

SYED HASAN AHMED

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PROFILE

With over 15 years of experience in procurement within the construction industry, I have developed a deep understanding of the Saudi Arabian market. My expertise includes strategic sourcing, supplier relationship management, and cost control, tailored specifically to the regional construction sector. I have successfully led procurement teams on large-scale projects, negotiating with local and international suppliers to secure optimal terms and ensure timely delivery of materials and services. My background also includes comprehensive knowledge of Saudi regulatory requirements, enabling seamless contract management and compliance in all procurement activities.

EDUCATION

❖ B.com	❖ Osmania University	❖ Hyderabad
❖ Intermediate	❖ BIEAP	❖ Hyderabad
❖ SSC	❖ BSEAP	❖ Hyderabad

SKILLS

1. Negotiation: Expert negotiation skills to secure favorable terms and prices.
2. Strategic Sourcing: Ability to develop and implement sourcing strategies.
3. Supplier Relationship Management: Proficiency in managing and optimizing supplier relationships.
4. Cost Management: Expertise in controlling and reducing procurement costs.
5. Contract Management: Strong skills in drafting, reviewing, and managing contracts.
6. Market Analysis: Ability to analyze market trends to make informed purchasing decisions.
7. Risk Management: Proficiency in identifying and mitigating supply chain risks.
8. Leadership: Strong leadership to manage procurement teams effectively.
9. Communication: Excellent communication skills for stakeholder engagement.
10. Technical Proficiency: Familiarity with procurement software and tools.

EXPERIENCE

Emeco General Contracting Co,

Position: Procurement Officer - August 2022 - Current

Responsibilities & Duties:

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| ❖ Search available products to find the best combination of quality, price, and delivery. | ❖ Manage deliveries to confirm compliance with contracts. |
| ❖ Negotiate policies and contracts with various suppliers. | ❖ Build, maintain and manage supplier relationships and keep up good communications. |
| ❖ Ensure that any invoices are sent to accounts for payment. | |

Blue Sea Industry LLC:

Position: Sr. Procurement and Purchasing officer - September 2021 – June 2022

Responsibilities & Duties

- ❖ Developed loyal and highly satisfied customer base through proactive management of team customer service strategies.
- ❖ Strengthened merchandising and promotional strategies to drive customer engagement and boost sales.
- ❖ Exceeded sales goals and accomplished business objectives by inspiring staff and promoting target products.
- ❖ Mentored sales team in applying effective sales techniques and delivering top-notch customer service.
- ❖ Offered hands-on assistance to customers, assessing needs and maintaining current knowledge of consumer preferences.
- ❖ Monitored cash intake and deposit records, increasing accuracy and reducing discrepancies.
- ❖ Assisted in organizing and overseeing assignments, planning and coordinating in-house and outsourced resources.
- ❖ Conducted weekly staff meetings to motivate staff members, address concerns and questions, plan improvements, and evaluate progress toward goal

ISAM KABBANI CONSTRUCTION GROUP EMCC

Project: King Faisal Specialist Hospital & Research Center (KFSH&RC)

Position: Sr. Purchasing & Procurement Officer: (IKK ID NO: 19205) – December 2018 – August 2021

Responsibilities & Duties:

- ❖ Discover profitable suppliers and initiate business and organization partnerships.
- ❖ Negotiate with external vendors to secure advantageous terms.
- ❖ Approve the ordering of necessary goods and services.
- ❖ Finalize purchase details of orders and deliveries.
- ❖ Track and report key functional metrics to reduce expenses and improve effectiveness.
- ❖ Foresee alterations in the comparative negotiating ability of suppliers and clients.
- ❖ Expect unfavorable events through analysis of data and prepare control strategies.
- ❖ Perform risk management for supply contracts and agreements.
- ❖ Control spend and build a culture of long-term saving on procurement costs.

SAUDI BINLADIN GROUP

King Abdul Aziz International Airport, (KAIA)

Position: Sr. Procurement & Purchasing Officer - May 2009 - September 2018

Responsibilities & Duties:

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| ❖ Assisting with the daily activities of the procurement department. | ❖ Reviewing, comparing, evaluating and approving products and services. |
| ❖ Planning for the purchase of equipment, services and supplies. | ❖ Maintaining and updating supplier information. |
| ❖ Monitoring and enforcing the company's procurement policies and procedures. | ❖ Maintaining good supplier relations. |

SAUDI BINLADIN GROUP (SACO-DECO)

Jeddah, Saudi Arabia

Position: Procurement officer - March 2005 - April 2009

Responsibilities & Duties:

- ❖ Oversaw the purchase of commodities including electro mechanical, material, equipment, sub-contracts, and construction material suppliers.
- ❖ Estimate and establish cost parameters and budgets for purchasing.
- ❖ Create and maintain good relationships.
- ❖ Make professional decisions in a fast- paced environment.
- ❖ Maintain records of purchase, pricing, and other important data.
- ❖ Develop plans for purchasing equipment services, and suppliers.
- ❖ Negotiate the best deal for pricing.

PERSONAL INFORMATION

Marital Status	Married
Number of Dependents	1+3= 4
Nationality	Indian
Iqama	Transferable
Iqama No:	2140292216
Driving License	Valid Saudi Driving License
Language	Arabic, English, Hindi, Urdu

DECLARATION

I hereby declare that the above furnished statements are true, complete and correct to the best of my knowledge.

Syed Hasan Ahmed