

Emad Ali Salem

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PROCUREMENT MANAGER

Skilled procurement manager with 13+ Years solid experience at the managerial level and supply chain management field. Proficient with various inventory, Demand and vendor management strategies. Background in providing excellent service for large corporations that encounter detailed and ever-fluctuating purchasing needs. Extremely detail-oriented, with a positive, optimistic personality.

CORE PROFICIENCIES

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|--------------------------------|-----------------------|-----------------------|
| - Negotiation Expertise | - Strategic Planning | - Cost Saving |
| - Sales and Operation planning | - Inventory reduction | - Demand planning |
| - Vendor management | - Pursue innovation | - Build relationships |
| - Continuous Improvement | - Analytical skills | - Market anticipation |
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JIFTEX POLYMER , Procurement Manager

2016 – Date.
(Jeddah -KSA)

- Create synchronize method between supply and demand in ideal manner.
- Lead Negotiations with suppliers and service providers to ensure getting best values and achieving annual saving targets.
- Significant experience in overseas procurement and customs procedure.
- Leader of sales and operations planning (S&OP) process including demand planning, procurement plans, inventory management and on time delivery.
- Established inventory targets, stock level and risk mitigation targets and managed flexibility strategy to optimize inventory
- Identified and targeted critical procurement issues, saving over \$ 300,000 in yearly.
- Input, analyzed and reported on data covering all aspects of procurement operations such as ownership cost.
- Improving supplier Relationship based on trust and mutual benefits to generate Long - Term of Relationship.
- Establish clear lines of communication between Buyer and Seller. Implement process improvements to increase inventory turnover Ratio (inventory reduction) to enhance the cash flow.

- Using the KPI's (key performance indicator) to monitor the performance and emphasis continues improvement.
- Work on reduce cost and time to eliminate waste.
- Generated weekly, monthly, quarterly and yearly reports on purchasing operations.

AL SORAYAI INDUSTRIAL INVESTMENT GROUP,

Local Procurement Officer

2011 – 2015

(Jeddah -KSA)

- Local purchaser for raw material, spare part and miscellaneous items Etc.).
- Determined the reasonable price for each good or service by analyzing all available data.
- Monitored the shipments to verify the on-time arrival of goods and proactively resolve delivery problems.
- Monitored changes affecting supply and demand, tracking price trends and market conditions.
- Improve the payment facility and extend the payment term.
- Skilled for negotiating with vendor.
- Developed and implemented performance improvement strategies and plans to promote continuous improvement.
- Maintaining and supervision ISO 9001:2008 in Procurement Department.
- Using critical thinking to break down problems, evaluate solutions and make decisions.
- Developed and maintained courteous and effective working relationships.
- Evaluate the suppliers quarterly to monitor their Performances.

EDUCATION

Bachelor of science: Electrical/ Telecommunication engineering
6 October University- Cairo- Egypt, 2009

TRAINING & DEVELOPMENT

- Certified Supply Chain Professional APICS (Course).
- ISO 9001,14001 ,45001 Internal Auditor Course.
- Holds a certificate in the CDMA.
- Holds a certificate in the UMTS.
- Holds a certificate in the Interconnection Cisco network CCNA.
- Microsoft Office Course