmalee & Warriewood | 6 Years

Working with the Asset Solutions Program Management Team, I have successfully Delivered and Commissioned Sydney Water projects across the inland and Illawarra areas of New South Wales, namely the Warriewood WWTP remedial upgrade project and Winmalee STP remedial upgrade project.

- Delivering Value and Benefits to the Sydney Community, by upgrading Complex Sydney Water Treatment plants and adding Value to the business
- Creating Value to Sydney Water, as the Chair of the Panel, that Successfully Delivered the First Contract of it's kind, by combining multiple department requirements, under one Design, Construct and Maintenance of Sydney Waters Assets, to the value of 10 Billion in 10 years.
- Successful Delivery the upgrade projects right from the concept, through to delivery business case assessment and award of the contract, including Site Safety Inspections Daily
- Taking a leadership role in managing contractors on site, and driving forecasts and monthly claims, to add value and save money for the business.

- Delivering the project, including monthly forecasts, performance reviews and working with different stakeholders across the projects team to successfully deliver as required on time and on budget.

🎓 EDUCATION

PMP Certification as a Project Management Professional, Project Management Institute, Sydney - In

January 2023 – In Progress

Leadership Mentoring by BTS Coach – 10 Sessions

January 2019/2020

Master of Engineering Science (Project Management), University of New South Wales, Sydney

January 2012 — December 2015

Bachelor of Engineering (Mechanical Engineering), Curtin University of Technology, Perth

January 2003 — December 2007

Engineering Tradesperson (Fabrication), South-East metropolitan College of Tafe, Perth

January 1996 — December 2000

★ AWARDS

The Australian Brand Awards, Sydney

January 2020 - **Won** - Best Supplier Relationship Management 4 Success

World Procurement Leaders, London

January 2020 - Shortlisted



CIPS Supplier Relationship Management, Sydney

January 2019 - **Won** - Best Supplier Relationship Management Program Australasia

Procurement Leaders, Sydney

January 2019 - Shortlisted