



# Rami Saad Elabbadi

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## Personal Details:

8/08/1986 • Birthplace: Jeddah - Saudi Arabia • Egyptian  
Male • Married

## Supply Chain and Logistics Manager

Highly prudent, and strategically agile professional with extensive experience in leading major supply chain operations. Proficient in providing leadership in strategic sourcing, cost reduction, globalisation, business relationship management, logistics operations handling, and capacity expansion in support of the company's long term growth objectives. Effective business builder and mentor with a keen insight to solving business and operational issues. Adept at creating synergies enabling business growth through accelerated throughput, reduced product lead times, increased capacity, reduced inventory and increased cash flow in both stable and unstable environments. Versatile and confident leader that can remedy inefficiencies and identify market opportunities for the firm. **Proven expertise in:**

- Strategic Planning and Implementation.
- Supply and Demand Planning.
- Distribution & Warehouse Management.
- Inventory Control and Management.
- Material Management and Planning.
- Customer Relationship Management.
- Cost Reduction and Avoidance.
- Logistics Management.
- Customs operations management.
- Procurement & Strategic Sourcing.
- General Management & Reporting.
- SWOT, Market, Competition, PESTEL, Industry & Product life cycle analysis.
- Supply Chain Operations.
- Contract Negotiation & Management.
- Crisis and Risk Management.
- Project Management & Budgeting.
- Cross-team Collaboration.

## Professional Experiences

**04/2022 – 12/2024** Hyundai Rotem Company (South Korea) – METRO & Railway Industry – [Egypt Branch](#).  
**Supply Chain Manager.**

Directing various supply chain functions, including logistics, procurement, warehousing, customs clearance, playing part in METRO & Railway project management, and supply & demand planning. Built and maintained professional relationships with internal and external supply chain parties. Negotiated with all Supply chain partners to minimize general costs of supply chain operations. Monitored legal, technical, commercial, production, and certification capability and licenses of all supply chain partners.

### Key Contributions:

- Managed the development and utilization of a supplier database and maintained accurate records of products, contracts, pricing, and invoicing information.
- Involved in hiring, training, supervising and mentoring of supply chain staff.

**04/2021 – 03/2022** Hyundai Rotem Company (South Korea) – METRO & Railway Industry – [Egypt Branch](#).  
**Logistics & Procurement Manager.**

Directed various functions including logistics, procurement, warehousing, customs clearance, and Building and maintaining fruitful relationships with internal and external parties. Negotiating with all partners to minimize general costs of shipments and projects' operations. Monitoring legal, technical, commercial, production, and certification capability and licenses of all partners.

### Key Contributions:

- Ensure that a company's trade operations meet laws guidelines and adhere to import and export regulations.
- Performing audits to ensure that cross-border shipping and business activities meet all relevant requirements.
- Oversee customs entry work ensuring accurate and timely submission and follow up actions for import and export shipments.
- Respond to customs authority related enquires including commodity coding, trade preference, duties, valuation and customs transit.

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- Develop and deliver regular progress reports / presentations to communicate status of import / export operations and driving actions within functions.
- Keeping up to date of detailed technical, legal and operational knowledge and experience of customs and international trade legislation and requirements, especially in the Egypt, GCC, China, Korea and EU.
- Seek out efficiency improvements to optimize Trade and Customs operations.

**04/2020 – 03/2021 M.T.S (NAFEZA – Egyptian Customs Single Window) - Misr Technology Services Company - Egypt.**

### **Customs Operations & Customer Service Senior Supervisor.**

Directed various Customs Operations and Global trade functions, including customs clearance procedures, implementing single window project “NAFEZA”, solving customers’ problems with both Single window system and other related authorities such as customs authority, NFSA, GOIEC, and etc....

