



S . Procurement Manager

NAME: Murad Fouad Al Fahoum
BORN: Jordan, 25/12/1989
NATIONALITY: Jordanian

PERSONAL INFORMATION:

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GENDER: Male.
LANGUAGES: Arabic, English.

EDUCATION:

Bachelor of Science:

Marketing & Management
Yarmouk University, Irbid-Jordan, 02/2011

PROFESSIONAL Summary

A highly experienced Senior Procurement Manager with over 8 years of expertise in procurement, supply chain management, and strategic sourcing. Proven track record in optimizing procurement processes, reducing costs, and driving efficiency across diverse industries. Adept at building and maintaining strong supplier relationships, negotiating contracts, and ensuring compliance with regulatory and corporate standards. Strong leadership skills with a focus on developing high-performing teams, implementing best

practices, and delivering results in fast-paced, global environments. Possesses excellent analytical abilities, a strategic mindset, and a commitment to continuous improvement and innovation in procurement operations.

PROFESSIONAL EXPERIENCE

BAUMAT Fit out Company. (Oct. '20 – Now)

Location: Riyadh - Saudi Arabia

Title: S. Procurement Manager

- Devise and use fruitful sourcing strategies.
- 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.
- Examine and test existing contracts.
- Track and report key functional metrics to reduce expenses and improve effectiveness.
- Collaborate with key persons to ensure clarity of the specifications and expectations of the company.
- 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.

Projects successfully handed over:

Project: LO1 Project

Client: RPA

Value: 700,000,000 S.R.

Project: F1 KSA

Client: The Ministry of Investment

Value: 89,000,000 S.R.

Project: Muvi Cinema

Client: Muvi

Value: 92,500,000 S.R.

Project: NEOM Airport

Client: NEOM

Value: 42,500,000 S.R.

First Fix. (SEP. '17 – Oct. '20)

Location: Jeddah - Saudi Arabia

Title: Procurement Manager

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Projects successfully handed over:

Project: Al Salam Palace Project KSA

Client: RPA

Value: 130,000,000 S.R.

Project: Hassan Island

Client: The Ministry of Investment

Value: 157,000,000 S.R.

Project: KAEC

Client: The Ministry of Investment

Value: 320,000,000 S.R

Project: KAIA AIRPORT

Client: GACA

Value: 570,000,000 S.R.

A | Esayi Beverage, (Feb.'15 – to SEP. '17)

Location: Khobar - Saudi Arabia

Title: Area Sales Manager

- Built lasting relationships with clients through outstanding customer service interactions.
- Exceeded targets by building, directing, and motivating high-performing sales team.
- Established strong relationships with major accounts and key decision-makers to increase sales in designated territory.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.

Nabil Foods, (Jun.'10 – to Feb. '15)

Location: Amman - Jordan

Title: Senior Sales & logistic Coordinator

- Built relationships with customers and community to establish long-term business growth.
- Achieved sales goals and service targets by cultivating and securing new customer relationships.
- Resolved problems with high-profile customers to maintain relationships and increase return customer base.
- Collaborated with upper management to implement continuous improvements and exceed team goals.

• *Excellent Experience in:*

- Collaborates with other departments and stakeholders to identify and maintain resources needed to establish and provide an effective supply chain.
- Establishes performance metrics for measurement, comparison, or evaluation of factors affecting the supply chain.
- Develops and maintains detailed inventories of materials and supplies located in the company, at sites, and in the factory.
- Maintains required quantity of supplies and materials to optimize production.
- Analyzes current inventories and procedures; suggests improvements to increase efficiency of supply chain and profitability for the company.
- Develops policies to increase efficiency throughout the supply chain while ensuring quality and safety; implements subsequent changes to processes.
- Identifies optimal shipment and transportation routes with attention to consolidation of warehousing and distribution.
- Assesses the need for material-handling equipment and staffing; makes recommendations to ensure efficient loading, unloading, movement, and storage of materials.

- Negotiates prices for raw material and delivery with suppliers, vendors, and/or shipping companies.
- Participates as an advisory member of the product development team, providing information and guidance on availability and cost of supplies and materials.
- Acts as part of the team coordinating engineering changes, product line extension, or new product launches to ensure timely and orderly material and production flow transitions.
- Monitors the performance of suppliers, assessing their ability to meet quality and delivery requirements; identifies and qualifies new suppliers in collaboration with other departments.
- Hires and trains departmental supervisors.
- Oversees the daily workflow and schedules of the department.
- Conducts performance evaluations that are timely and constructive.
- Handles discipline and termination of employees in accordance with company policy.

Extra-Curricular Activities:

- **Sports in general and Reading.**
- **Possess a Jordanian, Saudi & UAE Driving License.**
- **Having a transferable Iqama.**

Certifications:

- **Time Management Course in Yarmouk University**
- **Management skills course in Yarmouk University**
- **MIS-HR courses in Yarmouk University**

References:

- **Mustafa Al Sirini, CFO** – Saudi Arabia
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- **Ahmad Abu Khalaf, Sales Director** – Saudi Arabia
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