

## Contact

[www.linkedin.com/in/mohamed-sohail-r](http://www.linkedin.com/in/mohamed-sohail-r) (LinkedIn)

## Top Skills

Procurement

Supply Chain Management

Proposals

## Languages

Python

R

SQL

Hindi (Native or Bilingual)

Urdu (Native or Bilingual)

Tamil (Native or Bilingual)

## Certifications

Google Data Analytics Certificate

The Fundamentals of Digital Marketing

Project Management Professional (PMP)®

Primavera P6 Essential Training

Career Essentials in Generative AI by Microsoft and LinkedIn

## Honors-Awards

1st Dan Black Belt

1st Class Honours Graduate

1st Class Honours Graduate

# Sohail B.Tech, MSc, MBA, PMP®, CIPS® Level 5, CEng

Procurement & Supply Chain Specialist | Strategic Sourcing | Vendor Management | Contracts & Proposals | CIPS Level 5 Candidate  
Abu Dhabi, Abu Dhabi Emirate, United Arab Emirates

## Summary

Hi, I'm Sohail!

You can reach me at [+971507174750](tel:+971507174750).

I am a Procurement, Contracts & Proposals professional with a strong foundation in commercial operations, vendor management, and data-driven decision-making, helping organizations achieve cost efficiency, compliance, and successful project delivery.

I've supported and managed end-to-end procurement, contract coordination, tendering, and proposal development across healthcare, oil & gas, and education sectors, driving optimized sourcing, competitive pricing, and timely project execution.

My Core Expertise:

# Procurement & Strategic Sourcing – RFQs, supplier evaluation, bidding, negotiations support & PO coordination

# Contracts & Proposals – Tender documentation, commercial evaluations, pricing analysis, BOQs & compliance

# Vendor & Supplier Management – Performance tracking, lead times, delivery control & relationship management

# Cost Control & Commercial Reporting – Budget tracking, variance analysis & procurement KPIs

# Data-Driven Procurement – Advanced reporting using Excel, SQL, Tableau & Python

# Cross-Functional Coordination – Engineering, finance, operations & stakeholders

Credentials & Learning:

# MBA | MSc | PMP | CIPS Level 5 (Ongoing)

I thrive in commercially driven environments where procurement intelligence, contract governance, and supplier performance directly impact business success.

Actively seeking roles in Procurement, Contracts, Proposals, Commercial & Supply Chain.

Let's connect and explore how I can support your commercial and procurement goals!

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## Experience

Avenir International Engineers & Consultants

Senior Procurement Engineer (Contracts, SCM & Proposals)

September 2025 - Present (9 months)

Abu Dhabi, Abu Dhabi Emirate, United Arab Emirates

Lead end-to-end procurement operations including sourcing strategies, supplier selection, RFQ/RFP preparation, bid evaluation, and PO management.

Negotiate and administer supplier contracts, ensuring compliance with commercial terms, HSE standards, and corporate procurement policies.

Develop and maintain supplier relationships and vendor performance KPIs, driving continuous improvement and cost reduction outcomes.

Manage procurement compliance frameworks aligned with ADNOC and international procurement standards to ensure regulatory adherence.

Coordinate cross-functional procurement activities with engineering, finance, legal, and project management teams for seamless execution.

Prepare and review proposals, commercial documentation, and contract amendments in support of large-scale project delivery.

Drive spend analysis, category strategy execution, and procurement reporting for senior leadership to support strategic growth.

# Oversee multi-million-dollar engineering procurement, ensuring technical and commercial alignment throughout the project lifecycle.

## WOODMANS MEDITECH LLC

Senior Procurement Engineer

June 2023 - September 2025 (2 years 4 months)

Abu Dhabi, Abu Dhabi Emirate, United Arab Emirates

Managed RFQs, vendor sourcing, bid evaluations & commercial comparisons to support efficient procurement decisions.

Coordinated tender documentation, proposals, BOQs & pricing submissions in line with UAE commercial standards.

Supported contract documentation, variation tracking & commercial compliance across project phases.

Monitored supplier performance, lead times, expediting & delivery schedules to meet project timelines.

Performed cost analysis, budget tracking & price benchmarking for procurement optimization.

Coordinated with engineering, finance, site teams & vendors for smooth procurement execution.

Prepared procurement reports, commercial summaries & KPI dashboards.

# Ensured HSE, quality & contractual compliance throughout procurement and execution.

## Archirodon Group N.V.

Project Engineer – Procurement & Administrative Support

December 2021 - June 2023 (1 year 7 months)

Abu Dhabi, Abu Dhabi Emirate, United Arab Emirates

## Supported material requisitions, vendor evaluations & purchase order tracking.

Assisted in tender reviews, proposal evaluations & contract documentation.

Tracked supplier deliveries, variations & commercial documentation.

Maintained procurement trackers, cost logs & vendor performance records.

Supported budget monitoring & cost control at project level.

Coordinated with suppliers & subcontractors to resolve delivery and commercial issues.

Ensured documentation compliance with client and internal procurement policies.

## Brixsom

### Data Analyst

January 2021 - March 2021 (3 months)

London, England, United Kingdom

Developed procurement dashboards & KPI reports using Excel, SQL & Tableau.

# Automated vendor performance tracking, cost reports & delivery analytics.

Enabled data-driven sourcing decisions & price benchmarking.

Improved accuracy & efficiency of procurement reporting through automation.

## ONGC Foundation

### Research And Development Intern

December 2017 - February 2018 (3 months)

Kayalpattinam, Tamil Nadu, India

Assisted in designing and executing technical experiments to support research and technology development.

Performed data analysis using statistical tools & software, supporting technical and commercial reporting.

Maintained accurate documentation of experimental procedures, results & technical reports.

Conducted literature reviews and research studies to support ongoing projects.

Managed laboratory inventory, materials, and equipment readiness — aligning closely with procurement & stock control practices.

# Ensured strict compliance with SOPs, quality standards & safety procedures.

Collaborated with cross-functional technical teams to support project deliverables and reporting.

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## Education

University of West London

Master of Business Administration (MBA), Business Administration and Management, General

University of Aberdeen

Master of Science - MS, Reservoir Engineering

CIPS - The Chartered Institute of Procurement & Supply

CIPS Level 4, Purchasing, Procurement/Acquisitions and Contracts Management · (September 2024)

Anna University Chennai

Bachelor's in Technology from DACE, Petroleum Engineering

Crescent School

+2 Higher Secondary Education, State Board Matriculation

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