**JAMEL MAATOUG**

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**PROFILE:**

Cost effective Manager with demonstrated success in procurement, sourcing,

Strategic planning, logistics and process improvement.

Results – driven professional who excels in cost saving, lowering expenses,

Streamlining operation, capitalizing on hiding opportunities with over 50M$ in saving.

Proven team leader with a track record in creating growth, fostering productivity and

Increasing profits.

**CORE COMPETENCIES:**

* Cost saving initiatives - Suppliers Partnerships
* Strong negotiation skills - Budget analysis
* Strategic sourcing - Customer & stake holders satisfaction
* Contract management - Goal focus strategist
* Turnaround catalyst - Team player & leadership

**WORK EXPERIENCES:**

May, 2014 – June, 2018 **Terramar Sports / Lamour Hosiery Inc.** (Fashion & apparel Ind.)

**TRIMS – ACCESSORIES - PACKAGING MANAGER**

([www.terramarsports.com](http://www.terramarsports.com); [www.lamour.com](http://www.lamour.com))

* Work closely with the design & product development to help sourcing all approved items o tech-pack such as fabric, packaging, trimming and accessories for both organizations in Montreal & NY for own brands and private labels such as (Dicks sporting goods, New Balance, Bass Pro, Hanes, Wal-Mart , Blains, Giant Tiger, Dollar general, Marks, Joe Fresh and others.).
* Review and assure that best prices for all product line “trims, accessories & packaging” are negotiated and meet specifications prior to any orders are placed by factories buyers.
* Make sure our suppliers & contractors worldwide understand & adhere to the company rules and regulations in order to achieve the outlined standard, to ensure compliance to brands operation manuals, regulations and other standards.
* Continually looking for innovative and technologically advanced products to reduce cost without Jeopardize quality or production.
* Participate in the product development meetings with end customers to define and fine tune design concepts for what’s related to Packaging, get print proof and mock-ups approved negotiate best market prices and finalize supplier selection.
* Responsible to source, develop and negotiate all trims & packaging prices by country where sewing operations take place (i.e. China, India, Bangladesh, Mexico).
* Make sure buyers place Trims & packaging orders with designated suppliers for brands and our own products in a timely manner to meet Factory production confirmed FG shipping time frame.
* Daily review and resolve issues relates to managed lines such as raw material, trims, packaging including production delays, shortages, quality, brokerage, logistic & customs clearance.
* Manage critical path to meet ETD to customer & report monthly inventory for owned goods at the plants.
* Match & approve invoices for received goods vs. packing list & PO’s., and release to finance for payment.

August 2011 – June, 2013 **PHARMASCIENCE** (Generic Drugs Mfg.) Montreal, QC

**INDIRECT SENIOR PROCUREMENT OFFICER (**[www.pharmascience.com](http://www.pharmascience.com))

* Total spend responsibility was approximately over 60M$ yearly (T&E, Safety Supplies, Office Supplies, Utilities, Outside Services, Contract Services, Lab Glassware & Consumables, Marketing & Promotional products, Facilities, MRO and Packaging
* Responsible for the development and maintenance of strategic initiatives within all indirect sourcing categories activities.
* Work with supplier base to continually identify process improvements and cost reduction opportunities including quarterly KPI and relationship management.
* Integrate strategic procurement activities with business units and stakeholders representative.
* Objective setting, measurement, reporting & process improvement in all areas of responsibility.
* Master and benchmark assigned categories to make sure always have the best quality services and competitive prices available on the market.
* Work with legal department to develop and implement supply/service agreement with preferred vendors.
* Establish and lead the implementation of the best purchasing practices aligned with Corporate

Philosophy and overall objectives.

Sept1999 – June 2010 (11 years) **GILDAN ACTIVEWEAR INC. (**Apparel Mfg.) Montreal, QC

**CORPORATE PURCHASING MANAGER(** [www.**gildan**.**com**](http://www.gildan.com)**)**

* Responsible for the company procurement activities and budget of over $60MM yearly (Raw mat, Chemicals, trims, packaging, Equipment and MRO) in Canada, USA, Central America and Caribbean.
* Develop recommendations regarding procurement strategies to support the company’s overall goals and objectives.
* Analyze costing and purchasing structure extensively to identify all repetitive and “non value” functions; constantly streamline procedures to shorten supply chains and timelines, improving overall efficiency.
* Manage all product costs forecasts on monthly basis to be consistent with budget, sales and production forecast changes
* Lead vendor selection and negotiations for raw material, chemicals, packaging, trims & accessories, MRO and Capex within a defined portfolio for all company hubs.
* Manage strategic supplier performance & relationship through the use of business reviews, supplier performance scorecards, metrics reporting, contract administration tools and continuous improvement projects.
* Roll up companywide volumes and consolidate vendors to achieve a higher cost saving thus fully leveraging company’s buying positions.
* Develop key programs with high volume suppliers for consignment or vendor managed inventories.
* Provide coaching and monitoring of local & overseas procurement teams; negotiations and cross functional management (2 direct buyers and 15 buyers outside Canada).
* Develop clear & relevant individual and team objectives that support the overall corporate strategy.
* Develop detailed quarterly purchasing forecast as a basis for negotiations also metrics and industry benchmarks to define and measure key performance indicators.
* Support implementation of JD Edwards system, corporate purchasing policies and procedures also the integration activities of new acquisitions.
* Captured over $30MM (10 – 20% reduction) in saving for Trims, raw mat, chemicals and packaging for the last 9 years by constantly adjusting strategic sourcing (matrix and competitive bidding) to meet market conditions through negotiation, consignment, blanket orders supply agreement and inventory control.
* Successfully participate in the transfer and decentralization of raw mat, MRO purchasing tasks to our Honduras local supply chain in order to be more accountable for budgeting, forecasting and decision taken.
* Effectively communicate with cross functional groups to resolve complex business issues with respect to product specifications, lead time, costs and supplier alignment.
* Worked with Technical Yarn director to improve the sales of our QC rejected fabric to recyclers at higher prices by segregating fabric by category also find a way to produce recycled yarn to be used without adding any extra dyeing process.

**EDUCATION:**

* Bachelor degree of Business Administration – 1993

University of Quebec at Montreal (UQAM) - Canada

* Technician Diploma in design and civil engineering – 1982 Tunisia

**COURSES / SEMINARS:**

* Member of the Canadian purchasing associations since 1999 (P.M.A.C.)
* Ethical problems in purchasing and supply chain management - 02/1999
* Principles of Transportation & logistics - 06/1999
* Certificate of training excellence “ How to be a better buyer” - 01/1995
* Six Sigma DMAIC & Lean methodologies for process improvement

3 days training – 04/2009 plus white belt in 2012.

* Certificate of Completion: Managing Supplier Performance - 02/2010

**SOFTWARE & SYSTEMS:**

* JD Edwards , AS400, SAP, MRP platform, Blue Cherry & Envision
* Windows Office (Excel, Access, Word, Power Point, Outlook)

**LANGUAGE:**

* Fluent French and English (speaking & writing)
* Fluent in Arabic
* Limited knowledge of Spanish and Italian.

**REFERENCES:**

Vahan Manoukian (previously VP Purchasing at Gildan)

Director Procurement and special project RIO TINTO CANADA

Tel: 514.947.2781

Normand Bernier (Previously Purchasing Director at Gildan)

Global Procurement Director PHARMASCIENCE INC.

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Ben Liberman EVP – Lamour Group Inc – Terramar Sports - Tefron

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