#### **Key Contributions:**

- Directed operational responsibility for Egypt Customs and Trade Compliance program areas as well as oversight and / or support of projects in other global markets as needed. Both Import and Export (including re-export and screening best practices) and other areas of Customs and Trade Compliance as needed.
- Support Customs & Trade Compliance team in the strategic development, delivery, and execution of a standardized compliant international trade compliance program globally.
- Collaborated with Customs (and other related) Authorities in applying the new Egyptian customs system (Nafeza- Single Window).
- Assist with the development, implementation and keeping current standard operating procedures and work instructions.
- Supported the development and maintenance of customs and trade compliance process and procedures and the centralized shared storage, support the customs and trade compliance training activities.
- Supporting Importers, Exporters, and Customs Clearance companies in using the new Egyptian customs system (NAFEZA- Single Window) to clear their shipments.
- Providing Global business, Customs, Commercial, and Legal support to all parties using NAFEZA system.
- Ensure import and export shipments conform to governmental rules and regulations by managing inquiries, requests from brokers, forwarders, manufacturing sites, free zones, etc. to ensure efficient and compliant movement of all customs clearance processes.
- Assign and review global (EG, GCC, EU, etc.) Harmonized Tariff Codes. Update and review single window master data, Global trade regulations updates and world customs organization updates.
- Resolve issues and contribute to seminars to develop customs system and explain to all parties how to benefit from laws, regulations, and the single window system.
- Follow up and prepare daily reports about import and export shipments conducted through different Egyptian Seaports and airports.
- Identify areas for process improvement in the daily resolution of customs and trade compliance related international transactions.

**12/2017 – 12/2019 M.I.E.E – Telecommunications Industry – Egypt.**

### **Supply Chain Manager.**

Directed various supply chain functions, including logistics, procurement, customs clearance, and supply & demand management. Built and maintained professional relationships with internal and external supply chain parties. Negotiated with all Supply chain partners to minimize general costs of supply chain operations.

#### **Key Contributions:**

- Managed the development and utilization of a supplier database and maintained accurate records of products, contracts, pricing, and invoicing information.
- Handling both Local & foreign Procurement.
- Handling all shipments including LCs & bank transactions, inbound & outbound logistics, customs clearance, and etc...
- Involved in hiring, training, supervising and mentoring of supply chain staff.

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**03/2017 – 11/2017** Arabian Axles Factory (Member of Maadaniyah & Tasnee Group) – Commercial Vehicles & Petroleum Equipment Industry – **Dammam - Saudi Arabia.**

### Commercial and Export Manager.

Analysed commercial opportunities to steer global sales, marketing, and operations. Developed models to assess future profitability of identified opportunities and created plans for expansion and business development, devised the pricing for commercial contracts, established financial targets, and monitored compliance. Formulated and implemented commercial strategies while meeting company objectives and accelerating growth; Oversaw budget, expenses, pricing, and commercial arrangements. Reviewed business performance, including profitability, revenue, pricing, and cost of goods sold. Created export documents within required timeframe, scheduled efficient shipping activities, identified appropriate transportation method in assistance with customers. Assisted business partners to design efficient distributing strategies for customers and ensured compliance to all laws and regulations. Administered existing clients, ensured optimal level of marketing strategies and customer satisfaction, and designed required consumer promotions for various trade fairs.

#### Key Contributions:

- Monitored all existing and prospective global markets, designed business plan for all projects to achieve required sales volume and profit, organized market plans to suit all customer requirements.
- Study and analysis import & export regulations, customs laws, preferential trade agreements in targeted markets (GCC countries, Africa, Europe and Asia).
- Follow up customs clearance process till delivery to customers' warehouse including guarantee of implementing convenient HS code and meeting customs laws and regulations in each market.
- Coordinated with management and participated in all trade shows; ensured all activities were according to customer specifications.

**01/2015 – 01/2017** Forsam Trading Group - Commercial Vehicles, Trailers Equipment, Caravans and Petroleum Industry – **Riyadh - Saudi Arabia.**

### Supply chain Manager.

Oversaw and implemented overall supply chain, logistics, and operations strategy, schedules, and practices in accordance changing environmental policies, standards, regulations, and laws. Established working relationships with internal and external supply chain parties, including suppliers, shipping companies, distributors, and customs authorities. Determined key supply chain KPIs and offered solutions for process improvements; identified process bottleneck and implemented effective solutions accordingly. Assisted in the development of new products, engineering changes, product line extensions, inventory maintenance, manufacturing, new product launches, and warranty coverage to ensure timely transitions in material and production flow. Identified risks and sourced solutions while monitoring supplier performance to assess ability to meet quality and delivery requirements. Conducted on-site visits to appraise vendor manufacturing. Assisted in recruiting, training, and motivating supply chain staff.

