

Ahmed Sediek

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Summary:

Results-driven Supply Chain and Logistics Executive with over 20 years of progressive leadership experience across diverse sectors including food, apparel, agriculture, and manufacturing. Proven record in end-to-end supply chain management, strategic sourcing, procurement, international logistics, and operational excellence. Recognized for driving cost reductions, improving delivery timelines, and building high-performing teams. Bilingual (Arabic/English), technically skilled in ERP systems, SAP, Microsoft Office, and supply chain digital platforms such as SABER, FASAH, Etimad, Cargo X and Nafeza .

Core Competencies

Strategic Sourcing & Vendor Management	Supply Chain Strategy & Optimization	Logistics, Shipping & Customs Clearance
KPI Tracking & Operational Efficiency	Operation excellence	Export Regulations & International Trade
Procurement & Contract Negotiation	Inventory Control & Demand Forecasting	ERP, SAP, WMS, Microsoft Excel (Advanced)

PROFESSIONAL EXPERIENCE

May 2024 to Present

Job Title: Group Supply Chain Manager

Company: IKAF ARABIAN

Location: Riyadh – Saudi Arabia

Responsible for leading and overseeing the supply chain, procurement, and logistics strategies and operations across six diverse companies within the group, operating in multiple industries including Garments Manufacturing, Food & Beverage Production, and Retail.

Key Responsibilities:

- Develop and implement integrated supply chain strategies to drive operational excellence, cost efficiency, and process optimization across all business units.
- Manage end-to-end procurement and logistics activities—from sourcing and supplier management to inventory control, warehousing, and final product delivery.
- Build and maintain strong relationships with local and international suppliers to ensure quality, reliability, and cost-effective sourcing.
- Coordinate closely with production, sales, and finance teams to align supply chain performance with business objectives and market demands.
- Spearhead digital transformation and process automation projects to enhance transparency, tracking, and decision-making.
- Lead cross-functional teams, drive continuous improvement initiatives, and implement best practices to ensure scalability and agility of supply chain operations across all sectors.
- Achieved a 15% reduction in procurement costs over 12 months through supplier consolidation and strategic sourcing.
- Improved on-time delivery rate from 82% to 96% through process reengineering and vendor performance monitoring.

September 2023 to May 2024

Job Title: Managing Director

Company: Abu Dhabi Dairy

- Strategic Leadership: Develop and execute the company's overall strategic plan and guide the executive team in setting measurable objectives and KPIs to ensure alignment with the company's vision and mission.
- Operational Excellence: Oversee and optimize daily operations across all departments, implementing best practices in production, supply chain, and distribution to ensure efficiency and effectiveness.
- Financial Stewardship: Drive financial performance by managing budgets, analyzing financial data, and making



informed decisions to improve profitability and ensure sustainable growth.

- Product & Market Development: Foster innovation in product development, monitor market trends, and identify opportunities for new products to maintain competitive advantage.
- Quality & Customer Focus: Uphold the company's commitment to quality through robust quality control systems and build strong customer relationships to enhance satisfaction and loyalty.
- Leadership & Culture: Inspire and lead a high-performing, collaborative team, promote a culture of continuous improvement, and invest in talent development across the organization.
- Stakeholder Engagement: Act as the primary representative of the company to investors, clients, regulatory bodies, and the public, ensuring transparency and alignment with stakeholder expectations.
- Process Improvement: Continuously assess internal operations and processes to enhance organizational efficiency, agility, and adaptability in a competitive market.

August 2022 to August 2023 (Full Time)

Job Title: Logistics Manager

Company: Emessa Denim for ready-made Garments



Responsibilities:

- Strategic Direction: Develop and execute the logistics strategy in alignment with corporate goals and oversee annual planning and budgeting.
- Operational Oversight: Lead all logistics activities including warehousing, transportation, routing, dispatching, and compliance with local and international regulations.
- Customer & Vendor Management: Build strong relationships with customers and vendors, drive service excellence, and implement pricing and performance reviews to optimize value and efficiency.
- Performance Monitoring: Set KPIs, track operational and financial performance, report results to management and the Board, and ensure corrective actions for delays or variances.
- Compliance & Quality: Ensure logistics processes comply with company policies, quality standards, and relevant legal regulations.
- Team Leadership & Development: Implement employee training programs, support career growth, and ensure organizational capacity and succession planning.
- Stakeholder Engagement: Liaise with government entities, communities, and other external stakeholders to support seamless logistics operations.

