



ADIL SIDDIQUI

PURCHASING MANAGER • SHARJAH, UNITED ARAB EMIRATES • +971 569206631

◦ DETAILS ◦

Sharjah
United Arab Emirates
+971 569206631
adil21siddiqui@gmail.com

◦ LINKS ◦

[LinkedIn](#)

◦ SKILLS ◦

Communication and Negotiation

Ability to Work Under Pressure

Ability to Work in a Team

Microsoft Excel

Contract Negotiation

Microsoft Office

PERSON PROFILE

A Challenging and responsible position for opportunity for advancement potential in the field of Sales & Marketing/ Purchase where my comprehensive knowledge experience will enhance the productivity effectiveness of the organization by utilizing my knowledge, problem solving approach and leadership skills.

EMPLOYMENT HISTORY

Purchase Manager at Aeris Copper Stream Manufacturing LLC, Ras al-Khaimah

August 2024 — Present

- Sourced and procured copper scrap from various suppliers, including recycling centers, scrap yards, and industrial sources, ensuring compliance with environmental regulations.
- Negotiated pricing and contract terms for the purchase of copper scrap, aiming to optimize cost savings and maintain supplier relationships.
- Conducted market research and analysis to stay updated on copper pricing trends, ensuring timely purchases at competitive rates.
- Coordinated the logistics of scrap delivery and collection, overseeing transportation to ensure timely and safe handling of materials.
- Worked closely with quality control teams to assess the purity and quality of copper scrap, verifying it met industry standards before purchase.
- Developed and maintained relationships with key suppliers, fostering long-term partnerships.
- Managed inventory control for copper scrap, ensuring efficient tracking and storage of materials.
- Liaised with internal teams, such as production and sales, to ensure timely fulfillment of copper material needs for ongoing projects or manufacturing.
- Ensured adherence to environmental standards, waste management regulations, and safety procedures throughout the purchasing process.

Purchaser Cum Loading Specialist at Al Qaryan International DMCC, Dubai

2022 — 2024

- Having extensive knowledge & Multi-tasking skills in management of Purchase/Procurement with experience in Commodity Global trade, ISRI Specifications Ferrous & Non Ferrous Metal Scrap Industry.
- Managing negotiation with global suppliers, handling, buying, quality checking, pricing, transportation, developing new sourcing sites & outside operation.
- Regular purchase/procurement of ISRI Specifications Ferrous & Non-Ferrous Metal Scrap (Iron scrap, Copper, Aluminum, Brass, Zinc, Lead & Stainless Steel
- Performing Global market research/ Knowledge of London Metal Exchange

Sourcing and Procurement:

- Identify potential sources of metal scrap materials through research, networking, and market analysis.
- Establish and maintain relationships with suppliers, scrap yards, manufacturers, and other sources to
- ensure a consistent supply of quality scrap materials.

- Negotiate prices, terms, and conditions with suppliers to optimize procurement deals.

Quality Control and Inspection:

- Inspect incoming scrap materials to ensure they meet quality standards and specifications.
- Collaborate with quality control teams to assess the suitability of scrap materials for various applications.

Pricing and Market Analysis:

- Monitor market trends, metal prices, and supply-demand dynamics to make informed purchasing decisions.
- Analyze pricing data to determine the value and potential profitability of various scrap materials.

Logistics and Transportation:

- Coordinate transportation and logistics for the collection and delivery of scrap materials.
- Ensure timely and cost-effective transportation of materials to and from suppliers and customers.

Risk Management and Compliance:

- Stay informed about industry regulations, environmental standards, and legal requirements related to scrap metal trading.
- Ensure compliance with safety and environmental regulations during the handling, storage, and transportation of scrap materials.

Documentation and Record Keeping:

- Create and maintain documentation related to procurement transactions, contracts, invoices, and other relevant paperwork.
- Prepare reports on purchasing activities, inventory levels, and market trends.

Relationship Building:

- Cultivate and maintain strong relationships with suppliers, customers, and other stakeholders within the metal scrap trading ecosystem.

Problem Solving:

- Address any issues or challenges related to procurement, quality, logistics, or customer requirements in a timely and effective manner.

Continuous Improvement:

- Identify opportunities for process optimization, cost reduction, and efficiency enhancement within the procurement and trading operations.

Collaboration:

- Collaborate with other departments such as sales, operations, and finance to ensure seamless business operations.

Market Research:

- Stay informed about industry trends, emerging technologies, and competitive factors that may impact the metal scrap trading business.

Sales & Marketing Executive at Jindal Steel & Power Limited, Gurgaon

January 2018 — December 2021

Negotiate contracts and pricing with vendors or distributors to manage product distribution, establishing distribution networks or developing distribution strategies Use sales forecasting or strategic planning to ensure the sale and profitability of products, lines, or services, analyzing business developments and monitoring market trends. Assist the credit control team to collect dues and outstanding amounts from clients in allotted

credit limit. Ensure Credit customers are out through the with Credit approval process. Assists in the implementation of company marketing plans as needed.

Sales Responsibilities:

- An Introduction, Quotation, Inspection, Quantity Estimation, Credit Note, Delivery Schedules, Inventory Stock Checking, Post Sales Planning, Inquiry, planning in cost cutting, Pro-forma Invoice, Order Placement, Client's appointments, Updating Market Steel Price among customers for TMT Rebars(steel finished product), Local Purchase Order, Back to Back, Sales, margin profit, Customer support, Pricing, Inquiry, sales data entry report, payment recovery, providing daily sales plan report with the organization.
- Negotiate contracts and pricing with vendors or distributors to manage product distribution, establishing distribution networks or developing distribution strategies.
- Use sales forecasting or strategic planning to ensure the sale and profitability of products, lines, or services, analyzing business developments and monitoring market trends.
- Assist the credit control team to collect dues and outstanding amounts from clients in allotted credit limit.
- Ensure Credit customers are out through the with Credit approval process.
- SAP Software Management (Back-End) handling for TMT Orders(steel) /Contract creation.

 **EDUCATION**

- **B.B.A in International Business, Amity University, Noida**
August 2014 — December 2017
BBA in International Bussiness

 **REFERENCES**

- **References available upon request**