

Rami Elabbadi

Supply chain & Global business manager

Abu Dhabi

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Success Oriented

Willing to relocate: Anywhere

Work Experience

Supply chain Manager

M.I.E.E - Mansoura

December 2017 to December 2019

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Member of Maadaniyah & Tasnee

Axles, Foundries & Spare parts Factory

March 2017 to November 2017

Group) - Commercial Vehicles & Petroleum Equipment Industry - Saudi Arabia.

Commercial and Export Manager

Main Duties:

- Overseeing, implementing, and managing company's overall supply chain, logistics, and operations strategy, schedules, and practices in accordance with new or changing environmental policies, standards, regulations, or laws.
- Managing and developing cordial relationships with internal and external supply chain parties such as suppliers, shipping companies, distributors, customs authorities, customers and etc
- Negotiating prices and terms with partners to minimize raw material and transportation costs, in addition to diagram supply chain models to help facilitate discussions with customers.
- Determine key supply chain KPIs and Suggest solutions for process improvements, and Identify process bottleneck and implement solutions in a timely manner.
- Participate in the development of new products, engineering changes, product line extensions, inventory maintenance, manufacturing, new product launches, and warranty coverage and extend to ensure orderly and timely transitions in material or production flow.
- Manage activities related to strategic or tactical purchasing, material requirements planning (MRP), inventory control, warehousing, or receiving by cooperating with others from diverse backgrounds and identify problems and find solutions besides monitor supplier performance to assess ability to meet quality and delivery requirements.
- Appraise vendor manufacturing ability through on-site visits and measurements., in addition participate in hiring, training, supervising and mentoring of supply chain staff.

Supply Chain & Commercial Manager

Forsam Trading Group - Commercial Vehicles, Caravans and Petroleum

January 2012 to January 2017

Main Duties:

- Administer all import and export of goods and supervise delivery of all goods and manage distribution of all goods to various geographical locations efficiently.
- Oversee handling of all goods and ensure safety in all transportation and design cost effective methods for same and analyze best means of transport for all products as per customer requirement in coordination with manager.
- Maintain subject matter expertise in all import and export operations and evaluate all company businesses and provide require classification for same.
- Making sure that all customers information and records are up to date and keeping accurate records of import and exports operations.
- Monitor implementation of all department operations and ensure compliance to all regulations for department and subsidiaries and adhere to all standards of import and export goods and establish all targets and streamline processes to incorporate all government regulations.
- Obtaining quotes for transportation, making cost comparisons, and ensuring the efficiency and effectiveness of imports and exports.

Import & Export Manager Assistant

Shouman Group - Plastic Machines & Products, Lights, and Plastics

January 2011 to December 2011

01/2011 - 12/2011)

Raw Material Industry - Egypt.

Import & Export Manager Assistant.

Main Duties:

- Steering the global sales, marketing and operations by conducting analysis of commercial opportunities.
- Preparing models to assess future profitability of identified opportunities and develop plans for expansion and business development, advising around pricing for commercial contracts, setting financial targets, developing budgets, and monitoring compliance.
- Develop and implement commercial strategies, meeting company goals and objectives, and Focus on strategies to accelerate growth along with Managing budgets, expenses and pricing and commercial arrangements.
- Overseeing the development and utilization of Business Agencies and enhancing current commercial agencies in addition to search for new agencies, and analyzing business performance (including the profitability, revenue, pricing and cost of goods sold).
- Design and implement all export strategies and activities and ensure adherence to all project requirements and prepare all export documents within required timeframe and schedule efficient shipping activities and identify appropriate transportation method in assistance with customers.
- Coordinate with management and plan participation in all trade shows and ensure all activities according to customer specifications

and assist business partners to design efficient distributing strategies for customers and ensure compliance to all laws and regulations.

- Monitor all existing and prospective global markets, Prepare effective business plan for all projects to achieve required sales volume and profit and organize all market plans to suit all customer requirements and monitor all specific transactions of all customers for all processes.
- Administer all existing clients, ensure optimal level of marketing strategies and customer satisfaction, design required consumer promotions for various trade fairs, assist to identify new markets, and manage all banking logistics for export activities and prepare required documents and special labels for brands and ensure adherence to all shipping schedule.

Import & Export Supervisor and MENA sales manager assistant

Marketing & Industry General Supplies Co

April 2009 to December 2010

Head Quarter Middle East for (04/2009 - 12/2010)

the American companies CODE3 & Kustom Signals. - Military Equipment & Radars Industry - Saudi Arabia.

Import & Export Supervisor and MENA sales manager assistant.

Import & Export Specialist

Shouman Group - Plastic Machines & Products, Lights, and Plastics

June 2007 to March 2009

Main Duties:

- Participate in obtaining all required import & export licenses and permits for all processes, and coordinate with marketing and sourcing department to establish an efficient export classification and prepare tariff schedule.
 - Provide an efficient interface with freight forwarders and administer all freight logistics and provide optimal level of customer services and resolve all shipment issues.
 - Perform audit on all import and export files on regular basis.
- Monitor and provide response to all custom inquiries and requests and obtain required product certifications for all export and import products for custom clearance.
- Collaborate with various departments and obtain all certification documents and ensure compliance to all import and export policies and perform regular audits on all broker activities.
 - Keeping accurate records of products, contracts, pricing and invoicing information, and maintain daily reports for the benefit of national inventory, logistics and warehouse managers..
 - Coordinate International shipments, including overseeing day to day operations, arranging shipment's logistics and preparing all required documentations.
 - Coordinate and manage all domestic and international shipments with logistics providers, custom brokers and freight forwarders.

Main Duties:

- Handling Import & Export Processes and Bank Transactions.
- Facilitating Import, Export, and MENA sales Communications, verifying Information, keeping in touch with suppliers & customers, and developing cordial relationships with them.

- Negotiating with suppliers and shipping companies to minimize raw material and transportation costs, and making sure that all suppliers and customers information and records are up to date.
 - Overseeing the development and utilization of a suppliers and customers database, and keeping accurate records of products, contracts, pricing and invoicing information.
 - Achieving best practices in Global trade and MENA sales, and measuring performance through agreed upon Key Performance Indicators (KPIs).
- Petroleum & Transportation projects with Saudi

Education

Master Of Business Administration in Supply chain Management

Mansoura University - Mansoura

December 2018 to September 2020

Diploma in International Trade

Ain Shams University - Cairo

April 2008 to October 2008

Bachelor's in Business Administration and Marketing

Mansoura University - Mansoura

September 2003 to May 2007

Skills

Financial (5 years), Strategic Planning (6 years), SAP (2 years), MANAGERIAL (10+ years)

Links

<https://www.linkedin.com/in/rami-elabbadi-41b804117>

Certifications and Licenses

CSCP, Cerified Supply Chain Manager

August 2018 to December 2018

Additional Information

Computer & Software Skills

- Capable of Operating and very quick learning and dealing with any new business programs (such as SAP and other accounting & managerial systems).