

SLIM BEN ROMDHANE

Department Manager Procurement
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SUMMARY

Results-driven Procurement Manager with over 10 years of experience in the oil and gas industry, consolidated with 7 years' sales & engineering experience of Process Control Equipment.

Recognized for optimizing supply chain operations and fostering strong supplier relationships to ensure reliability and performance. Demonstrated a proven track record in creating and implementing efficient sourcing and contracting strategies that contributed to achieve the organization goals and resulted in significant cost savings up to (25% spend reduction (€116 million). Managed €210 million in contracts, mitigating risks, enhancing performance, and aligning strategies with business goals in high-pressure environments.

Proven expertise in negotiating contracts, streamlining procurement processes, and ensuring compliance with company policies and industry regulations. Adept at utilizing data analytics to drive informed procurement decisions and process improvements. Led procurement digitalization using SAP ARIBA, FIORI, and SAP HANA.

Played a key role in sourcing for the €1.2 billion Nawara Project, ensuring a smooth transition from construction phase to operations. Proficient in establishing, guiding, and developing procurement teams to meet objectives and foster professional development.

WORK EXPERIENCE

Department Manager Procurement, OMV (TN) Production GmbH - 2019-Present

Oversaw all procurement activities, including project procurement and governance.

Responsibilities:

- ▶ Led a team to implement best-in-class procurement practices and optimize contract management.
- ▶ Drafted, negotiated, and managed the strategic contracts, ensuring compliance, mitigating risks, and maintaining stakeholder relationships.
- ▶ Enhanced team performance through training, feedback, and continuous improvement initiatives.
- ▶ Collaborated with key partners, including governmental and business stakeholders, ensuring alignment with regulations and agreements (Joint Venture agreement, Production Services Association).
- ▶ As a member of the Leadership Team, I actively participated in developing the organization's Medium-Term Plan (MTP) and made significant contributions toward achieving its strategic objectives.
- ▶ Collaborated with Executive Board Members, the Chief Financial Officer (CFO), and the Chief Procurement Officer (CPO) to achieve corporate objectives and ensure regulatory compliance within the venture.

Achievements:

Enhancing Team Efficiency & Cost Reduction.

- ▶ Delivered net savings of € 65 million in operational and project procurement through innovative strategies and effective supplier management.

Advancing Digitalization & Procurement Excellence.

- ▶ Initiated and implemented SAP Ariba for sourcing projects
- ▶ Developed e-catalogues aimed to automate contracts
- ▶ Conducted multiple training sessions on Procurement E-tools PR for beneficiaries, enhancing user proficiency
- ▶ Established a fully functional automated procurement process based on Low-Touch and No-Touch methodologies
- ▶ Implemented with the Logistic and Business the MRP system aligned with best practices and head office regulations

Quality Improvement of P2P and S2C Processes.

- ▶ Conducted regular P2P process refreshment sessions with finance teams for cross-department alignment
- ▶ Led a across departments team to develop a comprehensive demand plan, ensuring its availability to establish efficient sourcing strategies
- ▶ Strengthened adherence to the Corporate Procurement Directive within ETAP (NOC) and accelerated approval collection processes

Strategic Procurement & Local Content Management.

- ▶ Led Local Content Management initiatives, ensuring alignment with OMV's Corporate Procurement Directive and tender outcomes
- ▶ Collaborated with local authorities, Unions, NOC, the Ministry of Energy to integrate local content into procurement strategies, supporting OMV's sustainability goals and regulatory compliance

Procurement Lead, OMV Tunesien GmbH – Tunis, Tunisia - 2014-2019.

Reporting directly to the Procurement Manager, with responsibility to secure professional supply of services, equipment, for maintenance, drilling, exploration, business services, and small to mid-size projects requirement in Tunisia.

