

ISHAG ABDULGAFOUR ZEID

+966500657604 | zeidishag@gmail.com | [LinkedIn](#) | Riyadh, Saudi Arabia

PROFESSIONAL SUMMARY

Results-oriented professional with expertise in warehouse management, procurement, and sales coordination. Proven track record of optimizing operations and driving profitability through strategic planning and implementation. Skilled in organizing warehouse activities, implementing effective inventory management strategies, and maintaining high-quality standards. Strong negotiation skills with a focus on fostering collaborative relationships with suppliers and customers. Advanced analytical and problem-solving abilities, coupled with a detail-oriented approach to achieving operational excellence. Proactive team player committed to delivering value-added results and contributing to organizational success.

CORE COMPETENCIES

- Warehouse Management
- Inventory Management
- Profitability Enhancement
- Procurement
- Operations Optimization
- Supplier Relationship Management
- Sales Coordination
- Strategic Planning
- Customer Relationship Management
- Demand Management
- Operations Management
- Customer Service

PROFESSIONAL EXPERIENCE

Kambal Company for Multiple Activities

Sales Coordinator | Nov 2019 - Apr 2023

- Implemented streamlined food raw material sales processes, enhancing efficiency and reducing turnaround time.
- Enhanced customer service protocols, resulting in increased client satisfaction and retention.
- Implemented robust systems for maintaining sales accounts, ensuring accuracy and timely reporting.
- Implemented effective stock control measures, optimizing inventory levels and reducing wastage.
- Analyzed sales data to identify trends and opportunities for growth, resulting in strategic adjustments to sales strategies.

National Industries

Purchasing Manager | Oct 2014 - Sep 2019

- Optimized supplier selection process, resulting in improved quality and cost-effectiveness of purchased products.
- Negotiated favorable contract terms and pricing, generating significant cost savings for the company.
- Implemented efficient order tracking system, ensuring timely delivery and minimizing disruptions to operations.
- Collaborated with quality department to uphold product standards, resulting in enhanced product quality and customer satisfaction.
- Maintained accurate and updated records of purchases, invoices, and delivery information, facilitating smooth transaction processes and financial management.

Warehouse Manager | Oct 2009 - Sep 2014

- Optimized warehouse operations, resulting in increased efficiency and productivity across all activities.
- Implemented robust tracking and coordination systems, ensuring timely receipt, storage, and delivery of goods.
- Maintained accurate records and documentation, facilitating smooth and transparent warehouse operations.
- Implemented strategic stock management practices, including ABC, FEFO, and DG storage, resulting in optimized inventory levels and minimized wastage.
- Successfully coordinated with other departments and customers, resolving order discrepancies and ensuring seamless communication and collaboration.

Al-Shourq Paint Factory

Warehouse Supervisor | Aug 2008 - Sep 2009

- Enhanced efficiency of receiving and disbursing operations, ensuring accurate recording and organization of stock deliveries.

- Implemented effective storage techniques, preserving product quality and freshness, thereby reducing waste.
- Conducted regular inventory checks, promptly identifying and resolving discrepancies to maintain accurate stock levels.
- Optimized warehouse layout for easy access and retrieval of products, improving overall operational efficiency.
- Implemented structured item classification and naming conventions, enhancing tracking, data entry, and reporting accuracy using Microsoft Excel.

Adyat Marketing and Disbursing

Warehouse Keeper | June 2005 - July 2008

- Efficiently controlled material movement, optimizing warehouse operations to align with organizational profitability objectives.
- Monitored material quantities to ensure compliance with quality standards, maintaining a high level of product integrity.
- Organized warehouse work effectively, facilitating smooth entry and disbursement of materials to support operational efficiency and profitability.

EDUCATION

- **Bachelor of Agricultural Sciences, Agricultural Engineering Department, University of Jazeera, Sudan | 2001**
- GPA: 3.12 / 4**

LANGUAGE

- **Arabic: Native**
 - **English: Very Good**
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