

Zulfiqar Ahmad Khan

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Results driven procurement professional with over 20 years of diversified home and international purchasing experience in the technical and commercial fields and general procurement of airline, aviation and health care industries. A well-rounded, self-starter with strong management expertise in both traditional and non-traditional purchasing disciplines and supplier diversity. Demonstrated negotiation, communication and organizational skills.

ACCOMPLISHMENTS

- Negotiated several purchase/sale agreements and contracts.
- Achieved and exceeded all deadlines and targets assigned by the Management.
- Reduction in material inventories and significant savings in carrying costs.
- Successfully handled multiple assignments with outstanding results.
- Exceptional people management skills and a team player.

EmblemHealth Inc., New York November 2008 - Present **Manager Procurement and Supplier Diversity Advocate**

Develop, manage and drive key sourcing relationships that are critical to supporting the company's annual spend of \$350 + Million in goods and services.

- Lead and direct the team to coordinate procurement of goods and services related to all corporate locations, the affiliated offices and medical groups.
- Serves as a marketplace expert and negotiate with suppliers to secure optimal terms and conditions.
- Identify and recommend possible substitutions or alternatives which have cost/value added savings.
- Supplier Diversity Advocate – responsible for managing and providing an access to competitive business opportunities to minorities, women-owned and disabled veterans who are certified diversified suppliers.

Eos Airlines Inc., New York 2006 – 2008 **Manager Purchasing (Supply Chain – Catering/Onboard Services)**

Manage supplier sourcing, procurement, services and operation of airline catering, food service and on-board activities. Ensuring lowest total cost and highest quality, budget control and operational performance of all purchased items and services in supporting department objectives.

- Generate RFP and RFQ documents, evaluation, price analysis, placing and follow-up of purchase orders – using the SAP software.
- Negotiation and market research, investigations into automation, audits and development of new products, sources and services.
- Contract administration of out-sourced vendors services at London/New York.
- Conduct suppliers' visits, report on current market and supply trends.
- Responsible for the material support and supply chain throughout the network.

PIA International New York/Karachi
New York 2001 – 2006 Prior - International/Global

PIA is an international airline with its corporate offices in Karachi and operations spread over 125 cities in four continents. Annual turnover is in excess of \$ 1 Billion.

During my long association with this company, I was responsible for various activities such as – purchase of aircraft parts (Avionics/Airframe), import/export, market research, purchasing and contracts for food services, catering, commercial use items, capital and office equipments and other services. Besides, I was looking after the purchasing policies, training programs, investigations and compliance audits and assisting in department budgets and control.

In fulfillment of the above objectives I held the following supervisory positions where I had the opportunity to get positive results from my team:

- Manager Procurement, Americas
- Manager Purchasing (Food Service & Catering Contracts)
- Manager Procurement, Islamabad
- Supply Administration Manager
- Manager Purchasing (Technical)

Also responsible for special projects, contract administration, billing, pricing control, payments and audit of outsourced catering functions at London, Brisbane, New York, Chicago, Washington D.C, Houston and Seattle, respectively.

EDUCATION - MBA (Finance) University of Karachi
B.B.A Hons. (Marketing) University of Karachi
B.Com (Accounting) University of Punjab

Computer literate – Knowledge of SAP, People Soft and Microsoft applications, excellent written and verbal communication skills, bi-lingual, extensively traveled, good negotiation skills, detail oriented, reliable and strong ethical values, individually responsible and a very good team player.

PROFESSIONAL AFFILIATIONS AND HONORS

- Member, Institute for Supply Management, (NAPM – NY Chapter)
- Member, Chartered Institute of Transport, United Kingdom
- **Hubert H. Humphrey Fellowship, (University of Minnesota)**