



Abd-Al-Majeed Qteishat

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ABOUT ME

Strategic and results-oriented Industrial Engineer with a comprehensive background in procurement and logistics, leveraging a unique blend of technical expertise and practical experience in Purchasing and Tendering, with a strategic mindset, additionally to contract management and the establishment of strong, mutually beneficial relationships with key stakeholders, fostering long-term partnerships that enhances overall supply chain performance.

WORK EXPERIENCE

27 JUL 2024 – CURRENT Amman, Jordan

SENIOR PROCUREMENT & LOGISTICS ENGINEER ROYAL JORDANIAN AIRLINES

- Developed and implemented strategic sourcing strategies for various categories such as aircraft parts, fuel, catering services, ground handling services, and other procurement needs specific to the airline industry.
- Evaluated and selected suppliers based on criteria such as cost, quality, reliability, and compliance with industry regulations.
- Negotiated contracts with suppliers to secure favorable terms and conditions, ensuring cost-effectiveness and compliance with industry standards.
- Achieved cost savings of 70K JOD in the first quarter through strategic purchasing initiatives.
- Generated additional savings of 120K JOD in the second quarter by optimizing procurement processes and negotiating favorable terms with suppliers.
- Managed and oversee the lifecycle of contracts, including renewals, amendments, and terminations.
- Identified opportunities for cost reduction and efficiency improvements within the procurement processes.
- Collaborated with various departments such as Operations, Maintenance, and Finance to understand their procurement needs and align strategies accordingly.
- Generated regular reports on procurement performance and provide insights for continuous improvement.
- Analyzed market trends and pricing to negotiate competitive agreements and optimize procurement costs.
- Ensured that tender documents comply with relevant laws, regulations, and organizational policies.

7 APR 2022 – 20 JUL 2023 Amman , Jordan

PROCUREMENT OFFICER TAHBOUB GROUP | HONDA AUTOMOTIVE

- Prepared plans for the purchase of equipment, services, and supplies.
- Followed and enforced the company's procurement policies and procedures.
- Reviewed, compared, analyzed, and approved products and services to be purchased.
- Managed inventories and maintained accurate purchase and pricing records.
- Maintained and updated supplier information such as qualifications, delivery times, product ranges, etc.
- Maintained good supplier relations and negotiating contracts.
- Researched and evaluated prospective suppliers.
- Prepared budgets, cost analyses, and reports.

1 NOV 2021 – 1 APR 2022 Amman, Jordan

PROCUREMENT OFFICER / PART TIME JORDAN AHLI BANK

- Executed events with consistently high standards of organization, service quality, and enthusiasm for client objectives.
- Negotiated client contracts
- Helped customers and provided them with all the Bank features.
- Maintained Key Performance Indicators.

● **EDUCATION AND TRAINING**

27 JAN 2015 – 27 JUL 2021 Irbid, Jordan
INDUSTRIAL ENGINEERING Jordan University of Science & Technology

Website <https://www.just.edu.jo/Pages/Default.aspx> | **Field of study** Industrial Engineering | **Final grade** 3.09

● **LANGUAGE SKILLS**

Mother tongue(s): **ARABIC**
Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	B2
GERMAN	B1	B2	B1	A2	B1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DRIVING LICENCE**

Driving Licence: B

● **DIGITAL SKILLS**

• Strategic Planning | Excellent Negotiator | Confident Presenter | Deal Closer | Decision Making | Critical Thinking | Outlook | Microsoft Excel