

HAIDY OSAMA

Operations, procurement & Quality Systems Manager
Food Manufacturing | HACCP | ISO Certification | International Procurement | Regulatory
Compliance

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Valid QID & Qatari Driving License

PROFESSIONAL SUMMARY

Results-driven Operations & Quality Systems Manager with over 5 years of experience in food manufacturing and meat processing operations. Experienced in production management, quality assurance, HACCP implementation, ISO certification, regulatory compliance, international procurement, supplier management, accounting supervision, and team leadership. Successfully established the company's microbiology laboratory, led food safety and quality system implementation, managed government inspections, and supervised a workforce of 35 employees.

CORE COMPETENCIES

- Operations Management
- Food Manufacturing Operations
- HACCP & Food Safety Systems
- ISO Certification & Quality Management
- Regulatory Compliance
- Government & Regulatory Affairs
- International Procurement
- Strategic Sourcing
- Supplier & Vendor Management
- Contract Negotiation
- Production Planning
- Inventory Management
- Sales Coordination & Customer Relations
- Cost Control & Budget Monitoring
- Laboratory Operations & Quality Control
- Team Leadership
- Business Operations
- Advanced Microsoft Excel

PROFESSIONAL EXPERIENCE

Operations & Executive Manager | Aqwat Trading & Processing Meat Company December 2020 – Present

- Manage daily operations of the meat processing and food production facility.
- Lead and supervise over 35 employees across production, quality, procurement, administration, and support functions.
- Oversee production planning, operational efficiency, inventory management, and workflow optimization.
- Supervise accounting activities, expense monitoring, reporting, and budget follow-up.
- Manage local and international procurement operations for raw materials, equipment, and operational requirements.
- Negotiate pricing, contracts, payment terms, and supply agreements with overseas suppliers.
- Coordinate purchasing activities, logistics, shipping schedules, and inventory replenishment.
- Represent the company in dealings with government authorities, including the Ministry of Public Health and Municipality.
- Coordinate inspections, audits, documentation, and compliance requirements with regulatory authorities.
- Support strategic planning and business development initiatives.
- Monitored sales performance and coordinated with customers to ensure timely order fulfillment.
- Supported business development activities by maintaining strong relationships with existing customers and identifying new business opportunities.
- Coordinated between sales, production, and procurement departments to ensure customer requirements were met efficiently.
- Assisted in pricing decisions and product planning based on market demand and operational capabilities.

KEY ACHIEVEMENTS

Quality, Compliance & Regulatory Achievements

- Led international sourcing and procurement activities, identifying and establishing partnerships with suppliers across multiple countries.
- Successfully negotiated pricing, payment terms, and supply agreements, achieving cost savings while maintaining product quality and supply continuity.
- Built and maintained strong business relationships with local and international suppliers, ensuring reliable sourcing and competitive pricing.
- Conducted supplier evaluations, market research, and sourcing analysis to identify new procurement opportunities.

- Expanded the company's supplier network and secured alternative sourcing options to support operational efficiency and business growth.
- Managed procurement planning for raw materials, laboratory equipment, production requirements, and operational supplies.
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Procurement & Supplier Management Achievements:

- Successfully established the company's in-house Microbiology Laboratory in compliance with Ministry of Public Health requirements.
- Led the selection, procurement, installation, and operational setup of laboratory equipment and testing systems.
- Recruited and supervised microbiology laboratory personnel to support food safety and quality assurance activities.
- Developed, implemented, and maintained HACCP food safety systems across company operations.
- Coordinated the preparation and successful achievement of ISO certification and quality management documentation.
- Maintained "Excellent" ratings in health inspection reports through effective food safety, quality control, and regulatory compliance programs.
- Served as the primary company representative during inspections and audits conducted by the Ministry of Public Health and Municipality authorities.
- Ensured full compliance with food safety regulations, quality standards, and government requirements.

EDUCATION

Computer science | 2017

LANGUAGES

Arabic: Native

English: Excellent

TECHNICAL SKILLS

- Microsoft Excel (Advanced)
- Microsoft Office Suite
- Data Analysis & Reporting
- Inventory Management Systems
- Purchasing Management Systems
- Procurement & Supplier Management
- Quality Documentation & Record Management