

MUHAMMAD SAJID



CONTACT

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LANGUAGES

English – Fluent

Urdu – Native

Punjabi–Mother Tongue

PERSONAL INFO

Nationality:

Pakistani

Date Of Birth:

July-4; 1980

SUMMARY

Results-driven **Procurement Head with strong specialization in Biomedical Engineering and healthcare technologies**, bringing extensive experience leading end-to-end procurement and supply chain operations across medical, pharmaceutical, and diversified industries. Proven expertise in **strategic sourcing of medical equipment and consumables, vendor qualification, contract negotiation, regulatory-compliant procurement, cost optimization, and risk mitigation**. Demonstrated ability to build and lead high-performing procurement teams, implement best-in-class procurement systems, and deliver sustainable savings while ensuring **clinical quality, safety standards, and business continuity**. Highly effective in stakeholder engagement, with a consistent track record of aligning procurement strategies with organizational goals to enhance operational efficiency, patient care outcomes, and profitability.

PROFESSIONAL PROFILE

Highly accomplished healthcare procurement and biomedical engineering professional with **25+ years of experience**, including **20 years in the UAE** within public and private hospital environments. Proven expertise in **strategic sourcing, procurement lifecycle management, biomedical engineering operations, vendor negotiations, contract management, and hospital projects**. Recognized for driving cost optimization, ensuring regulatory compliance (JCI, DHA), leading multidisciplinary teams, and delivering large-scale hospital and medical equipment projects.

CORE COMPETENCIES

- Strategic Sourcing & Planning
- Biomedical Engineering
- Healthcare Management
- Technology Integration
- Clinical Engineering
- Equipment Lifecycle
- Project Management
- Services Contract Management & Vendor Performance
- Asset Management
- Regulatory Auditing
- Financial Stewardship
- Predictive Maintenance
- Procurement Oversight
- Team Management
- Vendor Negotiation

PROFESSIONAL EXPERIENCE

ONEHEALTH asset of PUREHEALTH

AUG 2021 - PRESENT

SENIOR MANAGER – *Biomedical, Procurement, Strategic Sourcing & Subcontracts*

Key Achievements & Responsibilities:

- Lead end-to-end procurement and strategic sourcing activities in alignment with corporate governance, compliance, and regulatory standards.
- Manage procurement of medical imaging equipment, medical devices, consumables, reagents, and spare parts for multi-brand medical equipment portfolios.
- Handle procurement from global OEMs and principal vendors including GE, Philips, Siemens, Nipro, Mindray, Fujifilm, Abbott, as well as local authorized distributors.
- Maintain 20+ years of vendor relationships across the UAE and with international suppliers, ensuring reliability, competitive pricing, and service excellence.
- Oversee annual procurement spend of AED 500–600 million, ensuring cost optimization and value-for-money sourcing. Manage procurement operations for major government healthcare entities including Rafed, STMC, SSMC, SEHA, and MOPA hospitals. Key Achievements.
- Successfully cleared critical procurement backlogs within record timelines by standardizing documentation and procurement workflows.
- Negotiated high-value contracts, securing favorable commercial terms while protecting organizational and contractual interests.
- Implemented strategic sourcing protocols to maintain optimal inventory levels and reduce supply risk.
- Conducted market and financial analysis to identify cost-effective, high-quality suppliers. Strengthened vendor partnerships to enhance service delivery, SLA adherence, and contractual performance.
- Built strong cross-functional stakeholder relationships, enabling smooth execution of procurement initiatives.
- Mentored and trained procurement teams, driving operational excellence and continuous improvement.
- Biomedical Engineering & Clinical Engineering Leadership Headed biomedical engineering contracts and projects for MOPA Hospitals, SEHA Hospitals, and YAS Clinics.
- Supported site operations, biomedical system performance, vendor coordination, and technical compliance.
- Oversaw service delivery, equipment lifecycle management, and regulatory compliance for medical equipment portfolios.
- Led the launch of PureHealth's Clinical Engineering Division, transitioning operations from Medvice as a strategic partner. Directed the implementation of PureHealth's Clinical Engineering model across the Northern Emirates. Delivered high performance in the PureHealth project, maintaining exceptional operational efficiency and performance standards.
- Managed overall biomedical engineering operations, driving efficiency, uptime, and service quality.

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PROFESSIONAL EXPERIENCE

AVIV SCIENTIFIC CLINICS, JLT DUBAI *(Under ENOVA FACILITY MANAGEMENT)*

JAN 2021 – JUL 2021

HEAD OF BIOMEDICAL ENGINEERING

Key Achievements & Responsibilities:

- Led medical equipment installation, calibration, commissioning, and turnkey projects.
- Managed preventive and corrective maintenance of biomedical equipment.
- Prepared technical specifications, evaluations, and reports for procurement decisions.
- Coordinated with suppliers to ensure compliance with pre-installation and commissioning requirements.

HMS GROUP - DUBAI (AL-GARHOUD & MIRDIF Private hospital and CLINICS)

NOV 2011- DEC 2020

HEAD OF BIOMEDICAL ENGINEERING– & Medical Equipment Procurement.

Key Achievements & Responsibilities:

- Led biomedical engineering operations for a 100-bed multi-specialty hospital and five external medical centers, ensuring uninterrupted clinical equipment availability.
- Directed end-to-end turnkey installations of medical equipment, nurse call systems, medical gas systems, and modular operating theatres.
- Managed 5,000+ medical assets, computerized inventory systems, and annual maintenance contracts (AMCs) in full compliance with JCI standards.
- Played a key role in hospital expansions and greenfield projects, including DX Bone Centers, JLT Clinic, Sharooq Medical Centre, and Mirdif Private Hospital (150 beds).
- Supervised, mentored, and developed a team of 7 biomedical engineers and technicians, improving operational efficiency and response times.
- Ensured full compliance with JCI, DHA, FANR, and radiation safety regulations, supporting successful audits and accreditations.
- Collaborated with clinical, facilities, and procurement teams to optimize equipment lifecycle management and cost control.
- Committee Memberships & Organizational Roles, Quality & JCI Compliance Committee
Risk & Safety Committee
Facilities Management Services (FMS) Committee
Procurement Committee

Committee Memberships:

- Quality & JCI Compliance Committee
- Risk & Safety Committee
- Facilities Management Services (FMS) Committee
- Procurement Committee

BIOMEDICAL ENGINEER***Key Achievements & Responsibilities:***

- Maintained and troubleshot critical medical, surgical, laboratory, and radiology equipment.
- Coordinated vendor support, spare parts replacement, and preventive maintenance programs.
- Supported JCI compliance across Rashid, Dubai, and Latifa Hospitals.

EARLIER EXPERIENCE - PAKISTAN**2003- OCT 2007**

- LIAQAT NATIONAL HOSPITAL – Biomedical Engineer
- MEDISTARS TRADING CORPORTATION - Sales & Service Engineer.

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PROFESSIONAL TRAININGS

- Toshiba Ultrasound – Toshiba, Turkey (2015)
- Huber 360 Physiotherapy – DJO, France (2016)
- Enraf Nonius Physiotherapy – Netherlands (2013)
- PENTAX Endoscopy Systems – Germany
- Dräger Anaesthesia Systems – Germany
- Patient Monitoring, Infusion Pumps, Blood Gas Analyzers – Various OEMs

EDUCATION & QUALIFICATIONS

- **Biomedical Engineering (4 Years Post Graduation)**
Govt. Jamia Millia Polytechnic Institute, Karachi – Pakistan (2002).
- **Secondary School Certificate**
Federal Board, Pakistan (1996)

REFERENCES

References will be provided upon request.