

Enjy Ahmed Mohamed Nossair



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Education

- **Master's degree (2019)**
Master of Business Administration - Helwan University
GPA (3.08) ... Very Good
- **Bachelor's degree (2016)**
Faculty of commerce - Ain Shams University

Summary

I'm an experienced Procurement & Sourcing Specialist who can easily evaluate the price according to the quotation's comparison, Issue the RFQ, Negotiate and validate any new price, cost elements and any break down.

Also, easily set a deal starting from choosing the supplier to set all the payment conditions, way of delivery and delivery time.

Work Experience

Pricing and Sourcing Specialist

Nissan Motor Egypt (Cairo Egypt)

September 2021 – September 2023

Job Description:

- Review the cost elements of local parts (components, logistics, Fx rate & supplier added value).
- Confirm with local suppliers the variable local parts cost elements.
- Issue monthly pricing report by calculating local parts cost and send to "Local Parts Control" department to issue purchase orders to local suppliers.
- Negotiate with local suppliers for any price change by revising cost breakdown in order to evaluate the price change versus the business plan.
- Update the monthly analysis of the periodical department reports (total delivery cost, budget plan, monthly report,..)

- Issue LOI/ RFQ (Letter of Intent / Request for Quotation) to local/foreign suppliers and collect, analyze and approve the quotations to calculate the feasibility for the candidate local parts.
- Validate new local price with local suppliers and original suppliers through the regional purchasing representative to achieve the target price for the feasible part for new projects.
- Study sourcing opportunities for (local parts, foreign parts, subsidiary parts & raw materials) to achieve cost reduction targets.

Procurement Specialist

Mobica (Cairo, Egypt)

December 2019 – August 2021

Job Description: (SAP User)

- Handle the requests and control the lead time with the suppliers.
- Follow up the MRP plan & the requests received from any business unit.
- Compare and Evaluate offers from Suppliers to achieve the best offer.
- Evaluate the suppliers according to a specific business criteria.
- Prepare and present the annual purchasing team performance presentation.
- Follow up and evaluate the team achievements.
- Contacting Suppliers and vendors locally & internationally.
- Prepare comparison Sheets against budgets.
- Reply to Technical office comments & support them with the required samples.

Training Specialist - Trainer

EYouth (Cairo Egypt)

January 2019 – December 2019

Job Description:

- Illustrate the curriculum to the participants.
- Handle the sessions.

Topics:

- Entrepreneurship
 - Introduction to entrepreneurship
 - Ideation
 - Feasibility analysis
 - Business Model Canvas (BMC)
 - Market Research

- Strategic planning
- Introduction to Marketing
- Team Building
- Budgeting for new firms or startups using assumptions
- How to write business plan in steps
- Pitching
- Soft skills:
 - Communication skills
 - Presentation skills
 - Time Management
 - Problem solving
 - Leadership
 - Creative thinking
 - Mind Mapping
 - Employment skills

Talant acquisition Specialist

Majoral (Cairo, Egypt)

December 2017 – July 2019

Job Description:

- Sourcing
- Screening
- C. Vs filtration
- Phone interviewing
- Handle Face to face interviews
- Selection

Extracurricular Activities

- Organizer at Eduforum conference at AUC.
- Head academic committee as an instructor at X- Volunteer, Entrepreneurship workshop.
- A Start up member at (SPE) society of petroleum engineers at Cairo University.
- Participant at X-Volunteer at entrepreneurship workshop.
- Participant at (MESE) Model of Egyptian stock exchange.

Skills

Technical Skills

- Microsoft Office
- Internet research skills
- RFQ Design
- Pricing
- Sourcing
- Recruiting
- Interviewing

Language skills:

- Arabic: Native
- English: Excellent command of both written and spoken
- Dutch: Elementary proficiency

Soft Skills

- Communication
- Presentation
- Analysis
- Negotiation
- Problem Solving
- Time Management
- Teamwork
- Team Management

Personal Information

- Gender: Female
- Nationality: Egyptian
- Date of Brith: Sep 30, 1993