

MUSTAFA AL EID

Project Management
& Supply Chain

Contact

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Mustafa Al-Eid

Key Expertise

Project Management

Supply chain
management

Project forecasting

Customer Service

Conflict management

Key Skills

Leadership

Problem solving

Teamwork

Communication

Data collection &
Analysis.

Organization & planning.

Microsoft office

Ability to learn things in
very fast manner.

Professional Summary

Customer Oriented Leader with **4+** years of international experience in the Project Management & Supply Chain with proven records of problem solving, critical thinking and delivering outstanding business results by leading cross-functional teams, identifying and implementing process improvement projects in Middle East Market.

Work History

04-2022 **Lead Project Engineer**

Current *National Talents, Saudi Arabia*

- Leading the Inventory, Logistics and procurement to ensure on-time material availability at the lowest cost.
- contract management to ensure internal contractual compliance with the terms and conditions of all Network customer contracts, compliance with designated management objectives and with the policies.
- Building the Project Management Talent Development through the provision of coaching and mentoring programs for direct and indirect reporting project Management team.

Key Achievements:

- Drove 20%+ materials cost reduction by scouting new suppliers, negotiating agreements, and consolidating shipments.
- Improved efficiency by 30%+ by leading process improvements & automation projects.
- Recognized by the top management for continuous auditing the payment process and rectifying +15% suppliers overpaying.

11-2021 **Sales Manager**

04-2022 *Hannecard, Saudi Arabia*

- Increase sales by 22% by improving the sales process and training the sales representatives.
- Reduce the sales cycle by 40% resulted in more sales and better customer satisfaction.
- Reduce the orders lead-time by 25% by improving fulfillment process.
- Win Back 17% of lost customers by rebuilding the relationship and Targeting re-engagement offers.
- Reduce aging invoices collection backlog by 35% by adjusting the terms and conditions, and suppliers' follow up.

05-2021 **Project Engineer**

11-2021 *Bright East Steel Company (BESCO), Saudi Arabia*

Languages

Native Arabic

Fluent English

- Leading Cross-Functional teams of (Engineering, Operation, Procurement, Project Management, Finance) for a +5M portfolio to ensure all activities are completed and the milestones are achieved.

Key Achievements:

- Reduce overdue backlog by 25% by activities fast tacking.
- Improve efficiency by 32% by implementing project management tools.

05-2018 Piping Engineer

12-2020 Tecnicas Reunidas (TR), Spain & Saudi Arabia

- Multiple rotations in Spain and Saudi Arabia related to engineering, Management, and Document controlling for Saudi Aramco projects.
- Lead the communication internally and externally to resolve design conflicts and ensure smooth execution.
- Lead the Design review for new construction, analyzing planned piping, conduits and engineering models.
- Lead the QA/QC management for engineering, manufacturing, and construction phases.

Key Achievements:

- Recognized by the headquarter for Reducing the Non conformances cost by + 20% and increasing the efficiency by +15% by adapting ERP system and leading processes optimization.

05-2017 Project Engineering Trainee

08-2017 Saudi Aramco, Saudi Arabia

Education

04-2018 MBA: Master of Business Administration

10-2019 Camilo José Cela University - Spain

09-2012 Bachelor of Mechanical Engineering

01-2018 King Fahd University of Petroleum and Mineral - Saudi Arabia

Certifications

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| 2020 | Project Management Professional (PMP) |
| 2022 | Primavera P6 – In progress |
| 2022 | Supply Chain Management (CPIM) – In progress |