

Profile of Mohammed Kassim VP Supply Chain



Mohammed Kassim VP-Supply Chain.


- ❖ Innovative global supply chain leader with strategic approach focusing time & budget deadlines.
- ❖ Ensuring compliances, ROI collaborating with cross functional team and partnering with C-Suite members.
- ❖ Manage systems effectively and implement IFRS Reporting & Corporate Governance to function end-to-end supply chain management.
- ❖ Responsible to optimize integrated supply chain operational capabilities with proven track records.
- ❖ Employ strategies into actionable goals for performance and growth in alignment with customers roadmap.
- ❖ Career path with Johnson & Johnson over 18 years & 9 years with other organizations. Worked with US army projects, complying with strict security regulations.


Achivements;

- ❖ Supply Chain Modernization & automation of 9 Companies.
- ❖ Re-engineered traditional Supply Chain functions to corporate.
- ❖ Successfully handled;
 - 300K SKUs / Line items
 - Modernized 180,000 to 200,000 M2 warehouses, Saudi, JAFZA-Dubai, Shanghai-China, India & Hongkong.
 - Worked with 20 overseas suppliers. Factories, sub suppliers and plants.
- ❖ Award winner for global Big Ideas competition 4 continuous years (period 2003 till 2007).
- ❖ Award winner for accomplishing special projects
- ❖ Familiar with multinational culture, global competence (exposure across 30+ countries)

Appreciations from superiors



	<p>Johannes Pattermann, Managing Director Johnson & Johnson Location : Dubai</p>
	<p>I'm happy to write recommendation for Mohammed Kassim. Mohammed was an integral part of my team in turning the business from traditional to modern model. This was a significant change.</p> <p>Mohammed has shown his leadership and enthusiasm in changing the Trade Visibility, Trade Spend and Brand Marketing Expenses. Due to this, during my tenure Johnson & Johnson as a Area Managing Director, we have achieved tremendous sales growth and Mohammed was an important contributor to this change.</p> <p>Mohammed has proven his abilities by providing business information for critical decision making, which resulted in ongoing double digit sales growth in KSA. As a Finance Manager Mohammed has excellent analytical skills, he is fast in decision making and optimized the expenses in order to sustain the company's gross profit</p> <p>He worked with distributors and developed a good reporting system which enhanced the business support functions.</p>

	<p>Bill Hickey, Finance Director Johnson & Johnson Location : Dubai</p>
	<p>Mohammed and I worked together at Johnson & Johnson Middle East for several years. I thoroughly enjoyed my time working with Mohammed, and came to know him as a truly valuable asset to our team. He is honest, dependable, incredibly hard-working, and has excellent interpersonal skills.</p> <p>Mohammed had logistics and finance responsibilities for our consumer products division in Saudi Arabia and Yemen. With our regional head office based in the UAE, Mohammed's knowledge of logistics and finance was a huge support to our satellite office based in Saudi Arabia; our largest market at that time. With our head office based in the UAE, Mohammed put this skillset to work in order to ensure we were able to support the achievement of our targets (operational, financial, and strategic) in Saudi Arabia and Yemen.</p> <p>Along with Mohammed's talent, Mohammed has always been an absolute joy to work with. Mohammed is a true team player, and always manages to bring the best out of other employees.</p> <p>Without a doubt, I would recommend Mohammed to join anyone's team. As a dedicated and knowledgeable employee and an all-around great person, I know that Mohammed would be a beneficial addition to anyone's organization.</p>

Appreciations from superiors



Stephen Hemmings CSCP
Johnson & Johnson APICS CSCP

Mohammed has strong leadership skills and enthusiasm for driving change/re-engineering the KSA Supply Chain Department. He has excellent communication skills, working closely with established distributors in the Kingdom of Saudi Arabia. Mohammed was able to support business development in the region by building and managing strong business/customer relationships.

As KSA Supply Chain Lead, Mohammed successfully managed inventory by optimum sourcing and timely ordering. In addition Mohammed successfully managed the relationship with his commercial partners to ensure stock was managed correctly to maintain the highest levels of brand contribution.

Mohammed managed the KSA demand forecast process successfully to achieve MAPE & BIAS targets.

From my time working with Mohammed in The Kingdom of Saudi Arabia, I found him to be a strong support of the business and believe he would be an asset to any organization looking to make use of his knowledge and skills.



Johar Kutbuddin
Country Manager
Johnson & Johnson, Jeddah. Saudi Arabia

It is my pleasure to write recommendation for Mohammed Kassim. During my tenure 2009 to 2013 in Johnson & Johnson, as a country Manager, we have achieved significant successful sales growth and Mohammed was integral part of my team. His core competencies are;
Mohammed has proven his abilities by determining providing business information for critical decision making which determines the sales growth.

As a Finance Manager Mohammed has an excellent analytical skill critical business decision making and optimize the expenses in order to sustain the company's gross profit. He worked with distributors on customer credit ceiling, outstanding funds collection, which led to manage the DSO.

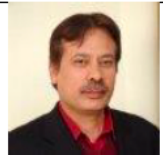
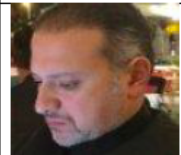
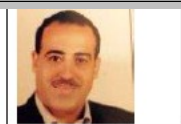
As a Supply Chain head, he has successfully managed the inventory at the optimum level. He has excellent negotiation skills for distributor liaison which facilitate order placement and stock allocation.

