

ALI LOTFY

Senior Purchasing Specialist

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PROFILE

Highly skilled and results-oriented Senior Purchasing Specialist with nearly 4 years of progressive experience in strategic sourcing, vendor management, and cost reduction within the procurement domain. Proven ability to drive significant cost savings, including a 27% reduction in procurement expenses (2023) and a 15% decrease in material costs within 6 months. Expertise in supplier risk analysis, SAP and MS Office tools, and optimizing supply chain efficiency. Eager to apply comprehensive procurement expertise to achieve strategic objectives for a forward-thinking organization.

PROFESSIONAL EXPERIENCE

Senior Purchasing Specialist , <i>Hassan Allam Holding</i>	2024 – present Riyadh, Saudi Arabia
- Managed end-to-end sourcing and contracting for essential construction materials, achieving a 15% cost reduction within the first 6 months. - Conducted comprehensive supplier risk analyses, leading to a 10% improvement in supply chain reliability and reduction in potential disruptions. - Led market research initiatives to inform and guide strategic procurement decisions and identify emerging supplier opportunities. - Streamlined procurement workflows through SAP system automation, significantly enhancing operational efficiency and data accuracy. - Developed and nurtured key supplier relationships, resulting in enhanced product quality, improved lead times, and greater reliability. - Implemented robust cost analysis strategies and negotiation tactics, contributing to a 15% increase in profit margins on procured goods. - Trained and mentored junior purchasing staff, improving overall team efficiency, knowledge sharing, and performance.	
Purchasing Specialist , <i>Hassan Allam Holding</i>	2021 – 2024 Cairo, Egypt
- Achieved a 27% reduction in overall procurement expenses in 2023 through strategic vendor negotiations, volume consolidation, and process optimization initiatives. - Forged and maintained strategic partnerships with key national and international suppliers to enhance supply chain stability and resilience. - Spearheaded the implementation of a new SAP procurement module, reducing order processing time by 20% and improving data visibility. - Developed and deployed custom MS Office-based procurement tools (Excel, Access) for tracking, analysis, and reporting, significantly improving reporting accuracy and supporting data-driven decision-making.	

EDUCATION

Master's Degree in Public Law , <i>Minufiya University</i>	05/2021 Egypt
Bachelor's Degree in Law , <i>Minufiya University</i>	2016 – 2019 Egypt

SKILLS

Procurement & Sourcing

Strategic Sourcing, Vendor Management & Relations, Negotiation, Supplier Risk Assessment, Contract Management, Tendering

Analytical & Financial

Cost Management & Reduction, Budgeting & Forecasting, Data-Driven Analysis, Spend Analysis, Inventory Optimization

Systems & Software

SAP (MM Module), MS Office Suite (Excel, Word, PowerPoint, Outlook - Advanced), ERP Systems

Operational & Management

Project Management, Process Improvement, Supply Chain Management, Team Leadership & Training, Market Research

LANGUAGES

- Arabic
- English

KEY RESPONSIBILITIES

- Develop and implement purchasing strategies to optimize cost savings while maintaining quality and service standards.
- Analyze market trends, supplier performance, and industry developments to inform purchasing decisions. Negotiate terms and contracts with suppliers to secure the best prices and service levels. Collaborate with internal stakeholders to forecast purchasing needs and ensure timely availability of materials and supplies.
- Monitor and manage inventory levels to prevent shortages or excess stock.
- Maintain accurate purchasing records, supplier files, and documentation to support audit and compliance requirements.
- Establish and maintain strong relationships with suppliers to ensure accountability and reliability

Certificates



- **Supply Chain Management Foundations – CSCMP (via LinkedIn Learning)** Completed an accredited online course covering core principles of supply chain management, including procurement, logistics, and operations integration.
- **SAP MM – Materials Management**
Gained hands-on knowledge of SAP Materials Management module, including procurement processes, inventory management, and material master data.