

## HAKIM ABID

### Senior Procurement Lead

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## PROFESSIONAL SUMMARY

Strategic and results-driven **Senior Procurement Lead** with over 8 years of progressive experience in **end-to-end procurement, supply chain strategy, and logistics coordination** across high-value infrastructure, defense, and commercial projects. Expert in **vendor negotiations, cost optimization, and contract management**, with a proven ability to lead cross-functional teams and ensure on-time, compliant delivery of materials and services. Skilled in leveraging **ERP systems** (Oracle, SAP, MS Dynamics) to streamline lifecycles, improve transparency, and drive operational efficiency. Recognized for building strategic supplier partnerships, applying market intelligence, and leading with a hands-on, solution-oriented approach that fosters continuous improvement and value creation.

## Projects Summary

### **Built Industrial (LADUN Investment):**

Extensive procurement leadership across diverse sectors, including:

- NHC (National Housing Company)
- Red Sea Global & Marketing – High-end, sustainability-focused tourism developments
- TVTC (Technical and Vocational Training Corporation)
- PSS (Public Security Sector)
- Royal Commission
- Kidana Development Company
- Defence Projects – Confidential military infrastructure and support works
- Private Residential/Villas – Procurement for premium private housing projects

### **Binyah (Saudi Real Estate Infrastructure Company):**

- Al Widyah City – Procurement and logistics for master-planned city infrastructure

### **Nora Al Khalij Medical Supplies Company:**

- Healthcare Sector – Jeddah Region – Managed procurement and delivery for multiple hospitals and clinics
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## EDUCATION & CERTIFICATIONS

- Master of Business Administration (MBA) in Marketing
  - Diploma in Systems Management
  - Certification in Supply Chain Operations
  - Certification in Business English Communication
  - Recognition Award – Ladun Investment Group (2022–2023) for excellence in procurement
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## PROFESSIONAL EXPERIENCE

### Built Industrial, Riyadh

Senior Procurement Lead | *December 2019 – Present*

- Spearhead the complete procurement process for mechanical, plumbing, electrical, and construction materials across major infrastructure projects.
  - Negotiate long-term agreements and framework contracts, resulting in a 15% reduction in overall procurement costs and improved supplier accountability.
  - Supervise a multidisciplinary procurement team, providing mentorship, task delegation, and performance evaluations to ensure operational efficiency.
  - Serve as the central point of contact between procurement, engineering, finance, and site execution teams to ensure alignment across departments.
  - Participate in executive-level meetings and department strategy sessions to align procurement objectives with company goals and project timelines.
  - Visit vendor facilities and project sites to assess delivery capacity, quality assurance, and logistics capabilities, strengthening vendor relations and transparency.
  - Oversee supplier onboarding, pre-qualification, and compliance processes to ensure alignment with ISO standards and regulatory requirements.
  - Resolve complex procurement-related challenges at project sites by conducting root cause analysis and implementing corrective action plans.
  - Led strategic market research initiatives to benchmark material pricing, identify cost-effective sourcing alternatives, and track industry trends.
  - Enhance vendor diversity by maintaining relationships with both major suppliers and local vendors, improving cost control and agility.
  - Drive implementation of digital procurement tools (e.g., ERP modules, vendor scorecards) to improve visibility, compliance, and efficiency.
  - Deliver regular procurement performance reports, spend analysis, and strategic sourcing metrics to senior management.
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### Saudi Real Estate Infrastructure Company (BINYAH), Riyadh

Procurement & Logistics In-Charge | *February 2018 – June 2019*

- Directed procurement and logistics operations for infrastructure development projects.
  - Designed and executed procurement strategies to enhance cost-effectiveness and supply chain resilience.
  - Led the bidding process and evaluation of supplier proposals in accordance with project timelines and budgets.
  - Negotiated favorable terms with key suppliers, optimizing long-term cost savings and delivery reliability.
  - Oversaw warehousing, inventory levels, and fleet operations, ensuring efficient material availability and site support.
  - Established SOPs to standardize procurement processes and align internal procedures with compliance requirements.
  - Introduced automated tracking and documentation tools to improve procurement visibility and accuracy.
  - Conducted supplier audits and market evaluations to ensure sourcing competitiveness.
  - Collaborated with cross-functional teams to manage logistics schedules and resolve fulfillment delays.
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#### **Nora Al Khalij Medical Supplies Company, Jeddah**

Procurement & Logistics Coordinator | *February 2017 – February 2018*

- Managed procurement and logistics for medical equipment and consumables across clinics and healthcare facilities.
  - Negotiated contracts and delivery schedules with suppliers, ensuring compliance with healthcare standards.
  - Implemented ERP-based procurement systems to enhance tracking, reduce lead times, and maintain optimal inventory.
  - Supervised warehouse and dispatch operations to ensure timely deliveries and reduce stock-outs.
  - Worked closely with quality assurance teams to verify compliance of medical supplies with regulatory requirements.
  - Introduced vendor performance scorecards to ensure ongoing supply reliability and service levels.
  - Delivered monthly procurement analytics reports and suggested cost control improvements.
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#### **KEY ACHIEVEMENTS**

Achieved a **15% reduction in procurement costs** through strategic supplier negotiations and vendor consolidation.

Led **procurement efforts for projects exceeding SAR 100 million**, ensuring cost control and timely delivery.

Developed **and maintained a supplier evaluation system**, boosting performance monitoring and compliance.

Maintained a **95% on-time delivery rate** across complex infrastructure and logistics projects.

Digitized **procurement workflows** via ERP integration, improving transparency and reducing manual processing.

Streamlined **supplier onboarding**, reducing processing time by 30% and ensuring ISO compliance.

Enhanced **vendor diversity**, balancing cost efficiency with regional development goals.

Resolved **supply chain bottlenecks** by implementing proactive escalation protocols and root cause analysis.

Contributed to **cross-departmental strategy sessions**, aligning procurement with engineering and finance objectives.

Performed **market intelligence studies** to identify new sourcing opportunities and mitigate risk from single-source suppliers.

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## CORE COMPETENCIES

Procurement & Strategic Sourcing	Supply Chain Management & Logistics
ERP Systems (Oracle, SAP, MS Dynamics)	Vendor Negotiation & Supplier Evaluation
Budgeting, Cost Control & Spend Analysis	Contract Management & Compliance
Risk Mitigation & Quality Assurance	Team Leadership & Mentorship
Data Analysis & Procurement Reporting	Market Research & Category Management
Vendor & Inventory Management	Performance Monitoring & Reporting
Project Coordination & Cross-functional Collaboration	Advanced Computer Proficiency

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## PERSONAL INFORMATION

- Iqama profession & status: Business Intelligence Specialist / Transferable
  - Driving License: Valid till 2029 (KSA)
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