

# AHMED MAHMOUD MOHAMED ELSADEK

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## PROFESSIONAL SUMMARY

### Project Operations | Procurement & Supply Chain | Engineering & Business Process Leader 18+ Years of Experience in Manufacturing, Export Operations, Digital Transformation & International Projects

Accomplished Project Operations, Procurement, and Engineering Leader with 18+ years of experience driving measurable performance improvements across manufacturing, OEM exporting, supply chain, and international projects. Proven success in leading end-to-end project lifecycles, optimizing procurement strategies to achieve cost reduction, and improving operational efficiency through Lean, BPM, and process reengineering initiatives. Extensive experience managing cross-functional teams, global suppliers, and engineering stakeholders across multi-country operations. Demonstrated ability to deliver business impact by generating USD 2M+ in project revenue, improving KPI achievement, and increasing productivity through standardization and digitalization initiatives. Recognized for strengthening governance, compliance, and risk management frameworks, improving supplier performance, and elevating customer satisfaction. Known for translating strategic objectives into executable plans, building high-performing teams, and driving sustainable growth through disciplined execution and data-driven decision-making.

#### Strategic Leadership & Operational Excellence:

- Spearheaded initiatives to streamline project planning, workflow standardization, and cross-department collaboration, increasing project delivery efficiency by 35% and reducing operational bottlenecks by 30%, ensuring timely completion of high-value projects.
- Developed and executed strategic sourcing and procurement frameworks, achieving 10–15% cost reductions and improving supplier reliability and compliance by 25%, while supporting revenue growth and enhancing supply chain resilience across multiple regions.
- Led product and engineering transformation projects, including new product development and process reengineering, generating USD 2M+ in revenue, improving production quality by 30%, and accelerating time-to-market by 20%, positioning the organization as a market and technology leader.

## CORE COMPETENCIES

- Project Operations & Program Management:** Expertise in leading end-to-end project lifecycles, planning, execution, and cross-functional coordination to ensure timely, cost-effective, and high-quality delivery of domestic and international projects.
- Strategic Procurement & Supply Chain Optimization:** Skilled in developing and implementing sourcing strategies, supplier management, contract negotiation, and process improvements to enhance cost efficiency, reliability, and overall supply chain performance.
- Business Process Improvement & Digital Transformation:** Proficient in applying Lean, BPM, and process reengineering methodologies to streamline workflows, reduce operational inefficiencies, and support digitalization initiatives across complex organizations.
- Stakeholder & Cross-Functional Team Leadership:** Adept at leading, mentoring, and aligning diverse teams, fostering collaboration between engineering, procurement, operations, sales, and finance to achieve organizational objectives.
- Performance Analytics & Data-Driven Decision Making:** Skilled in leveraging KPIs, operational metrics, and analytical insights to monitor performance, inform strategic decisions, and drive continuous improvement across projects and business units.

## KEY SKILLS

- Project Lifecycle Management
- Program & Portfolio Management
- Strategic Procurement & Sourcing
- Supplier Relationship Management
- Supply Chain Planning & Optimization
- Product Development & R&D Leadership
- Lean Process Improvement
- Business Process Management (BPM)
- Workflow Standardization & Optimization
- Cross-Functional Team Leadership
- Stakeholder Management & Collaboration
- Performance Monitoring & KPI Analysis
- Quality Assurance & Compliance Management
- International Project Management
- Change Management & Organizational Transformation
- Workflow Automation & Standard Operating Procedures
- Operational Strategy & Business Planning
- Data-Driven Decision Making & Analytics

## PROFESSIONAL EXPERIENCE

### Project Operation Head

May 2025 – Present

#### First Furniture Company, UTC – Riyadh, KSA

Oversee the end-to-end project lifecycle, starting from quotation approval and project creation through execution, delivery, and formal project closure. Coordinate closely with sales, warehouse, logistics, and finance teams to ensure seamless cross-functional alignment and timely execution of all project phases. Develop, standardize, and maintain comprehensive project documentation to ensure transparency, traceability, and stakeholder accessibility. Lead team training initiatives to ensure adherence to new processes, documentation standards, and continuous improvement practices, while managing invoicing, collections, shipment tracking, and client communications to maintain high service quality.

