

Shane Brennan

Dubai, United Arab Emirates ✉ shanesbrennan@gmail.com ☎ +971 50 3775828 🌐 in/shane-brennan-uae/

SUMMARY

Procurement Director with over 25 years of experience leading procurement, supply chain management, logistics, and operations across multiple sectors including construction, industrial, medical, government, and lifestyle. Specializing in global sourcing, strategic sourcing, and procurement process re-engineering, overseeing complex capital mega projects and delivering cost savings and process improvements. Proficient in 3PL logistics management and materials management, navigated strategic sourcing and supply chain planning & optimization to improve cost efficiency. Expertise in managing extensive budgets and diverse teams ensuring compliance with international standards. Leadership in procurement and logistics for high-profile projects, involved managing budgets up to \$1B USD and securing optimal terms and cost efficiencies through vendor relationships. Skilled in applying Lean Six Sigma methodologies to improve operations and utilizing software tools such as SAP, Primavera Contracts Manager, and Adobe Acrobat to optimize procurement and supply chain processes. **Immediately available for both FTE & FTC engagements, flexible with relocation to the wider GCC, call me to discuss business direction, objectives and challenges.**

EXPERIENCE

Consultant | Freelance | Dubai, United Arab Emirates | Jan 2024 – Present

- Procurement and operations consultant providing guidance on departmental setup, policies, procedures, systems and management.

Head of Global Procurement | The Entertainer | Dubai, United Arab Emirates | May 2020 – Jan 2024

- Led a team of 7 across multiple locations, directly reporting to the CFO and CEO and managed a budget of 2.5M AED.
- Renegotiated Payment Service Provider processing rates, leading to savings of 3.6M AED p/a and the development of 2 new income streams (additional 1.8M AED in revenue).
- Sourced the supply and implementation of an ERP system covering Finance, HR, Procurement, and Sales modules, achieving cost savings of over 1.5M AED.
- Led the renegotiation of the long-term head office lease, securing opt-out clauses, reduced rates, and additional benefits, yielding savings of 5M AED.
- Developed the corporate procurement function, creating a holistic view of costs and spending that is intrinsically linked to the finance department.
- Conducted quarterly group classes with department heads and procurement contacts, enhancing compliance with procurement procedures and updates.
- Led the corporate procurement function, implementing a procurement process and setting up critical procedures, transforming company-wide procurement activities.
- Achieved overall savings of over 10M AED through strategic execution and oversight of internal best practices, sourcing, tendering, negotiation, and supply management across IT equipment, SAAS, ERP systems, office leases, and various insurances.
- Provided solutions that produced improvements within the company, strategically managing supplier relationships to enhance profitability and competitive position.
- Collaborated with finance, legal, and human resources departments to deliver solutions that met diverse internal needs.
- Activated an existing unutilized cloud-based procurement approval management system to optimize procurement operations.
- Oversaw company-wide contracts for office leases, health and business insurance, cyber insurance, software, and service agreements.
- Sourced a short-term HR system, negotiating a 20% discount on the initial pricing and favorable payment terms, integrating with existing financial software.
- Managed portfolios including health insurance, business insurance, cyber insurance, various software contracts, service agreements, and Payment Service Provider management across all operational jurisdictions.

Global Operations Manager | International SOS | Dubai, United Arab Emirates | October 2018 - May 2020

- Led a team of 5 across multiple locations including, revamping operations and logistics policies and procedures, reporting directly to the Global Operations Director and Manager of the Government Group.
- Managed logistics and operations project budgets ranging from \$2M USD to \$35M USD, achieving savings of over \$2M USD through operations enhancements.
- Achieved 99.9% on-time in full delivery of projects by actively managing each milestone from start to finish.
- Established direct communication links with NATO command on the ground in Afghanistan, resolving logistics, acceptance, and clearance issues, reducing delays, risks to medical product integrity, and preventing pilferage.
- Increased trust and credibility with the client NSPA, leading to a 15% increase in annual revenue and reclassification of the group as NSPA's "go-to provider."
- Led an integrated global logistics and operations management function, delivering world-class supply chain solutions for pharmaceuticals and medical items to international government agencies and NGOs, including NATO and the UN, ensuring timely delivery to hostile, crisis environments.

Consultant Project Procurement Lead | M+W Group | Maynooth, Ireland | January 2017 - October 2018

- Supported the procurement process for the GE Healthcare Kubio development project and two Intel expansion projects.
- Applied best procurement practices to maximize a competitive bidding process, utilizing pre-qualification exercises such as Request for Information, Request for Quotations, Requests for Proposals, and Invitation to Bid.
- Developed sourcing strategies, negotiated purchase orders, and resolved performance issues.
- Ensured buying below budget and adherence to delivery schedules across all projects, impacting cost savings and project timelines.
- Provided efficient forecasting by delivering current reports to the project team.

