

IHAB MAHMOUD AMIN



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SKILLS

• Procurement and

supply chain:

- strategic sourcing
- vendor relationship management
- negotiation & cost reduction
- inventory optimization
- regulatory compliance
- spend analysis

• Business and management:

- operational leadership
- budget management
- team leadership
- process improvement
- project management
- P&L Responsibility
- problem-solving & critical thinking

• Technical proficiency:

- Microsoft Office (Excel, Access)
- SQL Server
- PostgreSQL
- data queries and analytics

• Software and design:

- Adobe Photoshop
- Illustrator
- Premiere Pro
- After Effects
- C#, .NET
- Blazor web applications

SUMMARY

Dynamic Procurement Specialist with a proven track record at Medical Care Origin Company driving a 15% profit margin increase through strategic sourcing and vendor negotiations. Expert in inventory optimization and regulatory compliance, complemented by strong leadership and problem-solving skills. Committed to enhancing operational efficiency and fostering collaborative team environments.

EXPERIENCE

Senior Procurement Specialist

Medical Care Origin Company | Riyadh, Saudi Arabia

April 2022 - current

- Led end-to-end purchasing operations for three pharmacy branches, overseeing the procurement of pharmaceuticals, cosmetics, accessories, baby milk, and diapers, ensuring optimal stock levels and consistent product availability.
- Drove a **15% increase in profit margin** for the chain by strategically negotiating with multiple suppliers, comparing price quotations, and securing significant discounts.
- Proactively sourced new products and suppliers from both online platforms and international vendors, expanding product offerings, and enhancing supply chain resilience.
- Implemented and enforced cost-reduction policies, optimizing purchasing procedures to minimize waste, and maximize departmental effectiveness.
- Managed key vendor relationships, effectively resolving payment related issues to maintain strong partnerships, and ensure uninterrupted supply.
- Generated and analyzed comprehensive reports on vendor performance, compliance with company standards, and Saudi Food and Drug Authority (SFDA) regulatory requirements.
- Prioritized essential purchasing tasks for project completion, and actively participated in relevant industry exhibitions in Riyadh to identify emerging trends and potential new partners.

EDUCATION

05/2008
Bachelor of Pharmaceutical
Science
Zagazig University
Egypt

CERTIFICATIONS

Licensed Pharmacist |
Saudi Commission for Health
Specialties, Saudi Arabia

LANGUAGES

Arabic: Native
English: c1
Advanced (C1)

ACTIVITIES

Software development
Graphics and designs,
especially video editing
Travelling

REFERENCES

References available upon
request

Pharmacy Manager
HOME Pharmacies Company | Cairo, Egypt
April 2017 - April 2021

- Drove a **30% increase in pharmacy sales** within the first year, significantly boosted by professional handling of insurance dispensing, and establishing strong relationships with inventory, financial, and insurance teams.
- Directed comprehensive pharmacy operations and managed a team of approximately **18 staff members**, including pharmacists, delivery personnel, security personnel, and cashiers, to maximize productivity and customer satisfaction.
- Developed and implemented effective pharmacy management policies and procedures, which optimized operational efficiency and protected drug inventories from damage or theft through enhanced security protocols.
- Oversaw inventory management, including continuous **stock availability** screening and expiration date checks, delegating tasks to staff to maintain product integrity, and prevent losses.
- Managed continuous staff development through periodic performance **assessments** and ongoing learning initiatives for pharmacists, fostering a high-performing and compliant team environment.

Pharmacy Manager
United Pharmaceutical Company | Taif, Saudi Arabia
January 2012 - February 2017

- Drove a significant **40% increase in sales** and financial income for one of UPC's largest pharmacies in Taif, leveraging strong colleague collaboration and strategic initiatives.
- Optimized store layout and refactored item locations (**merchandising**) to enhance up-selling and cross-selling, directly contributing to improved customer experience and revenue generation.
- Expanded product offerings by introducing **new categories**, strategically positioning the pharmacy to compete effectively with larger chains by leveraging deep medical information and continuous learning.
- Managed comprehensive pharmacy operations, overseeing accurate prescription interpretation, medication dispensing, and patient counseling to ensure high-quality, patient-centered care.
- Fostered strong professional **relationships** with colleagues and supervisors, contributing to a collaborative and high-performance environment.

PROJECTS & PORTFOLIO

NexusPro (Pharmacy Management System)

- Role: Lead Developer & Project Manager
- Description: Designed, developed, and successfully deployed a proprietary WinForm application (C#, .NET) for pharmacy management, streamlining inventory, sales, and patient records.
- Impact: Successfully sold to multiple clients, demonstrating strong product ownership, development lifecycle management, and client support.
- Technologies: C#, .NET, Microsoft Access Database, SQLite, PostgreSQL, WinForms, with periodic CI/CD updates.

Graphic Design

A collection of creative projects demonstrating proficiency in visual communication, branding, and digital media.

- Tools: Adobe Photoshop, Adobe Illustrator, Adobe Premiere Pro, Adobe After Effects.

Freelance Projects (Fiverr & Upwork)

Executed diverse projects for clients in graphic design & video editing demonstrating strong client communication, project delivery, and adaptability.



Scan for portfolio

www.iyamnexus.com/ia-portfolio



Scan for Online Resume

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Pharmacist

Governmental Obligation

Alexandria, Egypt 2009 - 2011

- Managed medication dispensing and patient counseling, ensuring accurate interpretation of orders and proper patient education regarding usage and adherence.
- Ensured strict regulatory compliance with pharmacy laws and internal protocols, maintaining high standards for medication labeling, prescription review, and quality control.
- Provided essential patient education on medications, tools, and equipment to promote patient-centered care and treatment adherence.

Pharmacist

Community Pharmacy | Cairo, Egypt

2008 - 2011

- Managed medication dispensing and patient counseling, ensuring accurate interpretation of orders and comprehensive patient education on proper medication usage.
- Applied rigorous attention to detail in medication labeling, prescription review, and dosage confirmation to ensure patient safety and adherence.
- Maintained strict regulatory compliance with pharmacy standards and protocols, contributing to the quality of care and proper handling of medications.