

SMART PURCHASING SKILLS



2 DAYS TRAINING PROGRAM



TRAINING OBJECTIVES:

1. To Define Purchasing – difference between buying and expediting
2. To Introduce the purchasing process elements - Setting Purchasing Priorities, Organizing Purchasing
3. Resources, Executing Purchasing Strategy
4. To Measure Purchasing Performance

SPECIFIC TOPICS COVERED:

1. INTRODUCTION TO SUPPLY CHAIN MANAGEMENT
2. DIFFERENTIATION BETWEEN BUYING AND EXPEDITING
3. SETTING PURCHASING PRIORITIES : ABC Analysis, Risk Analysis, Supply Positioning, Supplier Preferences, Strategic Supply Positioning
4. PURCHASING OPERATION : Purchasing Process, Types of Purchases, Contracts etc.
5. WAREHOUSING KPIs : Buying KPIs, Expediting KPIs, How to establish cost savings? KPIs in line with strategy
6. PURCHASING ORGANIZATION : Roles of Buyers & Expeditors, Career Path, Organizing in line with Strategy

FOR INHOUSE SESSIONS BOOKING AS PER YOUR SUITABILITY, AVAILABILITY, MULTIPLE
REGISTRATION DISCOUNT & FOR FURTHER DETAIL, PLEASE FEEL TO CONTACT MADDY@BEMCON.CO.UK

SMART PURCHASING SKILLS

Procurement
Management

TARGET AUDIENCE: PURCHASING MANAGERS AND BUYERS, EXPEDITORS, CONTRACT MANAGERS OR SALES STAFF WHO WANT TO KNOW HOW PURCHASING STAFF ARE TRAINED.

Supply Chain is backbone of any organization which deals with understanding your customer requirements and then delivering the product to the customer effectively and efficiently. Supply Chain for an organization ranges between 2-6% of its net sales, which is a significant amount of money. Hence, it is very beneficial to organizations to make their supply chain effective and efficient resulting in cost reduction and increase in customer satisfaction. Supply Chain has different components such as Supply & Demand Planning, Warehousing, Transportation and Purchasing. Every organization buys items and services to produce the finished goods and services they sell to their consumers. Purchases account for over 50% of the money spent by an organization. Hence, getting the right value is key in saving cost and increasing quality. This training provides practical aspects on how to obtain the best value and hence save cost. You can significantly reduce your costs by implementing these concepts.

REGIONAL LEADING SUPPLY CHAIN EXPERT



VETERAN CONSULTANT FOR CORPORATE GOVERNANCE & ORGANIZATIONAL EXCELLENCE

Ahsan S. Razzaq is currently the Owner of STCI (www.shahzadtc.com) and Regional Vice President of BEMCON Middle East & North Africa. He possesses over 26 years of work and consulting experience in Supply Chain Management and Quality, Health & Safety and Environment.

Ahsan's 18 years' work tenure was with blue chip companies like Procter & Gamble (www.pg.com), Henkel (www.henkel.com), and Olayan Financing Company (www.olayan.com). Out of these 18 years of work tenure, Ahsan worked 10 years in Olayan Financing Company (OFC) at Holding Company level and established and executed Corporate Supply Chain and Corporate Quality, Health & Safety, and Environment (QHSE) role. Ahsan attained the level of General Manager Corporate Supply Chain, being responsible for the Supply Chain for over 25 companies.

Ahsan has provided consulting services for over 6 years to companies like Savola Group (Supply Chain Transformation), Sunbulah Group (Supply Chain Career Path), Saudi ReadyMix (Supply Chain Assessment), Saudi Telecom (Procurement Department), Turk Henkel Istanbul (Supply Chain Planning), Furthermore, Ahsan has conducted several trainings for multiple clients such as Supply & Demand Planning, Warehousing Best Practices, Smart Purchasing Skills, Influencing and Negotiation Skills, and Time & Productivity Management.

Ahsan has been engaged in several industries during the work tenure such as Fast-Moving Consumer Goods (Nestle, Mondelez, Colgate Palmolive, Coca Cola, Kimberly Clark, Olayan General Trading Company etc.), Restaurants (Burger King), Health Care, Contracting (Voltas, Olayan Real Estate etc.), Oil & Gas (Olayan Descon, DHL EXEL), Consulting (ATOS, CH2M Hill) to name a few.

Ahsan holds Bachelors and Masters of Science in Mechanical Engineering from Kansas State University, USA.

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BEMCON
INSTITUTE OF SMART SKILLS



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