

Ahmad Ali

Industrial Engineer

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Dammam, Saudi Arabia

SUMMARY

A dedicated and result driven Industrial Engineer with excellent interpersonal skills who drives projects to successful completion. A very strong and resourceful team player, who works with integrity and professionalism to inspire cooperation, and exceed business expectations.

Possesses a strong interest and foundational understanding of both sales account management and procurement operations, with the ability to analyze client demand, support sourcing strategies, and ensure timely product availability. Skilled in coordinating with vendors and internal teams to optimize cost efficiency, strengthen supplier relationships, and deliver value-driven solutions that meet customer expectations and business goals.

EXPERIENCE

Account Manager (NourNet)

06/2022 - Present

- Creating solution design and polish it with presales engineers' team.
- Act as the main point of contact for client inquiries, concerns, and requests.
- Build and maintain relationships with a diverse client base, consistently meeting or exceeding sales targets.
- Provided sales forecasts to procurement for better planning and supplier negotiation.
- Provide product training and support to clients, contributing to overall client success.
- Conduct needs assessments and present solutions tailored to clients' specific requirements.
- Resolve client issues and concerns promptly, maintaining a high level of customer satisfaction.
- Coordinated with the procurement team to ensure product availability for key client orders.
- Participated in supplier meetings when required to align sales requirements with purchasing capabilities.
- Collaborated with procurement to customize sourcing strategies for high-priority clients

Procurement Specialist (MS Pharma)

01/2021 - 05/2022

- Maintained vendor relationships for cost-effective and timely purchasing.
- Evaluated requirements and developed plans to sustain optimal supply levels.
- Negotiated contracts to secure favorable pricing and delivery terms.
- Ensured procurement complied with company policies, standards, and budgets.
- Prioritized key customers by coordinating logistics and addressing shortages.
- Collaborated with cross-functional teams to align procurement with organizational goals.
- Communicated with vendors to track orders and ensure timely delivery.
- Researched markets and analyzed quotations to identify savings and recommend alternatives.

EDUCATION

Industrial Engineering B.A
Jordan University of Science and Technology.

01/2013 - 12/2018

CERTIFICATES

Fundamentals of Project Planning and Management
University of Virginia - Coursera

2023 - Present

Supply Chain Sourcing
Rutgers University – Coursera

2022 - Present

Six Sigma Principles
University System of Georgia – Coursera

2022 - Present

SKILLS

- Root Cause Analysis, DMAIC, 5S, and 5Why.
- Competency in AutoCAD, CATIA, Solid Works and Microsoft Office applications.
- Lean manufacturing, performance optimization, process improvement, supply chain and logistics.
- Strong interpersonal, communication and organizational skills.
- Designed and optimized production layouts to maximize space utilization and improve material flow.
- Coordinated quality control measures, ensuring adherence to Good Manufacturing Practices (GMP) and other regulatory requirements.
- Developed and maintained standard operating procedures (SOPs) to ensure consistency in manufacturing practices.
- Conducted time and motion studies to identify bottlenecks and streamline workflow.
- Risk management.
- Industry knowledge.

LANGUAGES

English

Fluent

Arabic

Native

REFERENCES

Available upon request