

Hamza Itani EMBA,CSCP

Nationality : Lebanese

Eligible to get Saudi permanent residency

Counted as Saudi national in employee quota (سعودة)

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Email: hamzaitani@hotmail.com

Date of Birth: 26-11-1986

Marital status: Married

Number of Kids: 2



Highlights

- Expert knowledge and experience in logistics & procurement with a global view in Supply Chain Management.
- CSCP – Certified Supply Chain Professional and CSCP Certificate of attendance by Morgan intl
- Executive Masters of Business administration from the Lebanese American University an ACCSB accredited university
- BS. Banking and Finance from the Lebanese American University (among top universities in the MENA region)
- American Production and inventory control society (APICS) community member,
- Extensive Knowledge in the Biomedical field (finished successfully first 2 years of Pharmacy curriculum at the Lebanese American University)
- Extensive Sales Skills including SPIN, NLP and Communications Skills
- Successful Experience in ERP implementation
- Certified in Strategic Corporate Communication Skills Program (course by Thompson Reuters Institute)
- Certified in Advanced Statistics Program (SPSS)
- Lean-Six Sigma – Quality Management.

Education

2017- (current)	Executive Master of Business Administration Lebanese American University (L.A.U) – Beirut, Lebanon
2018	CSCP- Certified Supply Chain Professional certification by APICS (American Production and Inventory Control Society)
2004 – 2009	Bachelor Degree in Business Administration, Banking and Finance Lebanese American University (L.A.U) – Beirut, Lebanon
2003– 2004	Lebanese Baccalaureate in the Life Sciences field

Work Experience

10/2015 to present: Dar Ajaza Islamia Hospital (600bed)



Head Of central Procurement and materials management Department

- Managing and monitoring the issuance of bids and tenders for medical equipment, general equipment, general supplies, stationary, IT (hardware and software), medical supplies and engineering projects.
- Managing the procurement and warehouses team
- Initiating and deploying the contracts for maintenance, preventive maintenance, insurance and outsourcing.
- Negotiating best terms with suppliers taking into consideration the win-win formula.
- Collaborate with key people in the organization to ensure clarity of the specifications, and communicating the needs to suppliers.
- Evaluating bids and making recommendations based on commercial and technical factors in collaboration with purchase committee and the final users and technical experts.

- Approving Purchase orders as a final approval after passing through the procurement policies and procedures in the organization.
- Heading the supply chain activities including procurement, warehouse and stock control and finally the reverse supply chain including waste reduction and waste management.
- Setting the goals and objectives in collaboration with general management and orienting the supply chain toward achieving them.
- Controlling and reducing the expenses by applying best practices in procurement and spending on budget and setting favorable payment and contracting terms.
- Closely coordinating with finance team to ensure appropriate cash flow levels
- Conducting research to ascertain the best products and suppliers in terms of best value, delivery schedules and quality.
- Keeping contract files and using them as reference for the future;
- Developing the organization's purchasing strategy by developing appropriate purchasing policies and procedures.

05/2011 to 09/2015: Aramex international, Beirut



Logistics Customer Account Executive Senior (Logistics Consultant)

Main Responsibilities:

- Selling ARAMEX service to present clients and gaining new ones (5 daily visits)
- Holding and executing all clients requests from A to Z in collaboration with accounting and operations department and ARAMEX stations around the globe
- Following new leads, opening new accounts and gaining new business as much as possible in my assigned area.
- Preparing and tailoring offers and having the total right to set different profit margins according to client capacity and needs.
- Following up with client payments and credit terms in cooperation with the collectors.

2011 (8 months): Family Business, CTX group: Garment Factory, whole sale and retail stores

- ✓ Beirut: 3 months assistant manager in whole sales store, Dubai: 3 months assistant manager whole sales and retail stores, China(Guangzhou, Ningbo): 2 months assistant manger
- ✓ Inventory control
- ✓ Work force supervisor
- ✓ Sales management
- ✓ Retail and whole sales shipment executive

2010: BLOMIVEST Bank

- ✓ 3 Months Employment (Administration Department)
- ✓ Reviewing SWIFT messages received at operational-level Department.
- ✓ Managing inter-bank cash-in-hand transfers between BLOM INVEST & the branch

2009:Trainee in Retail Pharmacy (6 months)

2007

Languages

Arabic (native)

English (fluent)

IT Skills

- Advanced Microsoft office skills
- Beginner Experience In SAP
- Experience in advanced statistics program (SPSS, Mega stat)
- ERP implementation experience