#### Key Achievements:

- Delivered 95%+ of projects on time and within budget, reducing schedule overruns by 30% through improved planning, coordination, and milestone tracking across departments.
- Enhanced client communication and delivery coordination, contributing to a 30% improvement in customer satisfaction scores and stronger long-term client relationships.
- Standardized project documentation and follow-up procedures, resulting in a 40% improvement in reporting accuracy and significantly faster access to project data for management and stakeholders.
- Introduced a monthly achievement and performance tracking system, improving data-driven decision-making and contributing to a 20% increase in operational productivity.
- Led structured training and upskilling programs for team members, increasing process compliance by 45% and improving overall team engagement and accountability.

## Procurement Consultant

2023– Present

### UTC – Riyadh, KSA

Develop and implement procurement strategies aligned with organizational objectives to optimize cost, quality, and supplier performance. Advise management on strategic sourcing, vendor selection, and contract structuring to support operational and revenue goals. Lead supplier negotiations, performance evaluations, and procurement planning while ensuring compliance with company policies and market best practices. Support cross-functional teams by aligning procurement activities with business, technical, and operational requirements in a remote consulting capacity.

#### Key Achievements:

- Designed and executed strategic procurement initiatives that delivered 10% cost reduction while maintaining supplier quality and service levels.
- Contributed to a 2% revenue increase by optimizing sourcing strategies, improving commercial terms, and supporting business growth initiatives.
- Improved supplier performance and reliability by 25% through structured vendor evaluation, negotiation, and performance monitoring frameworks.
- Enhanced spend visibility and cost control by 30% through detailed procurement analysis and reporting dashboards.
- Strengthened risk management and compliance by 35% through improved contract terms, supplier due diligence, and governance practices.

## Business Process Consultant

2022 – Present

### Digital Knowledge Consultancy (Remote)

Evaluate and analyze end-to-end business processes and orchestrate cross-functional workflows to improve operational clarity and efficiency. Apply Business Process Management (BPM) techniques for process modeling, rules definition, data collection, analysis, redesign, and testing. Identify gaps related to cost, quality, effectiveness, and efficiency, and outline structured improvement initiatives to address them. Coordinate closely with internal stakeholders to align improvement strategies with business objectives and oversee implementation phases to ensure successful adoption.

#### Key Achievements:

- Designed and implemented end-to-end business processes for 15+ organizations across manufacturing, exporting, and service sectors, improving operational efficiency by an average of 35%.
- Delivered business process designs for international business and exporting departments, reducing process cycle times by 30% and improving cross-border coordination and compliance.
- Led BPM initiatives for furniture, wood, kitchen, and steel factories, achieving 25%–40% productivity gains through workflow optimization and waste reduction.
- Enhanced HR process effectiveness by 30% by redesigning recruitment, onboarding, and performance management workflows aligned with organizational goals.
- Supported contract firms, security & camera companies, and showroom operations with tailored process frameworks, increasing service delivery consistency and customer satisfaction by 28%.

## Project Operation Expert – OEM Exporting

July 2024 – May 2025

### Elaraby Group – Egypt

Coordinated OEM product offer strategy with internal departments, managing product offer ability projects for home appliances across international markets. Controlled project plans, milestone schedules, deliverables, and timelines while identifying risks, opportunities, and changes impacting product offer ability or customer programs. Maintained and communicated project status to internal stakeholders and external customers, ensuring transparency and timely escalation of delays. Led international project planning activities, including localization studies, compliance assessments, logistics coordination, SKD project support, and evaluation of industrial center establishment in target countries.

#### Key Achievements:

- Managed and delivered 20+ OEM export projects, achieving a 92% on-time milestone completion rate through disciplined project planning and proactive risk management.
- Enhanced customer satisfaction by 30% through effective technical facilitation, accurate configuration documentation, and timely resolution of open actions during definition meetings.
- Supported compliance and certification alignment across multiple markets, achieving 100% conformity with international product standards and customer technical specifications.
- Contributed to SKD and localization initiatives that lowered logistics and import-related costs by 20%, optimizing packing strategies and local assembly feasibility.

## Business Process Manager

April 2020 – June 2024

### International Business, Elaraby Group – Egypt

Evaluated, analyzed, and improved end-to-end business processes and workflows to identify inefficiencies, bottlenecks, and time-consuming operations. Applied Business Process Management (BPM) methodologies for process modeling, rules definition, data analysis, redesign, and testing while addressing gaps in cost, quality, efficiency, and KPI performance. Coordinated closely with internal stakeholders to gather functional and non-functional requirements, conduct stakeholder analysis, and implement approved process improvements. Applied Lean principles to reduce waste, enhance productivity, and standardize operational practices.

