

Ali El Khansa

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Summary

Highly motivated procurement and supply chain professional with over 15 years of progressive experience in fast-paced environments. With an engineering academic background and a proven track record in high-profile companies, I have developed diverse expertise and effective work strategies.

Currently seeking a dynamic and challenging role in a progressive organization where I can leverage my knowledge, skills, and experience to contribute to the company's success while further enhancing my management, procurement, and supply chain capabilities.

Education

American University of Beirut (AUB), Lebanon

Feb 2007 - Aug 2010

B.E. in Mechanical Engineering.

College Notre Dame Des Soeurs Antonines, Lebanon

Sep 1992 - Jul 2006

Lebanese Baccalaureate in General Science.

Professional Experience

HELM HOLDING WLL, Qatar - Group of Companies Specialized in Roads and Infrastructure Works, Primarily Serving the Public Works Authority (Ashghal)

QBS Construction WLL - Leading Grade (A) Roadworks and Infrastructure Contractor

Quality Construction Company WLL (QCC) - Leading Grade (A) Roadworks and Infrastructure Contractor

Fullbore Drilling and Lining WLL - Microtunneling Contractor

Quality Asphalt Products WLL - Asphalt Production Plant and Paving Contractor

Gulf Asphalt Plant WLL - Asphalt Production Plant

Gulf Asphalt Paving WLL - Paving Contractor

Hummingbird Machinery WLL - PMV Maintenance and Fleet Management

Concrete Precast & Readymix WLL - Precast and Readymix Concrete Plant

Toprok Aggregates WLL - Crusher and Aggregates Processing

• **Acting Procurement Manager / Sr. Procurement Engineer (Oct 2020 - Present)**

- Led procurement operations across the group and its subsidiary companies, ensuring cost-effective sourcing of materials, equipment, and subcontracted services.
- Developed and executed procurement strategies in alignment with project timelines and budgets, achieving cost savings while ensuring supply security and optimal value for money.
- Defined procurement policies and guidelines to standardize processes, ensuring compliance with commercial best practices and industry standards.
- Managed end-to-end procurement cycles - from supplier evaluation and negotiation to contract award - ensuring full alignment with business objectives.
- Negotiated and analyzed contracts with suppliers to secure favorable pricing, terms, and delivery conditions, ensuring alignment with project requirements.
- Cultivated strategic relationships with key internal and external stakeholders to drive cost-saving initiatives, mitigate supply chain risks, and optimise vendor performance.
- Monitored and managed supplier performance, ensuring compliance with quality standards, contractual obligations, and timely delivery.
- Established clear procurement objectives, defined and monitored KPIs, and conducted regular evaluations of supplier performance, cost efficiency, and procurement cycle effectiveness to ensure optimal operational outcomes.
- Collaborated with project managers, engineers, and finance teams to streamline procurement workflows, enhance inventory management, and improve operational efficiency.
- Delivered periodic reports and performance analyses to senior management, highlighting procurement efficiency, strategic sourcing outcomes, and areas for improvement.
- Played a key role in the successful ERP system implementation, enhancing procurement visibility, process efficiency, and goods and services management.

MEGATEC electromechanical engineers and contractors, Qatar - Leading MEP Contracting company with over 35 years of market presence

• **Head of Procurement (Feb 2013 - Sep 2020)**

- Led procurement operations for electro-mechanical works across multiple large-scale and high-rise building construction projects.
- Managed sourcing, tendering, contract negotiations, and supplier evaluations for MEP materials and subcontractors.
- Ensured quality, compliance, and timely delivery of specialised MEP equipment and services.
- Supported the implementation of supply chain improvements, including supplier performance tracking and ERP system integration.
- Coordinated with engineering and project teams across multiple large-scale and high-rise developments, building cross-disciplinary expertise and driving project alignment.

• Project Engineer (Aug 2011 - Jan 2013)

- Assisted in the development of project schedules, budgets, and risk mitigation plans, ensuring alignment with project strategies and client requirements.
- Monitored and reported work progress and schedules, ensuring project milestones and deadlines were met.
- Coordinated with subcontractors and oversaw site activities, ensuring all works, materials, and equipment adhered to quality assurance programmes and project specifications.
- Oversaw and conducted testing in accordance with contract documents, preparing comprehensive compliance reports for management review.
- Interfaced with clients and collaborated with management and various departments to recommend and implement quality improvements and cost-saving measures across all project activities.

