

FAISAL AHMED

PROCUREMENT AND OPERATIONS

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03-09-1990 | Married | English, Urdu, Arabic | INDIA

OBJECTIVE

Results-driven Procurement and Supply Chain Professional known for streamlining supply chain processes and fostering strong vendor relationships. Delivered cost savings and improved procurement efficiency by implementing strategic sourcing initiatives. Excel at negotiating contracts and managing supplier performance to ensure quality and timely delivery.

EXPERIENCE

AFAQ ALWATANIA – SAUDI BUGSHAN – KSA

Procurement & Operation Manager | July 2022 – Present

- Managed a portfolio of 10 major suppliers with an annual purchasing volume of \$100M. Negotiated and implemented strategic contracts that resulted in a 15% reduction in procurement expenses, equating to \$15M in annual cost savings.
- Negotiated and secured new agreements with transport firms, resulting in 15-20% cost savings across logistics operations.
- Reviewed and verified purchase orders for accuracy, compliance, and alignment with budgetary guidelines prior to management approval and collaborated with finance team to ensure seamless processing and documentation.
- Prepared and ensured all documentation complied with international trade regulations and customs requirements to avoid delays or penalties.
- Developed and verified financial documents to ensure accuracy and alignment with contractual agreements.
- Managed end-to-end shipment tracking to guarantee on-time and accurate warehouse deliveries, ensuring seamless supply chain operations.
- Oversaw inventory updates and material movement within SAP S4 HANA, ensuring accurate real-time tracking and optimal inventory levels.
- Delivered SAP support and ad hoc report requests to sales and cross-functional teams.
- Fostered strong, collaborative relationships with key suppliers, ensuring the establishment of long-term agreements that delivered value and stability to the organization.

ACTS-CREATIVE - UAE

Procurement and Sales operation Manager | January 2019 – June 2022

- Oversaw business operations in the Middle East and Southeast Asia for safety and security products, driving growth and ensuring operational excellence across the regions.
- Liaised with 13 suppliers across Europe and the Middle East to ensure timely delivery of products, meeting project requirements and deadlines.
- Managed shipment tracking to guarantee on-time and precise warehouse deliveries.

- Review of purchase orders for management approval and finance operations.
- Prepare and crosscheck key documents in favor of custom clearance requirements.
- Prepare customer legal agreements and financial documents.
- Tracked and monitored shipments for timely delivery, reducing lead time from 30 to 18 days.
- Cultivated strong, lasting connections with clients and vendors for ongoing business opportunities.
- Used analytical skills to troubleshoot operational issues resulting in smoother processes.
- Directed a team of 10 logistics specialists, enhancing operational efficiency by 20% through targeted training programs and process optimization initiative.

SNA TECHNOLOGIES – INDIA

International Marketing Executive | March 2016 – November 2018

- Spearheaded lead generation and digital marketing activities across the Southeast Asia and Middle East regions, driving brand awareness and revenue growth.
- Developed and strengthened customer relationships through effective communication strategies tailored to target audiences.
- Conducted client meetings and delivered compelling company presentations to showcase services and value propositions.
- Represented the company at international trade shows across the Middle East, showcasing services to a global audience.

EDUCATION

JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY - INDIA

2017 - MASTER - BUSINESS ADMINISTRATION (MBA)

2014 - BACHELORS - COMPUTER SCIENCE & ENGINEERING (CSE)

CERTIFICATION

- Completion of SAP S4/HANA Cloud Procurement
- Completion of SAP S4/ HANA Cloud Inventory
- Completion of SAP MM (Material Management)
- Six Sigma Certification (White Belt)
- Supply Chain Foundations: Inventory Management Course Completion
- Supply Chain Foundations: Procurement Course Completion

SKILLS & ABILITIES

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|---------------------------------------|-------------------------------|
| • Strategic Procurement | • Data-Driven Decision Making |
| • Risk Management | • Cost Optimization |
| • Supply Chain & Logistics Management | • Forecasting |
| • Supplier Relationship Management | • Team Management |
| • Operations & Process Improvement | • Global Vendor Management |
| • Forecasting | • SAP |
| • After Sales Support | • Digital Marketing |
| • Time Management | • Presentation |