Mohammed shown core business ethics and good abilities to manage the staff motivation for personal & professional development.

Mohammed is has won No. 1, position in big idea winner in Johnson & Johnson "Big-ideas" campaign

Appreciations from superiors



	<p>Mohammed Asad Ali, CFO Alshiaka, Jeddah</p>		<p>Ibrahim Binaquil Head of Marketing and Strategy at DAA Group - A SEDCO Holding JV DAA Group</p>
	<p>I have been privileged to know Mohammed Kassim since June 2016 in my role as CFO at Al Shiaka.</p> <p>While Mr. Kassim worked very closely with me in strengthening internal control in his department. I found his management abilities to be invaluable in helping to establish a very effective and result oriented Supply Chain Department. His conscientious effort and cooperation in doing professional, high-quality work were appreciated.</p> <p>As a Director Supply Chain, Mr. Kassim is efficient, innovative and responsive. He motivates his staff with challenge and the opportunity for personal growth.</p>		<p>I had the pleasure of working with Mohammed in two different assignments; during my tenure with JNJME and current. I find him to be a highly motivated professional with very solid Finance and Supply chain leadership skills. During JNJME time, Mohammed was the region's star of the "BIG IDEAS" innovation platform whereby his innovative and creative ideas flourished and had a huge impact on the growth of the company. He currently leads the transformation of the Supply Chain team within DAA group with very solid results showing and positively impacting the business very clearly. Saying that he would be a huge asset to any organization he is part of would be an understatement! I am sure he will continue to shine and reflect positively wherever his career path places him. I wish him all the best of success with his current and future plans.</p>
			<p>Medhat Yehia Country Manager – Johnson & Johnson Saudi Arabia</p> <p>During the 8 years working with Mohamed I was impressed with his enthusiasm and communication and professional skills. He is a reliable and dedicated person and has very strong analytical skills , multitasking and has ability for high volume workload.</p> <p>Has the personality that helped him dealing with all management levels and lower levels in the organization</p> <p>Strong personality to work and deal with different nationalities and cultures</p> <p>He was a real asset to the J&J and was a real support for all the team</p>

Appreciations from superiors



Johnson & Johnson
JOHNSON & JOHNSON (MIDDLE EAST) INC.
CONSUMER DIVISION

September 30, 2011

TO WHOM IT MAY CONCERN

I have been with JJME since September, 1993. I have known Mohammed Kassim for 11 years. Mohammed has been our Business Support Manager at the KSA office during this time. Mohammed is one of those employees who are very rare to find, I would say, one in ten thousand. His commitment to the company is 24/7.

He can manage exceptionally well:

- Stock & Inventory
- Supply Chain (all sub functions)
- Finance (Several functions)
- Sales (Operational/POS/Sampling etc)
- IT related Work

Mohammed's Computer skills are very good. His interpersonal skills and time management are also very good. He also brings new ideas to the organization all the time. He looks for a solution in every difficult situation.

Mohammed played a major role in participating in a J&J global "Big Ideas" programme for several years and was on top of the list for 4 years (2003 – 2007).

Should Mohammed decide to leave Johnson & Johnson, it would be a very regrettable loss.

For a verbal discussion, you can call me on my mobile ++ 971 50 656 4155

Benjamin Martis
Benjamin Martis
Commercial Director – JJME Consumer

جونسون آند جونسون (مشرق الأوسط) إنك
Johnson & Johnson (Middle East) Inc

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Saudi Arabia
Tel. (01) 476-4875
Tlx. 401969 Hala SJ
Fax. (01) 476-4009

TO WHOMSOEVER IT MAY CONCERN.

I am writing an unsolicited reference for Mr. Kassim Mohammed, who has worked for me over the past 18 months.

As I am leaving Hala Express, I wish to record the personal effort of Kassim, in Hala Express in his position of Administrative Executive. Not only is he hard working, loyal and an effective employee, but he manages his responsibilities with sensitivity, good commercial awareness and an eye for details.

I am richer for having known him and my personal success was based on Kassim's being, a fundamental part of my team.

Kassim would be an asset to any company fortunate enough to employ him, and I wish him every success in the future along with my friendship.

Yours faithfully,

David Keevil
David Keevil
Director of Hala Express
Riyadh, Saudi Arabia

1st August 1996.

Abha / Khams
Al Jouf / Sakha
Buraidah
Dhahran
Hofuf
Jeddah
Najran

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Fax. (01) 476-4875 Ext. 336

AHC/HE/0963/ 1st May 1997.

TO WHOMSOEVER IT MAY CONCERN

As Director of Hala Express, it is with pleasure I write a letter of recommendation for Mr. Kassim Mohammed.

Kassim, has been working as an Administrative Executive since April 1995, where his duties have required hard work, accuracy, integrity and divested knowledge on fleet management systems, vehicles scheduling to statistical graphics.

He has undertaken any duty asked with enthusiasms and dedication to achieve it in a strict time frame. He works long hours, often giving his free time to ensure his work is professional.

He will be sadly missed by me personally, because a good employee takes time to develop into a greater one.

Your company will be enjoying a loyal asset and I have no hesitation in recommending his service to any prospective employer.

Good luck,

David Keevil
David Keevil
Director - Hala Express - Saudi Arabia.

Abha / Khams
Al Jouf / Sakha
Buraidah
Dhahran
Hofuf
Jeddah
Najran