

HOUSSEIN RIFAI

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STRATEGIC SOURCING & PROCUREMENT LEADER

Driving efficiency and cost savings through strong vendor relations and aggressive contract negotiations.

Dynamic, resourceful, goal-oriented Senior Procurement Manager with nine years of experience translating cost-conscious procurement strategies into significant and sustainable bottom-line growth. **Proven track record of improving efficiency and elevating P&L performance;** managed a \$2MM procurement budget for Advanced Vision, resulting in a 24% reduction in material costs against budget forecasts and a 12% gain in profitability.

- ✓ **Exceptional negotiation skills** – employs a research-backed, relationship-based approach to negotiate significant price concessions.
- ✓ **Strong training and talent development skills** – continually challenges, mentors, and inspires staff to exceed performance expectations.
- ✓ **Track record of P&L ownership** – routinely called upon to identify and address project cost overruns, lead vendor rationalization initiatives involving hundreds of suppliers, and capitalize on strategic cost containment opportunities.



Professional Experience

Advanced Vision Morocco • Casablanca, Morocco

2014 to Present

General contracting company specializing in electromechanical works throughout the MENA region. **Annual revenue: \$125MM.**

Senior Procurement Manager (2020 to Present) | Procurement Manager (2014 to 2020)

Provided leadership, oversight, and direction for an agile, three-member team to manage all aspects of day-to-day procurement operations for a construction company with over \$678MM in active projects. Managed a portfolio of 362 suppliers, capitalizing on supplier capabilities and leading vendor negotiations to secure highly competitive contractual terms, pricing, and conditions. Maintained and continually strengthened relationships with vendors, collaborating to address critical material shortages and ensure smooth project workflows throughout the North African region.

Sourcing & Procurement Highlights:

- **Led a comprehensive vendor rationalization project**, consolidating the supplier base by ~19% (from 450 to 362).
 - Renegotiated with existing vendors post-rationalization, successfully securing between 3% and 5% in price concessions.
- **Conducted in-depth market research** to source cost-effective alternatives to mechanical and electrical equipment from global suppliers, securing alternatives up to 24% cheaper than budgeted.
- **Managed and administered a \$2MM budget**, ensuring the optimal allocation and utilization of organizational resources.
- **Sourced and deployed procurement software** (Oracle) to improve productivity by ~12%.
- **Spearheaded a \$1.2MM warehouse renovation project**, reducing average inventory retrieval times by 30%.
- Orchestrated quality control efforts, ensuring materials conformed to stringent engineering specifications.
- **Built mentor-mentee relationships with junior procurement staff**, providing them with a strong foundation in vendor management, strategic sourcing, inventory management, and contract negotiations.
- **Served as chief procurement point of contact** between warehouse, construction, engineering, and technical departments, collaborating to address project-impacting logistical issues and streamline purchasing operations.

Houssam C., CEO

'Hussein's ability to negotiate contracts has saved our company significant costs. One of his most impressive accomplishments was leading a vendor rationalization initiative that streamlined our supplier base by 19%, enhancing both efficiency and savings.'

Majid al Futtaim for Leisure & Entertainment • Beirut, Lebanon**2013 to 2014**

Majid Al Futtaim is one of the most successful leisure and entertainment brands in the Middle East. Owns and operates a portfolio of shopping malls, retail, and hotel establishments. Annual revenue: \$87MM.

Operations Manager | Supervisor

Supervised a team of 12 customer-facing employees to orchestrate all day-to-day store operations – from sales and inventory management through staffing, training, and light accounting. Held team members accountable through routine performance assessments, ensuring a highly differentiated customer experience in all interactions. Managed and maintained inventory, working with vendors to ensure the store's material and equipment needs were consistently met.

Value Proposition:

- **Established a new inventory management system**, successfully reducing the shrink rate from 4% to 1%.
- **Designed individual development plans** for underperforming employees to close gaps in skill or knowledge.
- **Negotiated up to 12% lower costs** from food & beverage (F&B) vendors, improving the store's profit margins.
- **Produced KPI reports**, providing real-time visibility into daily operations and informing leadership decisions.

Global University • Beirut, Lebanon**2012 to 2013**

Beirut-based university offering undergraduate and graduate degrees. Accredited by the Directorate of Higher Education in Lebanon.

Assistant Project Manager

Orchestrated procurement efforts, providing oversight of construction crews and contractors to successfully launch a new department on an accelerated timeframe (nine months). Equipped the department with new computers, A/V technologies, and other equipment, negotiating highly competitive rates in collaboration with the lead project manager.

Select Contributions:

- **Developed and maintained the purchasing budget**, producing periodic reports to identify and address cost overruns.
- **Designed and rolled out a multi-channel marketing campaign**, resulting in 100+ qualified leads per week.
- **Heavily involved in talent acquisition efforts**, recruiting highly qualified, best-fit talent for procurement roles.
- **Ensured staff were fully trained**, supported, and optimally positioned to deliver strong value for the university and students.
- **Negotiated strategic partnerships** with other universities, raising awareness of university programs and services.

Fouad A., Operations Manager

'Houssein's ability to build strong vendor relationships allowed us to reduce our procurement costs by 12% without compromising quality. His dedication to mentoring team members is commendable; he takes the time to nurture talent, ensuring everyone is equipped to meet our performance objectives.'

EARLY CAREER

American University of Beirut | Purchasing Agent (2010 to 2012)

Ernst & Young | Accounting Intern (2009)

Education

GLOBAL UNIVERSITY – Beirut, Lebanon

Bachelor of Business Management (BBM), Cum Laude

Software Snapshot

SAP Ariba, Concur, MS Dynamics, Oracle Procurement Cloud, Microsoft Office Suite (Word, Excel, PowerPoint)