Consultant Project Procurement Lead | Fluor | Ras Al Khair, Saudi Arabia | January 2013 - January 2017

- Led a team of 12 to 15 people, overseeing substantial subcontractor operations including Daelim, Intecsa, DYWIDAG, Kentz, and Dragados Gulf, reporting directly to the PMC Project Director and client-side Director.
- Captured savings of up to \$1M USD through innovative solution sourcing for transport restrictions and alternative fabrication methods.
- Managed budgets ranging from \$2M USD up to \$1B USD, achieving savings of over \$4M USD across 2 projects.
- Delivered crisis management solutions that saved the project over \$1M USD through effective problem-solving during critical project execution phases.
- Oversaw procurement and material management activities for 3 EPCs and a project 3PL contractor on the \$14B USD Ma'aden Phosphate project at Ras Al Khair.
- Managed a procurement and materials management function for Fluor, coordinating with 3 separate contractors over a 4-year deployment.
- Executed detailed strategies for critical procurement items, assessing supply chain risks and implementing mitigation plans to maintain project integrity and timelines.
- Planned the logistics and material management of bulk and engineered equipment, systems, and construction materials, contributing to project operations.
- Directed logistics plans during an assignment, addressing issues with contractors to avoid costly overruns.
- Presented project logistics, procurement, and material management strategies to the Ma'aden board in Riyadh on three occasions, representing Fluor PMC.
- Negotiated terms and conditions with vendors, achieving superior outcomes in quality, quantity, price, delivery, and innovation to meet or exceed project expectations.
- Assessed the performance and quality of vendor materials, equipment, subcontractors, and professional service providers.
- Implemented strategic procurement activities for EPC contractors on the Ma'aden-Alcoa Auto-Sheet Project, encompassing sourcing, management, and maintenance.

Consultant Project Procurement Lead | Fluor | Paris, France | September 2012 - January 2013

- Led a diverse team of 13 professionals across Paris and Guinea, reporting directly to the Director of Procurement and the Project Director.
- Managed a procurement budget of approximately \$5B USD for the \$20B USD Rio Tinto Simandou Project, overseeing critical construction elements including infrastructure, mine plant and machinery, and support buildings.
- Coordinated contract negotiations and supplier performance management.
- Assisted management and project leaders in developing package components for purchasing materials and services.
- Coordinated with vendors to secure necessary component bids, analyzing vendor performance to enhance cost control and procurement efficiency.
- Supported all aspects of the procurement process, from identifying cost-saving opportunities through contract administration to developing sustainable procurement procedures.

Consultant Procurement Lead | Kentz | Clonmel, Ireland | July 2012 - September 2012

- Managed complex procurement activities for the regional business and 4 specific projects, ensuring alignment between costs, commercial needs, and project execution.
- Improved procedural compliance and eliminated non-approved and non-transparent purchasing transactions, reinforcing integrity and transparency in procurement processes.

Consultant Project Procurement Lead | Contracts Inc | Alberta, Canada | March 2011 - July 2012

- Directed the planning and execution of procurement activities for the Kearn Oil Sands Project, ensuring project deliverables related to cost, schedule, and quality.
- Executed processes to evaluate vendors and collaborated with them to confirm an uninterrupted flow of materials, maintaining consistent supply chain operations.
- Developed sources of supply, solicited and analyzed proposals, and negotiated requirements, price terms, and conditions in collaboration with the project management team and department heads.

Consultant Group Procurement Manager | Sepam | Doha, Qatar | June 2009 - March 2011

- Led a team of 7, reporting directly to the Project Director and CEO.
- Provided leadership and implemented procurement and contracting strategies, standards, processes, systems, and plans for complex capital mega projects such as the New Doha International Airport and Greater Gabbard Offshore Wind Farm, ensuring the delivery of

value-maximizing investments.

- Identified interfaces and risks, implementing procurement strategy plans to achieve cost reduction and deliver a reliable and responsive supply chain.
- Established and controlled corporate accounts and pricing agreements with vendors in new territories, optimizing procurement efficiency and vendor relations.
- Managed a procurement budget of approximately \$2M USD for projects with a total value of \$600M USD, focusing on strategic financial management.
- Directed the procurement elements of construction projects, including airport facilities like car parks, mosques, and terminal areas, integrating electrical, mechanical, and plumbing requirements with fit-out elements.

General Manager | Martin Brothers Motors Ltd | Mullingar, Ireland | October 2006 - June 2009

- Partnered with the managing director to improve business operations, yielding a more efficient and lean result.
- Improved existing management and tracking systems, enhancing the recording of time, materials, labor, vehicle details, and advisory maintenance.
- Acted as the first point of contact for the company with customers and suppliers, addressing any concerns and maintaining strong business relationships.
- Worked with sales and accounts departments to determine stock readiness for sale.

EDUCATION

Master of Business Administration, International Business and Strategy | University of Gloucestershire

Bachelor of Science, Business Administration | New Charter University

Post Graduate Diploma, Supply Chain Management & Logistics | Westford University

CERTIFICATIONS

Chartered Fellow (FCMI)

Certified Professional Purchasing Manager (CPPM)

Chartered Institute of Purchasing & Supply (CIPS)

Lean Six Sigma Green Belt

SKILLS

Microsoft Office | SAP | Fluor Material Management (MatMan) System | Primavera Contracts Manager | Pegasus Opera Accounts | Sage Coretime | Sage Accounts | Adobe Acrobat | Native English | Basic French | Global Sourcing | Procurement | 3PL Logistics Management | Operations Management | Cost Efficiency | Supply Chain Management | Materials Management | Supply Chain Planning & Optimisation | Strategic Sourcing | Market Research | Business Process Re-engineering | Lean Six Sigma | Budget Management | Contract Administration & Management | Risk Mitigation | Vendor Management