July 2019 to July 2022

Job Title: Supply Chain Manager

Company: Green Field for export Agri Products



Responsibilities:

- Led the end-to-end supply chain operations for an export-focused agri-business, ensuring seamless coordination between procurement, production, inventory management, and logistics to meet global customer demands.
- Developed and implemented comprehensive supply chain strategies to optimize cost, service levels, and operational efficiency across all departments.
- Managed demand forecasting, inventory control, and production planning, ensuring timely order fulfillment and minimal stockouts or excess.
- Identified and led continuous improvement initiatives, resulting in measurable cost reductions and enhanced workflow efficiency.
- Built and maintained strong relationships with local and international suppliers, logistics providers, and third-party vendors, ensuring contract compliance and high service performance.
- Maintained accurate supply chain documentation and generated analytical reports to support executive decision-making and long-term planning.
- Ensured full compliance with international trade regulations and export procedures, minimizing risks and delays in cross-border operations.
- Collaborated cross-functionally with sales, quality control, and finance teams to align supply chain operations with business goals and market needs.

October 2016 to July 2019

Job Title: Supply Chain Assistance Manager

Company: ULHWA CORPORATION



Ulhwa Corporation is an international Textile Manufacturing with a group of companies worldwide with the brandname Peacetex and has global customers from over 45 countries (www.peacetex.co.kr).

Responsibilities:

- Establish or monitor specific supply chain-based performance measurement systems.
- Plan or implement improvements to internal or external logistics systems or processes
Participate in carrier management processes, like selection, qualification, or performance evaluation.
- Follow up on all the Bank issues with the treasury department and make sure from the KPI of the procedures and transactions and assist in the cash flow report by forecasting and demand plan for purchasing raw materials and sales plan deposits from Clients.
- Plan or implement material flow management systems to meet production requirements.
- Analyze all aspects of corporate logistics to define the most cost-effective or efficient means of transporting products or supplies.

Oct 2009 to Oct 2016

(7 years)

Job Title: Logistics and Procurement Manager

Company: Arafa Holding



Arafa Holding is a leading Industry in Clothing and Textile Manufacturing with a group of companies worldwide Investing in Textiles, Apparel and tailoring, and Retail and distribution (www.arafaholding.com).

Responsibilities:

- Negotiated long-term contractual partnerships with reliable vendors for materials and services with high price volatility, shifting away from spot purchasing to ensure stability and cost efficiency.
- Developed and continuously updated Standard Operating Procedures (SOPs) for material requisition, order processing, logistics and customs clearance, and warehousing operations.
- Led negotiations with service providers—including shipping lines and freight forwarders—to enhance service levels, achieve competitive pricing, improve payment terms, and strengthen supplier credibility.
- Strengthened vendor sourcing and qualification processes by collaborating with technical teams to evaluate and develop suppliers, ensuring inclusion on the approved vendor list.
- Oversaw the full procurement and export logistics cycle, including execution of critical purchase orders, management of import/export Letters of Credit (L/Cs), and coordination of export documentation and dispatch in compliance with international trade regulations and customer payment terms.
- Coordinated cross-functionally between warehouse, planning, production, and procurement teams to ensure raw material availability and alignment of production schedules with shipping deadlines.

Jan 2007 to Oct 2009

(2 years and 9 months)

Job Title: Procurement and Supply Chain Supervisor

Company: Cure and Care



One of the leading companies in the field of Importing and Exporting in Egypt dealing as a trader and wholesaler for many big Brands like Youchi, Ferkon, Miller ...