#### Key Achievements:

- Led business process optimization initiatives that reduced cycle times by 30% and improved operational efficiency across international business operations.
- Spearheaded the adoption of the COBIT framework within IT departments, strengthening governance controls and improving compliance maturity by 40%.
- Improved KPI achievement rates by 20% through structured performance tracking, root-cause analysis, and targeted process redesign initiatives.
- Delivered multiple digitalization and change management initiatives with a 95% user adoption rate, supported by structured training and stakeholder engagement.

## Supply Chain & Technical Procurement Manager

Sept 2014 – Mar 2020

### Elaraby Group – Egypt

Managed end-to-end supply chain and technical procurement activities for R&D laboratories and production lines across 11 manufacturing factories. Led sourcing, vendor evaluation, contract negotiation, and procurement planning to ensure cost efficiency, quality compliance, and uninterrupted production. Built and maintained strategic relationships with international suppliers while coordinating with engineering, R&D, finance, and production teams to align procurement strategies with technical and business requirements.

#### Key Achievements:

- Managed procurement operations across 11 factories, improving material availability and reducing supply delays by 30% through structured sourcing and planning strategies.
- Negotiated high-value supplier contracts that delivered 10% direct cost reduction and contributed to a 2% revenue increase through improved commercial terms and supplier performance.
- Enhanced cross-functional coordination between procurement, R&D, and production teams, reducing engineering change-related procurement issues by 35%.
- Improved procurement governance and reporting accuracy by 30%, enabling better cost visibility, forecasting, and executive decision-making.

**Elaraby Group – Egypt**

Led research and development activities for television products, focusing on product engineering, design validation, and production readiness. Managed cross-functional engineering teams and coordinated closely with international partners to ensure technical alignment and quality standards. Oversaw the transition from R&D to mass production for LCD and LED TV lines, ensuring manufacturability, cost efficiency, and performance compliance. Supported continuous improvement initiatives by applying process reengineering techniques to enhance product quality, reduce costs, and improve production efficiency.

**Key Achievements:**

- Pioneered the development of Egypt's first LCD TV in partnership with SHARP Japan, establishing a national milestone in consumer electronics manufacturing.
- Delivered over USD 2 million in revenue through successful international project management and global technology collaboration initiatives.
- Achieved 10–15% cost savings through process reengineering, supplier negotiations, and optimization of manufacturing workflows.
- Improved product quality and production stability by 30% through enhanced engineering controls, testing protocols, and design validation processes.

**EDUCATION & CERTIFICATIONS**

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- **B.Sc. in Electronic Engineering, 2003**
- **Project Management, TTM Associate, 2011**
- **Certified International Supply Chain Manager, IPSCMI, 2015**
- **Quality of Management & Organizational Excellence Certification, CMQ/OE, 2021 (120 hours)**
- **Licensed Data Analysis Professional, Udacity, 2023**
- **Lean Six Sigma – Yellow & Green Belt, Almentor, 2024**
- **CERTIFIED PMP, 2025**
- **CERTIFIED RMP, 2025**

**PROFESSIONAL TRAINING**

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- Data Analysis Challenger & Professional (Udacity)
- Fundamentals of Project Planning
- The Basics of Entrepreneurship
- Supply Chain Management
- Procurement Techniques
- The Art of Business Negotiation

**HONORS & AWARDS**

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- Employee of the Year 2018 & 2021 – Recognized for outstanding performance and innovation.

**SOCIAL VOLUNTEERING**

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- External Evaluator, Ministry of Education, Egypt: Assessed practical skills and competencies of students in technical education.

**LANGUAGES**

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- Arabic (Native)
- English (Fluent)

**TECHNICAL SKILLS**

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- ERP Systems (SAP, Oracle, Microsoft Dynamics)
- BPM Tools (Bizagi, ARIS)
- MS Office Suite (Excel, PowerPoint, Project)
- Data Analysis Tools (Power BI)

**شهادة خبرة**

تشهد شركة العربي / المتحدة للاستثمار الصناعي والتجاري.

بأن السيد / احمد محمود محمد الصادق.

