**Sami Alhothali**

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**STRATEGIC PROCUREMENT SPECIALIST**

**Expertise in Aviation Supply Chain Management | Strategic Sourcing, Cost Optimization and Vendor Relations**

**KEY SKILLS**

Strategic Planning • Supply Chain/Material Management • Material Resource Management • Negotiation and Conflict Resolution • Inventory Management • Data Analysis • Financial Analysis • Team Leadership • Time Management • Communication • Operations Management • Logistic Regression • Supplier Management • Supply Chain Consulting **•** Analytical Skills **•** Team Leader

**TECHNICAL SKILLS**

SAP GUI, AMOS, and Microsoft Office (Word, Excel, PowerPoint)

**PROFILE SUMMARY**

* Results-driven procurement specialist with 25 years of extensive experience in aviation material management and supply chain operations.
* Proven success in cost reduction, vendor negotiations, and logistics management. Adept at optimizing procurement strategies, enhancing quality compliance, and streamlining processes for power plant engines, APUs, and simulators.
* Strong leadership in cross-functional collaboration and delivering exceptional performance in high-stakes environments.
* Holds globally recognized certifications: Certified International Procurement Professional and Certified International Procurement Manager, enhancing expertise in procurement best practices and strategic sourcing.

**ASSIGNMENTS & DELEGATIONS**

**Manager, Engine Procurement (Saudia Technic) - 6 months**

* Led procurement strategies for engine components, optimizing cost and quality.
* Negotiated vendor contracts and streamlined supply chain operations.

**Section Manager, Power Plant Procurement (Saudia Technic) - 3 months**

* Managed procurement activities for power plant projects.
* Collaborated with cross-functional teams to ensure timely delivery and compliance with specifications.

**PROFESSIONAL EXPERIENCE**

**Specialist Procurement: Saudia Academy: May 2023 - Present**

* Enhancing operational efficiency by executing daily procurement tasks with precision and productivity.
* Streamlining simulator requirements, including procurement, repair, and services.
* Driving supplier evaluation processes to achieve maximum quality compliance.
* Maintaining accurate material forecasts and consumption data for improved inventory management.
* Contributing to procurement workshops and meetings to enhance team collaboration.
* Executing procurement strategies for simulator requirements, repair, and services.
* Managing logistics operations to ensure timely delivery and quality compliance.
* Represented procurement in meetings and workshops, including:
  + Local Contents Government Procurement (LCGP) training and workshops (Nartaqi)
  + PSAA/Deloitte - IRL Discussion
  + Successfully quoting and delivering the antique PSAA Link simulator to the Dubai Airshow.
  + Performing and representing procurement in meetings upon directive by management.
  + Participated in tax and customs training workshops.

**Multiple Roles: Saudia Technic: May 2001 - Apr 2023**

Growth Path:

Specialist Procurement: May 2011 - Apr 2023

Materials Coordinator: May 2006 - Apr 2011

Administration Support Agent: May 2001 - Apr 2006

**Specialist Procurement**

* Executed additional assignments with exceptional performance, exceeding operational expectations.
* Achieved 20% cost reduction on A320 APU maintenance materials, saving 2 million SAR through effective supplier negotiations.
* Delivered high-quality overhauled materials for CFM56 engines and APUs, meeting engineering standards while cutting costs by approximately 50%.
* Managed procurement for the majority of power plant engines and APU operations, ensuring seamless supply chain management.
* Represented Power Plant Procurement in key operational workshops and meetings, strengthening collaboration with stakeholders.
* Contributed to the Honeywell A320 APU maintenance license workshops, enhancing procurement expertise.
* Handled daily procurement tasks with professionalism and productivity, optimizing procurement processes.

**Materials Coordinator**

* Optimized material management processes to support seamless operations.
* Improved inventory management by developing accurate tracking mechanisms for material availability.
* Accelerated procurement processes through enhanced coordination and logistical solutions.
* Reduced operational costs by refining demand planning accuracy and minimizing unnecessary orders.
* Strengthened communication between procurement, warehousing, and maintenance teams to reduce maintenance delays.
* Utilized data analysis for strategic decision-making and future forecasting.

**Administration Support Agent**

* Improved administrative support functions to enhance departmental productivity.
* Streamlined administrative processes for faster approvals and reduced delays.
* Enhanced data and report management for effective planning decisions.
* Monitored compliance with procedures, contributing to operational discipline.
* Contributed to process automation through digital systems for improved data management.

**ACADEMIC DETAILS**

Diploma, Public Administration, Institute of Public Administration-Saudi Arabia, 2001

**CERTIFICATION**

Certified International Procurement Professional by IPSCMI

Certified International Procurement Manager by IPSCMI

**PROFESSIONAL DEVELOPMENT**

Compliance and Quality Management

* Compliance Management Systems Awareness and Internal Auditor
* ISO 9001:2000 Awareness

Leadership and Management Skills

* Technical Leadership Skills
* Building Better Teams
* Supervising Skills
* Interactive Leadership
* Change Management

Communication and Interpersonal Skills

* Emotional Intelligence
* Effective Communications
* Interaction Skills
* Personal Effectiveness

Procurement and Materials Management

* Familiarization to Job Standards Procurement
* Introduction to Materials Procurement
* Materials Management Operations by Airbus
* Finance for Non-Financial Professionals
* Maintenance Resource Management
* Maintenance Engineering Reliability by Boeing

**PERSONAL DETAILS**

Languages: Arabic (native), and English (proficient)