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Affiliate Member of CIPS, actively pursuing MCIPS (Member of the Chartered Institute of Procurement & Supply).

PROFESSIONAL SUMMARY & CAREER OBJECTIVE

Dynamic and forward-thinking procurement executive aim to lead strategic sourcing, governance, and transformation initiatives across large-scale infrastructure, data center, and real estate projects. My objective is to contribute to organizations that value ethical procurement, innovation, and sustainable growth by leveraging my extensive leadership background, global experience, and certifications.

Strategic Procurement Leader with over 27 years of global experience across the UAE, KSA, Qatar, and the USA. Proven expertise in end-to-end sourcing for real estate, hyperscale data centers, ICT, and infrastructure. Recognized for leading multi-billion-dollar procurement transformations aligned with LEED, FIDIC, and ESG principles.

Demonstrated success in setting up procurement centers of excellence, managing digital transitions (Oracle Fusion, SAP Ariba), and driving results across cross-functional portfolios. Adept at strategic negotiations, business case development, and risk-managed sourcing for major public and private stakeholders.

Track records include Microsoft, Google, NEOM, Ezditek, Shurooq, and multiple GCC projects. Skilled in process optimization, cost control, policy development, stakeholder governance, and sustainable supply chain execution.

ACCOMPLISHMENTS

- ❖ 🏆 **Key Achievements & Executive Highlights**
 - ✓ Recognized for FIFA World Cup 2022 for phenomenal contribution to event success by Ooredoo.
 - ✓ Spot Award Winner for outstanding performance and leadership by Ooredoo.
 - ✓ Ethical Procurement Champion (CIPS, 2025), with credentials in Environmental, Human Rights, and Anti-Corruption ethics.
 - ✓ Affiliate Member of CIPS, actively pursuing MCIPS Chartership (Q4-2025 target).
- ❖ 🏢 **Hyperscale Data Center & Real Estate Portfolio Leadership:**
 - ✓ Delivered Qatar's \$100M Hyperscale Data Center for Microsoft (7.4MW IT load, LEED Gold) end-to-end during COVID-19
 - ✓ Developed strategies, aligned development schemes from project management business cases for greenfield hyperscale data center projects, and led end-to-end sourcing, evaluations, contract awards, and delivery managing a high-performing team across programs with Microsoft, Amazon, Google, NEOM, Modon.
 - ✓ Developed and led strategic sourcing and PS package model for Ajwan Residential Complex (UAE), aligning procurement with investor-driven master plan objectives & real estate arm under the Government mandate
 - ✓ Completed sourcing and delivery of a \$30M Tier III Hyperscale Data Center for Google with 99.999% uptime
 - ✓ Led EPC sourcing for KSA data centers: NEOM South (\$150M), Jeddah (6-48MW), and Riyadh (24MW) – all LEED Gold compliant
 - ✓ Directed sourcing of government data centers, including B2B collocation and long-term FM services
 - ✓ Executed full-spectrum EPC sourcing: MEP, civil, ICT, racks, suppression, HVLV, security & CCTV systems
 - ✓ Delivered PSIM (Physical Security Information Management System) for state-wide telecom infrastructure
- ❖ 🛠️ **Strategic Operations & Sourcing Excellence:**
 - ✓ Directed \$300M-\$600M annual sourcing across MENA, including 17,000+ materials
 - ✓ Delivered major infrastructure projects ahead of schedule and under budget, earning executive recognition
 - ✓ Supervised 10+ factories and project sites, optimizing 8-10 production lines across the GCC
 - ✓ Reduced inventory by 50% in 7 months under board mandate; minimized surplus stock across sites
 - ✓ Reorganized headcount structure to increase efficiency and reduce fixed overheads
 - ✓ Designed and implemented robust SCM policy, risk mitigation strategies, and governance protocols
- ❖ 📦 **Logistics & Warehouse Optimization:**
 - ✓ Managed logistics for 10 manufacturing lines across UAE & GCC
 - ✓ Streamlined 100,000 m² warehouse with barcoding, zoning, and digital inventory controls
 - ✓ Achieved audit-verified year-end stock closure with PwC & KPMG
 - Built strong government liaison network to expedite customs clearance and border logistics
- ❖ ⚙️ **Value Engineering & Project Support**
 - ✓ Spearheaded sourcing for special projects including Barwa Commercial Avenue (Qatar)
 - ✓ Supported tender wins by delivering cost-effective sourcing and value-engineered materials