Responsibilities:

Designed and executed sourcing strategies

Spearheaded the execution of tendering processes and RFPs to procure services and equipment, ensuring timely delivery, cost efficiency, full regulatory compliance, and adherence to the highest ethical standards

Responsible of drafting, reviewing, negotiating, and managing contracts to ensure compliance, minimize risks, and achieve organizational objectives

Fostered local content development to boost competitiveness and reduce social risks

Ensured compliance with ethical standards, adhering to corporate procurement policies and the Code of Conduct

Managed and developed a team of Senior Buyers, achieving cost savings and enhancing technical expertise in oil and gas procurement

Achievements:

- ▶ Savings and Efficiency Gains: Delivered total savings of €51 million by optimizing contracts, increasing competition, extensive negotiation, consolidating scopes of work, and leveraging economies of scale
- ▶ Camp purchases instead of rental, consolidated well-related services (WRS), transitioning from Electric submersible Pump to Jet Pumps and subsequently eliminating uneconomical workovers. Reducing SOW to be fit for purpose and onboarding of SME small and middle enterprise in the competition with Big Four (SLB, Weatherford, Baker Hughes, Halliburton...), Introduced mini-competition concept among OMV contractors and restructured major contract payment terms
- ▶ Strategic Sourcing & Contracting: Developed a tailor-made sourcing strategy, onboarded ETAP (National Oil Company NOC) to receive approval which enabled and expedite early production from the TOG project
- ▶ Process Enhancements: Played a pivotal role in implementing & enforcing of P2P procedures in Tunisia, enhancing procurement efficiency and compliance and the implementation of E-tools
- ▶ Risk Mitigation: worked closely with local communities and authorities preventing social unrest and contractor objections.
- ▶ Team Development: Organized targeted training sessions to improve procurement team's understanding of the business needs including Oil and Gas fundamentals, Plan-to-Strategy processes, Sourcing-to-Strategy, SAP4HANA, SAP Ariba tools, TCO principles, efficiency models, and the Kraljic Portfolio Model

Training & Development:

- ▶ Well-related services and intervention technologies (slickline, e-line)
- ▶ Artificial lift technologies and operating principles
- ▶ Petroleum economics, drilling, and completion for non-engineers
- ▶ Valve types and cost structures
- ▶ Incoterm definition and application

Business Development Manager

Emerson Process Management – LBP, Tunisia - 2007-2014

MicroMotion and Rosemount Products, Wireless Emerson Technologies and HART Wireless Communication Protocol & Raptor Tank Gauging System

Responsibilities:

Managed Emerson's portfolio in Tunisia, including instrumentation, valves, control systems, and ESD systems. Led revenue growth, strategic market expansion, and customer-centric solutions while negotiating key oil and gas contracts...

Conducted market research to identify industry trends and opportunities, Identified and evaluated new business prospects, developed and executed strategic growth plans, managed and expanded client relationships, oversaw proposal development, RFP responses, and contract negotiations, collaborated with technical teams for tailored solutions, represented the company at industry events, monitored KPIs and report performance to senior management.

Achievements:

- ▶ Tripled market share in Tunisia, positioning Emerson as a leader and trusted partner for innovative solutions.
- ▶ Introduced and homologated Wireless Process Monitoring Technologies with local authorities.
- ▶ Integrated MicroMotion Mass Flowmeters into Tunisia's fiscal metering standards.
- ▶ Directed Radar Tank Gauging System implementation for major storage tanks farms (Shell, Total, SEPT, TANKMED, OMV), replacing outdated systems.
- ▶ Upgraded separators & vessels loop control systems with advanced flow measurement technologies for key oil and gas operators.

Training & Development:

- ▶ Technical and Sales trainings for Pressure, Temperature, Level, Flow and Analysis measurements, Wireless measurement and monitoring technologies of Emerson products in France and Dubai Company Trainings Center.
- ▶ Engineering and Instrumentation Courses in France Emerson
- ▶ Trainings in Sizing and Quotation Tools of **Micro Motion**® flowmeters in Netherlands Emerson's training center
- ▶ Technical Trainings in Brooks Instruments in Vichy Training Center, France and in Dubai
- ▶ Training in sizing and quotation Tools of Emerson Tank Gauging Radar in Goteborg, Sweden
- ▶ Training on Sales strategies, negotiation skills in Emerson France.

