

ABDULLAH ALFARAJ

Supply Chain Management

Supply chain management professional with a Bachelor of Science from Arizona State University's W. P. Carey School of Business, skilled in data analysis, project management, and negotiation. Demonstrated expertise in procurement strategy and supplier negotiations through high-impact projects, leveraging KPI dashboards and supplier performance metrics for strategic sourcing. Proficient in Excel and supply chain simulation tools, ready to apply analytical rigor and strategic thinking to entry level roles in sourcing or procurement.

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EDUCATION

Arizona State University (ASU) Supply Chain Management

Arizona, United States

08/2020 – 05/2025

- GPA: 3.00/4.00.

SKILLS

- **Software Skills:** Excel, Word, PowerPoint, Outlook, Tableau (Data Visualization), Google Sheets.
- **Business Skills:** Data Analysis, Strategic Sourcing and Procurement, Spend Analysis, Supplier Relationship Management, Category Management, Contract Negotiation, Supply Market Analysis, Cost and Price Analysis, Inventory Management Basics, Demand Forecasting, KPI Development and Analysis, Simulation-based Decision Making.
- **Soft Skills:** Leadership, Problem-Solving, Analytical Thinking, Collaboration, Communication, Adaptability.

COURSES

- Supply Chain Strategy
- Research and Negotiation
- Control System and Supply Chain Management
- Logistics Management
- Business Decision Models
- Supply Management
- Global Supply Operations

LANGUAGES

- Arabic, Native
- English, Fluent

PROJECTS

Coffee Game Simulation, Arizona State University Research and Negotiation Course

03/2025 – 05/2025

- Worked as lead negotiator for the coffee game simulation where there were two business units, Business Unit 1 was dedicated to procurement and the processing of costs for the Ethiopian Green beans and selling roasted coffee beans. There have been multiple strategies dedicated to the number of contracts per round, and the application of negotiation tactics to secure the best deal with the suppliers. Business unit 2 consisted of purchasing two types of roasted beans, as well as producing blended beans to meet the market demand, contracts and negotiation tactics were applied as well.

Spend Cost Analysis, Well & Good Professional Services

01/2025 – 03/2025

- Worked with a team as consultants on a spend cost analysis for Well & Good Professional Services Company, part of ASU Research and Negotiation course. This project analyzed Well & Good's supply chain management, specifically focusing on the Blue Mat category (cleaning supplies) and identifying opportunities for cost reductions and process improvements. The overall goal is to reduce spending and enhance operational efficiency.