

MAHAD ALI

Supply Chain Management Professional with over 5 years of progressive experience in E-Procurement, logistics, leadership and managing multimillion dollar projects from initiation through completion, making key purchase decisions and vendor management along the way. Proven skills in strategic lead sourcing, contract negotiation, and driving operational efficiency in fast-paced settings.



WhatsApp/Contact: **+966-596754511**

Iqama Status: **Transferable (valid till March 2027)**

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Riyadh, Saudi Arabia

SKILLS

- Supply chain collaboration
- Purchase Order (PO) Processing
- E-Procurement
- RFQ / RFP / RFI Management
- Stakeholder management
- Strategic lead sourcing
- Tendering and Bidding process

WORK EXPERIENCE

Procurement Executive

Zeta Enterprises Ltd.

Aug 2020 – Dec 2025

- Collaborated with the US Federal and State Authorities
- Identified potential suppliers for diverse business needs
- Facilitated cross-functional collaborations to streamline procurement activities
- Increased profit margins up-to 10% through strategic sourcing
- Negotiated contracts to secure favorable terms and conditions
- Resolved disputes with suppliers, fostering positive business relationships
- Sourced and verified quotations from suppliers before initiating purchase processes

Sales Team Leader

Platinum Communications

Sep 2018 – Mar 2020

- Spearheaded 2nd European IP Forum and 5th Packaging Excellence Conference
- Contacted potential clients, bringing them onboard to setup exhibitions
- Established a robust pipeline of prospective clients through networking, referrals, and cold calling
- Conducted post-event follow-ups, fostering positive relationships with attendees
- Planned and executed structured event schedules and timelines for each day.

Sales Executive**Advance Digital Solutions International Inc.****18th Jun - 10th Sep 2018**

- Secured bids over \$ 200k valuation in my first month
- Responded promptly to customer queries, ensuring resolution
- Crafted compelling pitches for securing high-value deals with clients
- Took part in Bidding process and contract negotiation
- Identified new suppliers to expand current portfolio

EDUCATION

Bahria University

- Masters in Project Management
- Majors: Supply Chain Management
- 3.52/4 CGPA

National University of Computer & Emerging Sciences**Fast School of Management**

- Bachelor of Business Administration
- Majors: Marketing/HR
- 2.94/4 CGPA

LANGUAGES

- English (Full Professional Proficiency)