• Estimation & Tender Engineer (Sep 2010 - Aug 2011)

- Reviewed and analyzed tender documentation for multi-billion dollar oil and gas projects, identifying key requirements and commercial considerations.
- Collaborated with clients, vendors, and cross-functional teams to gather information and formulate detailed project estimates, covering execution timelines, total costs, and material requirements.
- Provided essential data and insights to senior management, supporting informed decision-making regarding final bidding prices.

Projects	<ul style="list-style-type: none">• Roads and Infrastructure in Al Ebb and Leabaib – Package 04 (DN099-P04), Doha - Qatar (<i>PWA Project</i>)• Roads and Infrastructure in North of Mall of Qatar – Package 02 (DN110-P02), Doha - Qatar (<i>PWA Project</i>)• Design and Build of Permanent New Location of Darb Al Saai - Phase 01, Doha - Qatar (<i>PWA Project</i>)• Road and Infrastructure in Al Mearad and Southwest Muaither Package 1 (DW044-P01), Doha - Qatar (<i>PWA Project</i>)• Road and Infrastructure in Bani Hajer and AlRayyan Stadium Pckg 2 (DN117-P02), Doha - Qatar (<i>PWA Project</i>)• Roads and Infrastructure in Al Froosh Al Kharitiyat Package 1 (DN107-P01), Doha - Qatar (<i>PWA Project</i>)• New College of Engineering - Qatar University, Doha - Qatar (<i>PWA Project</i>)• Residential Tower Viva Bahriya 29 (3B+G+22F) - Pearl, Doha - Qatar (<i>Private Project</i>)• Residential Tower Viva Bahriya 3, 4 & 5 (3B+G+20F)- Pearl, Doha - Qatar (<i>Private Project</i>)• Residential Tower Viva Bahriya 20 & 21 (3B+G+21F)- Pearl, Doha - Qatar (<i>Private Project</i>)• Residential Tower Porto Arabia 15A & 15B (4B+MZ+AM+20F) - Pearl, Doha - Qatar (<i>Private Project</i>)• Residential Tower Porto Arabia 3A & 3B (4B+MZ+AM+20F) - Pearl, Doha - Qatar (<i>Private Project</i>)• Residential Tower Porto Arabia 13A & 13B (4B+MZ+AM+20F) - Pearl, Doha - Qatar (<i>Private Project</i>)• Commercial Tower Abraj Qatar AQ2 (4B+G+35F) - Pearl, Doha - Qatar (<i>Private Project</i>)• Commercial Tower Marina Mix-026 (3B+G+26F) - Lusail, Doha - Qatar (<i>Private Project</i>)
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Internship	<p>Design Engineer at Texas A&M University at Qatar (June - August 2009)</p> <ul style="list-style-type: none">- Contributed to the System Engineering and Energy Conversion research group, supporting the mechanical design of an oil well logging and conveyance tool for RASGAS.- Optimised the mechanical design of a wireline tool and developed motion simulations to depict the tool's performance under well conditions.
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Key Skills & Expertise	<ul style="list-style-type: none">• Leadership and Teamwork• Accuracy and Attention to Detail• Risk Management• Commercial Awareness• Problem-Solving• Stakeholder Collaboration• Stress Management• Business Process Improvement• Competitive Analysis• Forecasting & Planning• Procurement Strategy & Planning• Vendor Negotiation & Management• Supply Chain & Logistics Management• Cost Control & Budgeting• Market Analysis & Sourcing• Excellent Judgment and Analytical Abilities• KPI Development & Monitoring• Communication and Interpersonal Relations• Decision Making• Contract Negotiation
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Technical Skills	<ul style="list-style-type: none">• ERP & Inventory Management Systems• Microsoft Office Suite (Excel, Word, PowerPoint)• Microsoft Teams
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Personal Information	Nationality : <i>Lebanese</i> Date of Birth : <i>August 1st, 1988</i> Marital Status: <i>Single</i> Languages : <i>English, Arabic, French, Italian</i>
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References	<ul style="list-style-type: none">• Available upon request.
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