CORE LEADERSHIP COMPETENCIES

Visionary Procurement Leadership | C-Level Strategy & Execution | Hyperscale Data Center & Real Estate Transformation | ESG-Aligned Sourcing | Oracle Fusion, SAP Ariba & Ivalua Implementation | FIDIC & PMO Governance | Cost Optimization & Risk Frameworks | Global Supplier Alliances & JV Structuring | Digital Procurement & AI-Driven Supply Chain | Board Engagement & Stakeholder Influence | Ethics, Compliance & Sustainable Procurement Excellence

WORK HISTORY

Senior Leader – Strategic Sourcing, 12/2024 - Present

Sharjah Investment & Development Authority – Government of Sharjah



Job Summary:

As the senior strategic sourcing leader, I direct enterprise-wide procurement and contracts governance, aligning sourcing strategies with Shurooq's investment and economic vision. I lead the transformation of procurement operations, oversee Oracle Fusion integration, and drive stakeholder engagement across real estate, IT, events, F&B and infrastructure portfolios, ensuring sustainable value delivery and public-sector compliance.

Key Responsibilities:

- Led the strategic sourcing transformation aligned with Shurooq's multi-sector investment roadmap, driving innovation and long-term value across real estate, infrastructure, IT, and government-led portfolios
- Directed Oracle Fusion Procurement implementation, migrating from legacy ERP and enabling digitized sourcing, contract lifecycle management, and supplier registration workflows
- Executed enterprise-wide category management strategies for IT (AI chatbots, DMS, cybersecurity), marketing/events, PR & protocol services, PMO support, and sustainability-focused sourcing
- Established prequalification standards and sourced 200+ vendors across the GCC; negotiated complex FIDIC/bespoke contracts mitigating legal and delivery risks
- Developed and led sourcing strategy for Ajwan Residences, structuring main contractor and PS package models in line with investment viability and master planning
- Built and managed a multidisciplinary team with SMART KPIs, dashboards, and performance appraisals
- Authored and institutionalized SOPs, DOA matrices, risk heat maps, audit-ready checklists, and governance protocols
- Delivered board-level executive reporting on sourcing performance, risk exposure, and supplier evaluations
- Drove collaboration with PMO, Legal, Marketing, Real Estate, and IT for scope-aligned, cost-effective sourcing
- Monitored global sourcing trends and supplier intelligence to adapt sourcing strategies to market shifts

Chief Commercial & Strategic Sourcing Officer, Feb 2024 – August 2024

Ezdihar Holding (Ezditek) - Riyadh, Saudi Arabia



Key Responsibilities:

- Oversaw corporate functions including procurement, contracts, commercial strategy, and operational governance across NEOM, Modon, and PNU Data Centers, as well as Garden Residence and Ezdipark 1 & 2.
- Directed integrated sourcing, cost control, bidding, and supplier strategies to ensure profitability, compliance, and risk mitigation across all high-value projects.
- Developed group-wide procurement frameworks, contract governance protocols, and standardized templates to institutionalize ethical and efficient sourcing practices.
- Led cross-functional engagement between project, legal, and finance teams to streamline tendering, package awards, and contractual negotiations.
- Managed corporate budgeting and financial performance reviews, delivering strategic reporting for decision-making at board and executive levels.
- Supervised supplier lifecycle management, embedding KPIs, sustainability targets, and performance tracking to ensure business continuity and ESG alignment.
- Strengthened internal controls by establishing operational procedures, compliance systems, and performance dashboards for real estate and data center portfolios.
- Headed corporate team structuring, talent acquisition, and leadership development for procurement, contracts, and shared services functions.
- Championed digital transformation, e-sourcing tools, and ERP integration across sourcing and contract workflows for improved traceability and efficiency.
- Acted as key liaison with senior stakeholders, consultants, and investors, aligning corporate services strategies with organizational objectives and delivery timelines.

Category Management Head (Corporate Services), July 2017 – January 2024

Ooredoo - Qatar (Qatar National Telecommunication - QTEL) - Doha, Qatar



Key Responsibilities:

- Directed end-to-end Category Management for Corporate Services, overseeing an annual spend of USD 1 Billion, delivering significant cost savings and operational value.
- Led the development and execution of strategic sourcing plans, aligning procurement priorities with corporate objectives and national-level telecom demands.
- Spearheaded the digital transformation of sourcing operations, implementing SAP Ariba, Ivalua, and Oracle Procurement to streamline E2E processes and increase efficiency.