Responsibilities:

Responsible for all Logistics procedures (Import & Export).

Open L/C for import shipment and reviewing L/C opened for export shipments. Confirming booking to the required port (after negotiating the sea rate with shipping forwarding companies).

Prepare all the required documents for implementing the export process. Make sure of the loading process. Sending the pre-shipping advice to the client including all the details to inform him of the shipping status. Sending the Shipping confirmation with a copy of all the shipping documents enclosed with AWB copy to facilities track the shipment.

Ensure accurate Execution of Critical Needs P.Os and related logistics cycle according to pre-agreed SOPs with Customer" Carline". Expedite Defects handling through customers and nominated suppliers. Ensure accurate Clearance handling and Utilizing Exemption Schemes.

Training, and Setting KPIs, and measuring performance for Logistics, Warehouse & Delivery;

Nov 2005 to Jan 2007 (1 year and 2 months)

Job Title: Senior Corporate

Company: BARCLAYS BANK

**Responsibilities:**

Responding to initial business inquiries, sourcing new customers, following up leads and meeting with business customers face-to-face Keeping up-to-date with the financial services market and your organization's products and services, and Proactively promoting, monitoring, and improving products implementing and monitoring sales plans with

management visiting business customer's premises to assess the quality of facilities and management, and risk assessing Financial status and how well each business is performing against plans and targets

Certificates and Training:

Dec 2015	Basics of supply chain management (CPIM) Basics of supply chain management which certifies in production and inventory management the materials from APICS and it is self-study with the recorded lectures and soft material
May 2014	Supply Chain Management at Arafa Holding Training courses in applying ERB systems like SAP on the manufacturing processes and how to Apply supply chain management and use it.
Aug 2013	Exporting Diploma at Industrial Modernization Center Exporting Internal Environment (exporting procedures and documents, exporting rules, Custom measures). Certificates). International Marketing (Marketing mix, Market research, and information sources). Exporting Services (Payment mechanisms and trade terms-shipping-freight- insurance).
Jul 2012	QIZ System at Industrial Modernization Center Rules, processes, documentation, audit reports, and conditions regarding qualified industrial Zones and trade agreements between the countries of the agreement.
Dec 2009	EIS: Import and export all related issues
Nov 2009	EMS: E-marketing regarding sales online in the B2B markets and all business markets like B2C
Oct 2009	E- Commerce diploma: Export & Import specialist (EIS) E-commerce specialist (ECS). E-marketing Specialist (EMS).
Apr 2004	Management Track: Business planning sales & and negotiation skills accounting marketing personal skills (leadershipa team building) quality management communication skills project management. ISO 9001-2015: Internal Audit –Quality Management Systems.

Education:

2001 - 2004: Bachelor's Degree in Accounting

Faculty of commerce English section Cairo University, Egypt. Overall

Grade: Good

Studied Subjects: Financial accounting, Cost accounting, Managerial accounting, Modern accounting, Marketing, Economics, Information system, Business Administration, Purchasing, Management and Banking.

LANGUAGES:

Arabic: Native

English: Fluent

Skills and Expertise

Supply chain management (SCM), Logistics management, Manufacturing , Sourcing , Supplier relation management , Inventory management , Warehouse operation , Contracts management , Business strategy , Data analysis , International logistics , International trade , Forecasting , Strategic thinking , Problem solving , Shipping , Purchasing , Procurement , Operation management , Operation excellence , Business development , Materials management , Teamwork , Leadership , Team leadership , Negotiation , Supply chain optimization, Demand forecasting , Vendor management, logistics coordination, Lean manufacturing, Process optimizations, Implementing cost-saving strategies, Process improvements, , , Advanced Microsoft Office (Access ,Excel , outlook ,word, power point) ERP, SAP, Marketing, e commerce – CTP - E marketing, Communication Skills, Negotiation skills, Computer Maintenance, Information Technology (IT) and Business Planning – CPS – MTS and Nafeza , SABER , FASAH , Cargo X , Etimad .