



KP, TEH

Strategic Sourcing Manager | Global Project Sourcing & Contracting

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 Kuala Lumpur, Malaysia






SUMMARY

I have over 20 years of end-to-end procurement and contract management experience, with good exposure to local and global contracts and projects. Industry exposure covering IT, Telecommunication, Marine Construction, O&G, Building Construction, Office Fit-Out, Retail Renovation and NGO




EXPERIENCE

Strategic Sourcing Manager

 **BP**  Feb 2022 - Present  Kuala Lumpur, MY

- Execution of complex sourcing events within the bounds of agreed spend and risk thresholds
- Analyses the structure and dynamics of the supply markets to identify potential strategic levers
- Develop and/or articulate business requirements according to scope and leading complex negotiations for multi-million commercial contracts
- Working with Category Teams to ensure compliance to category guidance and engaging stakeholders in support of strategic sourcing activity and managing expectations
- Completed the execution of procurement strategy and end to end procurement with successfully delivering complex office relocation, property design and construction project within timeline and cost. Completed office space for more than 1.0 million ft2 in India, Australia, China, Vietnam, Japan and New Zealand.
- Led complex global level category initiative for Workplace Study and Change Management Services, in strategizing procurement approach, supplier pre-qualification, sourcing activities, commercial and contract negotiation. Influencing and convincing leadership team on the award recommendation. Successful consultants engagement for AMERICAS, EMEA and APAC regions.

Senior Procurement Consultant

 **UNICEF**  May 2021 - Sept. 2021  Putrajaya, MY

- Developed close partnership with other departments (PROG, PFP, COMMS and OPS) to build requestors capacity (i.e. planning, defining ToRs in compliance to Public Procurement principles and UNICEF procedures) and stimulate Contract Managers to manage and take ownership of inherent risk in procuring services from institutions.
- Facilitated the end-to-end procurement of services / goods and strategic functions in the office, re-balancing the workload and actively support the implementation of new streamlined procurement processes.
- Engaged with requestors to analyze and identify the long term / recurrent services needs and plan strategically based on the local market / service conditions. Responsible for the complete procurement process from category management, tender & negotiation process, supplier selection & relationship, to contract management and strategies.
- Developed procurement strategies that are inventive, cost-effective and in compliance with pre-qualification & awarding processes. Performing risk assessments on potential agreements and contracts. Control & compliance, collaboratively manage and improve existing procurement policies and process to control risks, ethical, financial and sustainability.

ACHIEVEMENTS



Cost Reduction

Led the CAPEX procurement activities and involving in complex contract negotiation which contributed to;

- Cost reduction by 30% for Data Center project through Value Engineering (piling system redesign, alternative materials & equipments etc)
- Cost reduction by 25%-30% for Office Fit-Out with increased of supplies efficiency.



Innovator in Sourcing


Responded to the emergency and critical event resolutions;

- Life savings equipments supplies during emergency to Hospitals which is highly critical.
- Involved in solving organization financial difficulty via supplier management and vendor financing.
- Led the telecommunication base station roll out costing model which contributed to swift deployment with full compliance.

EDUCATION


Master of Project Management

Open University Malaysia (OUM)

 Sept 2014-Sept. 2016
GPA 3.85 / 4.00 (Distinction)

Diploma in Civil Engineering

Polytechnic Kedah

 Dec 1997-Dec. 1999 GPA 3.48/4.0

SKILLS

Supply Chain Management

Strategic Sourcing

Supplier Negotiation

Project Management

Contract Management

SAP System, Ariba, Fairmarkit, Salesforce Compass, Microsoft, Autocad

Procurement Manager (Technical)