- Established and monitored category performance KPIs, setting annual savings targets and driving cross-functional sourcing initiatives across nine business units.
- Oversaw supplier performance frameworks, including certification, audits, and performance measurement systems that ensured compliance, service quality, and accountability.
- Led complex contract negotiations in collaboration with legal, securing optimal terms while mitigating risk and enhancing supplier relationship governance.
- Directed a high-performing team of six categories and sourcing professionals, fostering collaboration across departments and supporting enterprise-wide procurement needs.
- Managed project timelines, budgeting cycles, and financial reporting processes to ensure organizational discipline and effective resource utilization.
- Played a key role in business continuity and crisis management, ensuring procurement and support services remained agile and resilient during critical events.
- Supported executive leadership through strategic input on vendor strategy, policy development, and regulatory compliance in alignment with corporate governance frameworks.
- Represented Ooredoo in national and regional industry forums, seminars, and executive panels, contributing to thought leadership and procurement innovation.
- Led key initiatives to improve facilities management, health & safety compliance, and corporate service delivery, enhancing operational excellence and employee experience.

Supply Chain Operations Director, April 2016 – June 2017

Houston Oil Field Services– 77407 Houston, Texas, USA

Key Responsibilities:

- Spearheaded comprehensive trading operations across GCC, MENA, ASIA, and USA, delivering strategic Outsourced Procurement and Supply Chain consultancy solutions
- Led regional activities across GCC, MENA, Asia, and USA for multiple firms
- Established strong vendor and trading networks across regional and international markets, facilitating cross-border sourcing, contract fulfillment, and project delivery.
- Introduced risk-mitigated procurement models, improving client service levels and reducing total cost of ownership for high-value equipment categories.

Head of Procurement & Supply Chain, April 2013 – April 2016

multiforms

Multiforms Architectural Facade - Dubai / KSA, United Arab Emirates / Saudi Arabia

Key Responsibilities:

- Led end-to-end procurement, supply chain, and logistics operations across UAE and KSA manufacturing units for aluminum, glass, steel, and composite façade systems, managing an annual spend of USD 100M.
- Oversaw a team of 96+ professionals, driving performance in purchasing, materials management, inventory control, and contract administration.
- Executed strategic sourcing, contract bidding, and supplier onboarding processes in line with FIDIC standards, ensuring compliance, cost efficiency, and timely delivery.
- Developed a centralized procurement department with SOPs, supplier KPIs, and reporting tools, improving operational governance and decision-making.
- Achieved measurable cost savings and improved supplier service levels through negotiation, long-term agreements, and optimized logistics planning.
- Acted as the key liaison with project consultants, contractors, and internal stakeholders to streamline material approvals, delivery schedules, and project requirements

Regional Supply Chain & MM Director, Oct 2008 – March 2013

Reem Emirates (Royal Group) - Abu Dhabi, United Arab Emirates



ROYAL GROUP

reem emirates
aluminum

Key Responsibilities:

- Led end-to-end supply chain and materials management operations across GCC projects, managing USD 40M in annual direct and indirect spending.
- Directed procurement strategy, supplier selection, and contract execution in compliance with local regulations and FIDIC standards, ensuring timely project delivery.
- Forecasted demand and optimized inventory levels (Min/Max models), maintaining material flow and eliminating supply gaps across regional operations.
- Monitored subcontractor performance against project milestones and implemented controls to ensure alignment with baseline schedules.
- Implemented process improvements to drive operational efficiency, reduce costs, and enhance service delivery across logistics and procurement functions.
- Recruited, trained, and led a team of 96+ employees, fostering a performance-driven culture and aligning team output with organizational goals.
- Built strong relationships with internal and external stakeholders to facilitate business growth, customer satisfaction, and on-ground execution success.

Commercial and Projects Manager, Oct 2005 – Oct 2008

Petra Gulf L.L.C - Dubai, United Arab Emirates

Key Responsibilities:

Managed commercial, contracts, and procurement functions for major aviation and infrastructure projects including AX262, AX101, Cargo Mega Terminal, and the Airbus Spare Parts Center. Oversaw tendering, materials management, and supplier negotiations for an annual spend of

USD 40M, ensuring compliance with FIDIC and local regulations. Streamlined inventory forecasting to align material flow with project milestones and monitored subcontractor performance to ensure on-time delivery and cost control.

Procurement Supervisor, Sept 2004 – March 2006

Leaders Aluminium Glass - Sharjah, United Arab Emirates

Key Responsibilities:

Led procurement and sourcing for architectural façade projects, managing supplier selection, negotiation, and cost control. Achieved a 15% annual cost reduction through competitive sourcing and improved delivery timelines by streamlining procurement processes and vendor performance tracking.

Senior Marketing Officer, Dec 2002 – Sept 2004

Al Abbar Group of Companies - Dubai, United Arab Emirates

Key Responsibilities:

Directed sales and marketing for architectural glass projects across the GCC, aligning product delivery with technical specifications and client expectations. Secured major commercial projects, contributed to significant revenue growth, and maintained high customer satisfaction through effective project oversight.

