

Hadi Al Salah

Data Scientist

Master's holding in data science, experienced certified procurement manager and experienced in market intelligence who's been actively involved in large language model, machine learning and deep learning projects. I am currently looking to obtain a data science position in a dynamic organization, bringing exceptional ability to handle multiple projects with high professionalism.

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PROFESSIONAL CERTIFICATION

Certified International Procurement Professional / Manager
International Procurement and Supply Chain Management Institute

WORK EXPERIENCE

Sr. Buyer

Exiros Saudi Arabia Ltd.

05/2023 - Present

Dammam

Achievements/Tasks

- Improved liquidity of supply for critical materials generating a potential saving of 0.5 MUSD/year.
- Improved on time delivery KPI for critical materials from 70% to 95%.
- Improved supply chain security of critical materials by qualifying local suppliers with competitive economical position.

Sr. Market Intelligence Analyst

Tenaris Saudi Steel Pipe

08/2021 - 04/2023

Dammam

Achievements/Tasks

- Analyzed sales segments and initiated market share increasing plan.
- Analyzed the Market dynamics, competitors' behavior and Tenaris' impact and positioning.
- Monitored and analyzed Aramco's activities.
- Analyzed O&G market and identified potential market.
- Carried out BU management control, interacted and collaborated with BU Management.
- Issued reports to the company management with conclusions and proposed plan actions.

Buyer

Exiros Saudi Arabia Ltd.

01/2020 - 07/2021

Dammam

Achievements/Tasks

- Achieved Savings of 150+ kUSD /year through the issued contracts.
- Negotiated and issued 35+ contracts to smoothen the procurement process in Tenaris.
- Analyzed purchase requests and identify trends to launch frame agreements to increase the system efficiency.
- Mastered the new system and acted as technical leader for the team.
- First to successfully implement the procurement new system.

LANGUAGES

Arabic ● ● ● ● ●

English ● ● ● ● ○

EDUCATION

Master's Degree in Data Science and Analytics

King Fahd University of Petroleum and Minerals

08/2022 - 06/2024

Dhahran

Courses

- Big Data Analytics
- Machine Learning & Deep Learning
- Statistical Modeling
- Forecasting Methods

Bachelor of science in Electrical Engineering

King Fahd University of Petroleum and Minerals

08/2014 - 04/2019

Dhahran

Achievements

- 2nd place in Senior Design Expo
- TOEFL - iBT: 527/677

SKILLS

SAP

Data Analytics

PowerBI

Tableau

Python

Data Wrangling

Data Modeling

R Programming

Data Visualization

Database Management

Spark

Business Analytics

Reporting

Market Research

Business Intelligence

Big Data

Statistical Forecasting

Machine Learning

Microsoft Excel

Deep Learning

PROJECTS

KSA Logistics Oriented Large Language Model

(08/2023 - 05/2024)

- Fine-tuned LLM on Saudi based logistics company to identify bottlenecks, room of improvements, generate reports and recommendations to improve the company performance.
- Developed user friendly interface for the model to allow top management to generate the desired reports and recommendations effectively.

Product Market Scouting (01/2022 - 06/2022)

- Cleaned and Analyzed 3rd Party DB through PowerBI to identify current and future customers' projects.
- Identified the potential market for specific products of the company portfolio to increase its market share.

Visualization of Pipes Worldwide Trade Database

(11/2021 - 12/2021)

- Cleaned an acquired 3rd party database and identify trends through the data wrangling process.
- Performed data analysis through PowerBI to draw conclusions on how the pipes trading affecting the company market share within the country and worldwide.

Data Visualization of Tenaris' Sales (09/2021 - 10/2021)

- Cleanse and maintain the company sales database.
- Identify trends and correlate them to market news to integrate both company performance and market context.
- Automation of the monthly reporting process.