

# Homayoun Navid

## Curriculum Vitae



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## Procurement Manager

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### Job Experience:

I have worked for 9 years in **Hyundai Construction Company**.

- The company built phases 2 & 3 of the South Pars oil and gas refinery, and I worked as Procurement Manager / International Procurement from 2001 to 2010.
- Handling Shipping & selling / purchasing.
- Traveling to South Korea to select goods and build report with factory managers
- Selecting products based on company needs and align with company budget
- Supervising the whole process of Procurement / purchasing and shipping till delivery
- Developed and maintained a system for recording and tracking purchases.
- Negotiated global procurement
- Agreement with key suppliers
- Fluent in Commercial Negotiation

The business entity I operated was established in 1945 around 70 years ago in building glass. I have been operating this business since 2010 up to 2015.

The name of this company is **Jam Nama Glass** which is one of the famous brand.

- Exclusive agent of two European companies from Belgium and Italy AGC Glass Co. & Stone Glass Co.
- Famous projects of our company: Milad Tower (The most famous tower in Iran), Parsian Bank (Central Branch), Mellat Bank and Roma tower.
- Handling all commercial related / Procurement process with Belgian and Italian companies from purchasing / selling till delivery.
- Manage approval and execution of material purchase plan.
- Forecast and tracked future purchase daily reports.
- I was commercial manager of this company and communicate with Belgium & Italy.
- I imported building glasses & Stone Glasses. Then I attend in tenders and sales.

#### **Energy Diamond (Solar System Company in Dubai)**

- This company is working on Solar Panels/Photovoltaic Glass/Solar Mounting etc.,
- Improve competitive edge and high quality product by preparing cost comparison and negotiating with a minimum of three vendors.
- Coordinate with Engineering to establish the most cost effective way of producing products with cost analysis to determine in house production or outsourced production.
- Attended 3 weekly meeting communicating sales, marketing customer service, and inventory.
- Negotiated pricing, payment terms, and delivery schedules to optimize cost savings.

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#### **Professional Summary:**

- Seasoned commercial manager with more than 20 years of experience in commercial and business affairs.
- Excellent in English language & importation skills.
- Basic German Language knowledge.
- Track records of achieving exceptional results in import & export and commercial negotiation.
- I know English language very well
- I have been working as procurement manager and execute in import & export.
- I have full experience to commercial negotiate, commercial discussion

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## Education:

- Fluent in English Language
- A1 level of German Language
- MS-Office
- Commercial Negotiation
- Custom clearance
- Procurement affairs

## Skills:

English Language

Transportation

Computers software,

Commercial Negotiation,

Purchasing,

Custom clearance

Available time to work: anytime regarding an agreement