Senior Sales engineer

EDATIS assigned to Benelux market portfolio 2006 - 2007

Responsibilities:

Sell E-marketing technology solution and supporting big companies to establish their Online Advertising and E-marketing strategies on the market.

Drive advertisers and com agencies to pilot and analyse their E-mail campaigns effectively,

Support companies to develop a global vision regarding their on-line marketing activities.

Achievements:

- ▶ Built from the scratch a complete business in Benelux region
- ▶ Established Frame Contracts with big communication/marketing agencies in Belgium and Netherlands with value of couple of millions of EUR

Business Development Engineer

SOCOOPEC 2004 - 2005.

Responsibilities:

- ▶ Drive the business development of Pesticides, Chemicals and Fertilizers products
- ▶ Developed the products portfolio of the company

Sales Engineer

BAYER Crop Science Tunisia rep 2003 - 2004.

specialized in the areas of seeds, Crop Protection and Pest Control

Responsibilities:

- ▶ Successfully introduced and promoted new products in the national market by developing targeted strategies to maximize visibility and adoption.
- ▶ Led field trial campaigns to ensure accurate evaluation and reporting of results, while organizing impactful launch events to generate market excitement.
- ▶ Monitored market trends, collaborated with cross-functional teams, and developed growth-oriented business strategies to drive long-term profitability and competitive advantage

EDUCATION

2002-2003: Master's degree from **University of Gembloux Agro-Bio Tech, Belgium**

Specialization in Agronomic, chemical Sciences and Biological Engineering

1999-2002: Engineer Degree from the National Agronomic Institute of Tunisia (**INAT**)

Specialization: Geological, Chemical sciences and Biological Engineering

1997-1999: Preparatory cycle at **INAT**, Engineer school

Specialization: Chemicals, Physics, Mathematics Geological, biological & Life science sciences

PEDAGOGICAL SKILLS

Instrumentations and Process Control: Operating principal, Courses designed and provided to engineers in OGIM School (Oil & gas institution of Monastir) (<http://ogim-skills.com/>) and APC Training Center in Tunis.

Instrumentations and Process Control: Operating principal, Customized courses for engineers from Oil&Gas, Power Generation, Refinery, Chemical industries in Tunisia: CPC, ALSTOM, BG Tunisia, Shell, SNDP, PERENCO, SEREPT, OMV, GCT, TPS.

Fundamental of Process Control Courses: Emerson Local business partners in French Speaking Africa Territory

Engineering / Specification Data Sheets elaboration: Courses provided for engineering and O&G companies on developing ISA-20 compliant specification forms for process instruments, control valves, and primary elements.

Process control optimization through the selection of appropriate measurement technologies: Courses provided for engineering and O&G companies.

Kraljic portfolio purchasing model: Trainings to Tunisia Local Team procurement, Optimization of Purchasing Costs and Risks, Developing a purchasing strategy for the equipment and services.

Purchase-to-Pay process: Training the procurement and Beneficiaries on the P2P process and its benefits behind of its implementation and enforcement.

Sourcing & Contracting Strategies: Training of the Procurement Team on the elaboration of sourcing & contracting strategies / tools: SAP ARIBA, POWER BI, Kraljic Matrix tools.

TECHNICAL SKILLS

Oil And Gas Industry & Business:

- O&G market players in Tunisia – extended knowledge
- Participated in several Site surveys Off/On-shore (All local O&G sites and platforms)
- Process Control - Well Related Services-Artificial Lift Rotating equipment -Workover and Drilling.

Computer Knowledge:

- Microsoft Offices Package, SAP, SAP4Hana, Proc E-tools: FIORI, CONTRACTUS

Languages Skills:

- Arabic: Native
- French: Native
- English: Proficient/Fluent (C2)

Personal Skills:

Team creation and talent development / Team Leadership & people management/ Negotiation skills- Expert / Procurement planning- Expert / Contract Management-Expert / Stakeholder management / Goal setting and meeting goals / Analysis & Strategic thinking / Developing & Implementing strategy / Problem solving & Conflict resolution / Listening Skills / Efficient and assertive Communication / interpersonal skills

references:

References available upon request.