



Mohamed Lema- Procurement Leader | Strategic Sourcing | Cost Optimization | Operation

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PROFESSIONAL SUMMARY

Strategic Supply Chain & Operations Leader with 7+ years of experience driving cost optimization, procurement excellence, and logistics innovation across Manufacturing, FMCG, E-commerce, NGOs, and Fintech. Proven track record in managing \$100M+ budgets, leveraging data analytics (Power BI, SQL), and leading Agile teams to deliver 7%+ cost savings and 30% efficiency gains. Certified Scrum Master (CSM) and Six Sigma Black Belt with expertise in blockchain-enabled supply chain solutions and donor-funded project compliance.

SKILLS

Technical: Supply Chain Optimization | Procurement Strategy | ERP Systems (SAP, Procurify) | Data Analytics (Power BI, SQL, Tableau) | Blockchain & Fintech Ecosystems | Lean Six Sigma

Core Competencies: Vendor Negotiation | Cross-Functional Leadership | Risk Mitigation | Donor Compliance (WFP, USAID, EU) | Financial Modeling | Smart Contracts | Last-Mile Logistics

Industry Alignment:

- **Manufacturing/FMCG:** Inventory Management, Vendor SLAs, Predictive Maintenance
 - **E-Commerce:** Digital Procurement Platforms, 3PL Coordination, Demand Forecasting
 - **NGOs/INGOs:** Grant Management, Humanitarian Logistics, Audit Compliance
 - **Blockchain/Fintech:** Supply Chain Finance, Decentralized Systems, Cryptocurrency Transactions
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PROFESSIONAL EXPERIENCE

Head of Operations | Institute of Directors Tanzania | Dar es Salaam
(Nov 2024 – Present)

- Transformed operations via digital tool integration, boosting member engagement by 25% and reducing administrative costs by 10%.
- Managed \$2M+ budgets across procurement, HR, and IT, aligning resources with strategic growth targets.
- Spearheaded risk management frameworks, ensuring 100% compliance with Tanzanian regulatory standards.

Procurement & Logistics Specialist | Weworld International | Tanzania (Pemba, Mtwara, Dar es Salaam)
(Aug 2024 – Nov 2024)

- Secured €30K in cost savings by negotiating contracts with 50+ vendors for WFP/EU-funded projects.
- Slashed fleet maintenance costs by 15% using predictive analytics and real-time tracking tools.
- Achieved 100% audit readiness for \$5M+ donor grants through rigorous documentation.

Country Procurement Lead | Wasoko (E-commerce/FMCG) | Tanzania (Dar, Arusha, Mwanza)
(May 2023 – Aug 2024)

- Directed procurement for a \$100M+ FMCG supply chain, reducing supplier costs by 12% via consolidation strategies.
- Improved delivery SLAs by 30% through Agile workflow redesign and vendor performance dashboards.
- Mentored 12 procurement professionals, enhancing team productivity by 20%.

Procurement & Logistics Officer | Tanzania Youth Coalition | Dar es Salaam & Tanga
(Sep 2018 – May 2023)

- Optimized €3.5M logistics budgets for USAID/GIZ projects, reducing waste by 18% and achieving 95% on-time delivery.
- Trained 20+ staff on compliance protocols, ensuring zero non-conformities in 5+ annual audits.

Procurement Specialist Trainee | Coca-Cola Kwanza LTD | Dar, Mbeya, Zanzibar
(Jun 2017 – Sep 2017)

- Reduced procurement cycle times by 25% by digitizing sourcing processes for LPG and chemicals.
- Utilized SAP to process \$5M+ in transactions, ensuring 100% accuracy in inventory recycled

EDUCATION

International Business Environment (Part of Global MBA) | University of London (USA) | 2025

Master of Business Administration (MBA) | Atlanta College of Liberal Arts & Science (USA) | 2024

Postgraduate Diploma, Procurement & Contract Management | Athena Global Education (UK) | 2024

Bachelor of Business Administration | Institute of Social Work (Tanzania) | 2022

Diploma, Procurement & Logistics Management | Eamar College of Science & Business Management | 2017

CERTIFICATIONS

- Six Sigma Black Belt | Certified Scrum Master (CSM) | FMVA® (Financial Modeling & Valuation Analyst), BIDA® Business Intelligence Data Analyst (In progress)
- Blockchain Supply Chain Finance (NYIF, 2025) | Cyber Security Analyst (In Progress)

PROJECTS

Blockchain-Driven Supply Chain Pilot | Wasoko | 2023

- Migrated from IMS to Eagle Eye ERP and supported a decentralized ledger system to track FMCG shipments, reducing fraud risks by 40%.

Humanitarian Logistics Overhaul | Weworld International | 2024

- Streamlined EU-funded aid delivery across 3 regions, improving transparency and cutting delays by 25%.

ERP Migration Initiative | Coca-Cola Kwanza | 2017

- Led SAP MM integration for \$5M+ inventory, achieving 100% data accuracy and reducing processing time by 30%.
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Languages: English (Proficient), Swahili (Native) | **Technical Tools:** Power BI, SAP, Jira, Smart Contracts

Referee Upon request