Commercial Manager, Feb 1998 – Dec 2002

Al Adeel Aluminium - Sharjah, United Arab Emirates

Key Responsibilities:

Managed commercial operations and office administration for cast aluminum works, optimizing internal workflows and supporting sales initiatives. It played a key role in enhancing operational efficiency and driving business continuity across commercial functions.

SKILLS

Hard Skills	Soft Skills
✓ Strategic Sourcing & Category Management	✓ Strategic Planning & Commercial Acumen
✓ Global EPC Procurement & Logistics	✓ Leadership & Team Development
✓ Contract Drafting & Risk Evaluation (FIDIC)	✓ Stakeholder Engagement & Collaboration
✓ ERP Systems (SAP Ariba, Oracle, Ivalua)	✓ Crisis Management & Risk Mitigation
✓ Procurement Policy & Governance	✓ Resilience in Complex Environments
✓ Cost Reduction & Budget Analysis	✓ Dispute Resolution & Communication
✓ Inventory Management & Forecasting	✓ Agile Thinking & Adaptability
✓ International Trade & Customs Compliance	✓ Continuous Improvement Mindset
✓ Supplier Performance & Negotiation	✓ Decision Making Under Pressure
✓ Supply Chain Analytics & Reporting	✓ Vendor Relationship Building
✓ Sustainability & Ethical Sourcing	
✓ Logistics & Warehouse Coordination	
✓ M&A Procurement Integration	
✓ Regulatory Compliance	
✓ Excel & Inventory Software Proficiency	

EDUCATION & PERSONAL INFORMATION

- ❖ **Education**
MBA – Marketing & Management
College of Business Administration, Lahore, Pakistan
Focused on strategic management, ISO 2000 systems, and business leadership.
- ❖ **B.Sc. – Biochemistry (1996)**
University of the Punjab, Lahore, Pakistan
MOE-UAE Recognized (Local Equivalency Attested)
- **Languages**
English: Fluent | Urdu: Native | Arabic: Fair
- **Personal Details**
Date of Birth: 26 April 1977 | **Nationality:** Pakistani | **Marital Status:** Married
Visa Status: GCC Resident (Transferable) | USA B1/B2 (Work Permit obtainable within 2–3 months)

- CIPS Ethical Procurement and Supply – 2025
 - Environmental Procurement Champion – CIPS
 - Human Rights Champion – CIPS
 - Anti-Fraud, Bribery & Corruption Champion – CIPS
- Certificate of Completion – “Generative AI for Business Leaders”
- Certificate of Completion – “The Art and Craft of AI for Business Resilience”
- Certificate of Completion – “Design Thinking”
- Certificate of Completion – “Data Strategy” (PMI & CPA)
- Certificate of Completion – “Enhancing Data Literacy Across the Enterprise”
- Certificate of Completion – “Cyber Hero”
- Certificate of Completion – “Data Privacy”
- Certificate of Completion – “Phishing Alert”
- Certificate of Achievement – “Physical Security Controls”
- Certificate of Completion – “Project Management Foundations”
- Certificate of Completion – “Procurement in Project Management”
- Certificate of Completion – “Implementing Supply Chain Management”
- Certificate of Completion – “Supply Chain Foundations – Risk and Resilience”
- Certificate of Completion – “Managing a Cross-Functional Team”
- Certificate of Completion – “Managing for Results”
- Certificate of Completion – “Becoming an Impactful and Influential Leader”
- Certificate of Completion – “Creating a High-Performance Culture”
- Certificate of Completion – “Building Your Visibility as a Leader”
- Certificate of Completion – “How Leaders Can Connect Empathy and Results”
- Certificate of Completion – “Developing Self-Awareness”
- Certificate of Completion – “Nano Tips to Speak Up in Meetings”
- Certificate of Completion – “Negotiate Like a Lawyer”
- Certificate of Completion – “Fire Safety Emergency Response Training Course”
- Diploma – “AutoCAD 2000” (Year 2000)

ARTICLES (LINKEDIN)

- **Procurement & Strategic Sourcing in UAE Real Estate: The Future**
 - <https://www.linkedin.com/pulse/procurement-strategic-sourcing-uae-real-estate-future-jawad-minhas-tv79f/?trackingId=T>
- **Sourcing: The Universal Art Beyond Industry Boundaries**
 - <https://www.linkedin.com/pulse/sourcing-universal-art-beyond-industry-boundaries-jawad-minhas-fvtzf/>
- **My Journey Transforming Procurement & Sourcing Strategic Impact**
 - <https://www.linkedin.com/pulse/my-journey-transforming-procurement-sourcing-strategic-jawad-minhas-l4pve/>
- **Agile Procurement Approach for Data Center Construction**
 - <https://www.linkedin.com/pulse/agile-procurement-approach-data-center-construction-jawad-minhas-aumbf/>

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