

## Ahmed Ali Wahdan



## Contact

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## Personal information

**Born** November 4th, 1993

**Egyptian** (28 years)

**Residence:** Dubai, United Arab Emirates

**Marital status:** Married

**UAE Driving license**

**PFIZER** vaccinated of COVID-19

## Languages

**Arabic:** Native or Bilingual Proficiency

**English:** Full Professional Proficiency

**German:** Limited Working Proficiency

## Exhibitions and Conferences

**\* Global Sources Exhibitions (Hong Kong)**  
**For mobile phones and mobile accessories- 2019**

**\* Canton fair ( Guangzhou, China )** A lot of  
**New Technology for many fields like Home appliance and Multiple industry machines 2019**

**\*Gitex technology - world trade center,**  
**Dubai, UAE - 2017 & 2021**

## Summary

*I hope to join to a dynamic and respectable organization with potential for the future growth and contribution of new ideas, looking for a challenge position in the field of Procurement or logistics that exploits my technical experience and academic studies , I have massive experience in categories mapping and procurement with supply chain processes, add to that reducing the costs and inventory management and control the budget, Strong background in project management and suppliers relations .*

## Skill Highlights

- Project management
- Strong decision maker
- Complex problem solver
- Bargain for price and quality
- Innovative
- Service-focused
- Advanced in Microsoft office
- Strategy Planner

## Experience

- **Purchasing and Logistics Supervisor (Category Management)**  
**050Telecom / Dubai, UAE -02/2020 to Present /Telecom Company, selling electronic devices & lap top and mobile accessories & mobile services.**

*I was travelled to china four times & Hong Kong two times to close a lot of deals and cooperating with the suppliers and factories for long term business to buy the goods & logistics clearance process & experience in UAE local market*

- 1- General supervision of external and internal purchases
- 2- I'm Supervises the daily activities of the purchasing function. And review purchasing decisions, orders, and vendor contracts and oversee the ordering of materials and supplies from vendors.
- 3- Manage vendor relationships and oversee order placement, including of Products, track overall spending and we are charged with improving bidding processes.
- 4- Categories mapping with low investment and high profit (Customers exact need - Competitive pricing – Fresh of stocks- Up to date portfolio- Grouping in display)

- **Purchase Executive / 050Telecom / Dubai, UAE / 02-2018 to 01-2020**  
**\*Purchasing electronic devices like mobiles and mobile accessories from china.**  
**\*Dealing with the suppliers, which is supplying to UAE market new electronics devises & mobile accessories & internet devices & Laptop & PC from whole world**
  - 1-Preparing plans as proposal for total investment & sales value for our categories.
  - 2-Preparing plans for costs and profit margin and SRP (suggest retail price)
  - 3- Getting the highest profit margin & fulfill the shortage of stock
  - 4-Preparing a proposal target for branches according to highest sales of previous months
  - 5-Calculate the landing target and follow up the DE grows in order to change to grows
  - 6-Following up the SKU's movement and which items is fast moving to cover it up
  - 7- Following up Replenishment with warehouse team to improve and increase sales value and avoid the lose opportunities due to stocks shortage
  - 8- Creating a strong relationship with the suppliers to get newest a fresh stocks with lowest cost in the market, creating a long term business with suppliers as consignment and credit basis with same price of cash.

- **Sales and Purchase Executive / BMG international FZCO / Dubai free zone, UAE / 08-2017 to 01-2019**

*Trading on mobile phones – sell and purchase the new mobile phones by wholesale.*

*Buying and selling all mobile phones (Samsung - VIVO - Huawei- iPhone – ZTE- OPPO – MI ) buying from outside and selling to all emirates*

- **Sales and Marketing Executive /Tecno mobile /08-2016 to 07-2017**  
**Selling Mobile phones & Accessories & electronic devices /Cairo, Egypt**

*1-Sharing small brief about the our company concept and what is our vision*

*2-Understanding what the customer needs and solving the customers issue by sharing with them the information of the feature and benefits which is matching the requirement.*

*3-Providing a solutions by offering our products which solving the matter of the customer*

*4-achieving our target in monthly basis in order to make grows for the market share of our brand*

*5-Arranging a meeting with our clients to discuss and convince them by our products and advise them to buy from it*

- **Accountant / Mobile store / Tanta, Egypt / 08-2015 to 07-2016**

**Mobile phones spare Parts Company / Al-ameen system**

*1-Entering the purchases invoices – Recording daily sales in the system*

*2-Preparing the list of shortage of stocks on weekly basis*

*3- Stock taking every month - Checking the net sales and profit with profit margin on monthly basis.*

*4-Preparing the statement of financial position and net income (Monthly – Yearly)*

- **sales Advisor /Gabr for mobile services / Tanta, Egypt /10-2013 to 07-2015**

*Shop for selling Mobile phones and laptop - mobile phones services and repairing*

*1- Selling accessories of mobiles and laptop and PC*

*2- Achieving our target sales of mobile phones (Iphone - SONY – Samsung – Huawei)*

*3- Achieving our target sales of laptop (DELL– LENOVO – HP – ASUS)*

## Education

**Bachelor of Commerce and Business Administration Tanta University**

**Major: Accounting**

**Cumulative Grade: Good GPA = 74.2%**

**Graduation Year: June 2016**

## Certification

- **Electronic Accounting diploma**
- **Marketing Course**
- **ICDL Course**