كان يعمل بالشركة فى الفترة من ١١ / ٠٩ / ٢٠٠٦م. حتى ٠٨ / ٠٥ / ٢٠٢٥م.

بالوظائف التالية :

التاريخ الى	التاريخ من	الوظيفة
٢٠١٤/٠١/٣١	٢٠٠٦/٠٩/١١	مهندس هندسة الإنتاج
٢٠١٤/٠٨/٣١	٢٠١٤/٠٢/٠١	مدير قسم هندسة الإنتاج
٢٠١٥/٠٢/٢٨	٢٠١٤/٠٩/٠١	مدير قسم الدعم الفني
٢٠١٦/٠٣/٣١	٢٠١٥/٠٣/٠١	مدير الدعم الفني بالمشتريات
٢٠٢٠/٠٣/٣١	٢٠١٦/٠٤/٠١	مدير المشتريات الفنية
٢٠٢٤/٠٦/٣٠	٢٠٢٠/٠٤/٠١	مدير التميز في ادارة الأعمال
٢٠٢٥/٠٥/٠٨	٢٠٢٤/٠٧/٠١	خبير هندسة الشركات المصنعة

" وقد أعطيت هذه الشهادة بناءً على طلبه دون أى مسئولية على الشركة "

وهذه شهادة منا بذلك ،،،

بعتمد  
مدير عمليات الموارد البشرية  
ELARABY  
شركة العربي المتحدة للاستثمار الصناعي والتجاري  
١٩٧٤ ب. كود  
مست / ٢٠٢٥  
٢٥

تحريراً فى : ٢٠ / ١٠ / ٢٠٢٥م.

# International Purchasing and Supply Chain Management Institute



**Ahmed Mahmoud Mohamed Elsadek**

is hereby Certified as a  
**Certified International Supply Chain Manager  
(CISCM)**

As a purchasing and supply chain management professional, this includes the responsibility to maintain the highest ethical practice to favorably reflect upon the profession.

Given at Lewes, Delaware, the United States.

Certification ID: CISC2150732580  
Issue Date: July 7, 2015  
Expiration Date: July 6, 2020



President, Certification Committee

EXCELLENCE  
CENTER  
When The Excellence Is Must  
*Certificate*

*The Excellence Center*

*Certifies that*

*Ahmed Mahmoud Mohamed El-sadek*

Has attended 120 training hours on:

*During the period from: from: January 10, to: 6th of July, 2021*

& Successfully completed all requirements to be certified as:

**Certified Manager of Quality/Organizational Excellence  
(CMQ/OE)**

Mohamed Fouad Yassin  
Vice President  
The Excellence Center





THIS IS TO CERTIFY THAT

# AHMED MAHMOUD MOHAMED ELSADEK

HAS BEEN FORMALLY EVALUATED FOR DEMONSTRATED EXPERIENCE, KNOWLEDGE AND PERFORMANCE IN ACHIEVING AN ORGANIZATIONAL OBJECTIVE THROUGH DEFINING AND OVERSEEING PROJECTS AND RESOURCES AND IS HEREBY BESTOWED THE GLOBAL PROFESSIONAL CERTIFICATION

## Project Management Professional (PMP)<sup>®</sup>

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE

Ike Nwankwo, PMP | Chair, Board of Directors



Pierre Le Manh | President & CEO

Certification Number: 4053496

Original Grant Date: 27 February 2025  
Citizenship: Egypt

Expiration Date: 27 February 2028



THIS IS TO CERTIFY THAT

# AHMED MAHMOUD MOHAMED ELSADEK

HAS BEEN FORMALLY EVALUATED FOR EXPERIENCE, KNOWLEDGE AND SKILLS IN THE SPECIALIZED AREA OF ASSESSING AND IDENTIFYING PROJECT RISKS AND IS HEREBY BESTOWED THE GLOBAL PROFESSIONAL CERTIFICATION

## PMI Risk Management Professional (PMI-RMP)<sup>®</sup>

IN TESTIMONY WHEREOF, WE HAVE SUBSCRIBED OUR SIGNATURES UNDER THE SEAL OF THE INSTITUTE

Ike Nwankwo, PMP | Chair, Board of Directors



Pierre Le Manh | President & CEO

Certification Number: 4173121

Original Grant Date: 08 April 2025

Expiration Date: 08 April 2028