U Mobile Sdn Bhd



May 2014 - Dec. 2020



Kuala Lumpur, MY

- Work and collaborate with Strategic Business Unit and project owner on developing procurement initiatives and strategies to drive cost efficiency and enhance quality, improve project timeline, service level and vendor management.
 - Work closely with internal and external customers and/or vendors on sourcing and cost improvement initiative i.e. Ariba e-Auction, consolidation by commodity and re-engineering and optimization.
 - Manage and track cost saving initiatives and ensure internal customer inquiry/complaints on sourcing turnaround time and vendor performance are rectified and solved on timely basis to support customer service objectives.
 - In-charge of tactical & strategic procurement for interior design, consultancy services, local authorities submissions, project management and construction administration for offices, branches, dealer outlets, **Technology Operation Center (TOC) & Networks Operation Center** and IT projects (Network Roll-Out, Centralized Data Retention System, PABX system, Network Equipment Support & Maintenance, Electronic Payment Kiosks, QMS system etc)
 - **Completed engagement of interior designers, consultants, vendors and contractors for office & Data Center construction (more than 100,000 ft2)**
 - **Planned, consolidated, strategized and executed the tender and award of new Network Operation Center (NOC), Tier-3 New Technology Operation Center (TOC) and, Data Center expansion & power upgrade for existing TOC to Tier-3 design**
 - Planned, consolidated, strategized and executed the tender and award of 200 premier dealer outlets' digital screen leasing and renovation nationwide
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Procurement Manager (Technical)

Webe Digital Sdn Bhd

Industry: Telecommunication



Dec 2008 - May 2014



Selangor, Malaysia

- In-charge of procurement activities for nationwide Wimax Base Transceiver Station sites (Telecommunication Installation-TI and Civil, Mechanical & Electrical-CME) & Wireless Leased Line roll-out, Data Center (expansion, support & maintenance), Networks Sites Operation & Maintenance (nationwide)
 - Report to procurement Associate Director and work closely with peers in Contract Management, Legal, Finance, Technology, Marketing and Sales to achieve KPIs and SLAs
 - Work closely with internal and external customers and/or vendors on strategic sourcing and cost improvement initiative i.e. BTS sites roll-out remodeling and design to improve operational and cost efficiency.
 - Initiate and successfully implemented the financial easing initiative to ease organization financial constraint via "Contractor Financing"
 - Actively involved in contract management activities in contract finalization & binding and as well as negotiating for the best terms & conditions to protect company best interest
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Contracts Manager

Instacom Group Bhd

Industry: Building Construction



May 2005 - Dec 2008



Selangor, Malaysia

- Led 15 team members in various departments (Contract Management Dept., Commercial Department and Design & Drafting Dept.), for quantity surveying, technical design & drafting, project bidding & contract administration works.

LANGUAGES

English
Mandarin
Malay
Cantonese
Hokkien

COURSES

Project Management Professional (PMP)

Strategic Sourcing Expert

Franklin Covey 7 habits of Highly Effective People Training

Finance for Non-Finance Executive

Tendering, Cost Estimating And Contracts Administration Course

Managing Construction Projects and Creating Progress Reporting using Microsoft Project Software

Project Management Essentials 1& 2 and Advance Project Management

Construction Contract Administration Program

- Liaised with customers i.e. Maxis, DiGi, Sapura, Time Engineering, Umobile, Huawei, ZTE, Ericsson, Alcatel-Lucent, Nera and State Back Company (SBC) for new projects and as well as existing on-going works
- Report to Chief Operating Officer (COO) and work closely with peers in Legal, Finance, Procurement and Project Management Office to achieve KPIs and SLAs
- Led SAP system implementation team in designing and implementing the Project System Module for Works Breakdown Structure from the pre-contract, post contract to invoicing stage.

Contracts Administrator

Benalec Holding Bhd

Industry: Marine Construction



March 2003 - May 2005



Selangor, Malaysia

- Handling construction materials purchase, project management, attending site meeting, preparing weekly/monthly progress report, tendering & quantity surveying and contract management
- Report to Contracts Manager and work closely with peers in Finance, Regulatory, Site and Project Management Office
- Completed project; Kisap Housing Project (614 units in Langkawi), Jetty Point Bayan Bay & Pulau Aman (Pulau Pinang), Land Reclamation & Beach Nourishment (Port Dickson, Melaka, Kuantan and Klang), Dredging Work (Pulau Bunting, Kuala Kedah, Kuala Perlis)

Site Quantity Surveyor

MMC-GTM Bina Sama Sdn Bhd

Industry: Building Construction



March 2001 - March 2003



Kedah, Malaysia

- Quantity Surveying works which include taking-off quantities, preparing progressive payments & claims, handling variation order, preparing final measurement and final account.
- Completed project: Kulim Polytechnic, project amount RM 150 million

Quantity Surveyor

Jurutera Sepakat Consulting

Industry: Consulting



March 2000 - March 2001



Kedah, Malaysia

- Quantity Surveying works include preparing tender & contract documents, construction drawings, taking-off quantities, progressive payments & claims, handling variation order, final measurement and final account.
- Completed project: LRC (HP) Sdn Bhd Factory Plant Extension, project amount RM 10 million