#### Key Contributions:

- Chaired numerous activities related to strategic or tactical purchasing, material requirements planning (MRP), inventory control, and warehousing.
- Minimized raw material and transportation costs, negotiated prices and commercial terms, and formulated supply chain models to facilitate discussions with customers.
- Managed 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.
- Appraised vendor manufacturing ability through on-site visits and measurements.

**01/2013 – 12/2014** Forsam Trading Group - Commercial Vehicles, Trailers Equipment, Caravans and Petroleum Industry – **Riyadh - Saudi Arabia.**

### Logistics and Procurement Manager.

Responsible and accountable for the delivery of all procurement and logistics related activities in accordance with the organization's procurement and logistics policies and procedures. Leads operational country-assessments, including supply

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chain management, purchasing, facilities, and fleet management. Developing and standardizing operations processes and systems in accordance with country office guidance and directives. Collaborates with colleagues across departments to identify system needs, process bottlenecks, and to develop unique solutions to enable more timely, efficient, and accountable operations. Support prep

#### Key Contributions:

- Developing, leading and executing Logistics and purchasing strategies.
- Searching and finding potential qualified and professional vendors (Shipping partners, manufacturers, suppliers, etc....).
- Guiding goods through customs, preparing and submitting documents, determining tariff and duty payments, tracking shipments, and using the tariff coding system to classify shipments.
- Perform and implement all custom clearance activities such as following upcoming Shipment, documents transactions and day-to-day related activities in accordance with the objectives, policies and procedures.
- Follow up shipments and documents with the freight forwarders, shipping lines, customs clearance broker, and etc....
- Follow up the order during the production by (picture & visiting the factory during the production)
- Make deals and negotiate the contract clauses and conditions with the Suppliers to achieve the company target.
- Evaluating vendors, negotiating contracts and compare between suppliers' prices, quality and services.
- Follow up with the feedback after delivering to the clients in order to achieve the customer satisfactions.
- Tracking and reporting key functional metrics to reduce expenses and improve effectiveness.
- Prepare weekly and monthly reports on purchases, including cost analyses.

**01/2012 – 12/2012** Forsam Trading Group - Commercial Vehicles, Trailers Equipment, Caravans and Petroleum Industry – **Riyadh - Saudi Arabia.**

#### Logistics Manager.

Ensured that products, inventory, parts, and all shipments move from one place to another (locally & internationally) efficiently and cost-effectively including all customs clearance operations, banking and LCs processes, freight handling, and complying to customs & foreign trade laws. Played a key part of the supply chain, working to plan, control, and implement the storage and flow of products, materials, information, or services. Managed the transition swiftly & smoothly with no time delays, lost product, or incidents and securely while ensuring adherence to pre-set deadlines. Assisted in recruiting, training, and motivating logistics staff.

#### Key Contributions:

- Strategically plan and manage logistics, warehouse, transportation and customer services.
- Oversee the entire process of a shipment, from acquisition to delivery.
- Comply with customs laws, import & export regulations and foreign trade requirements in all shipments.
- Negotiate with customs authority, ministry of trade & industry, and tax authority to obtain permission for getting advantages of laws & regulations issued to support local manufacturers.
- Handled all issues with customs authority, control authorities, and all other authorities involved in customs clearance and import & export operations.
- Direct, optimize, coordinate full order cycle, and resolve any arising problems or complaints.
- Review and research client needs and develop the best method of approach to fulfill them.
- Meet cost, productivity, accuracy & timeliness targets, and Keep track of quality, quantity, stock levels, delivery times, transport costs and efficiency.
- Appraised vendors (shipping companies, transportation haulers, customs clearance brokers, and etc...) abilities through on-site visits and measurements.

**01/2011 – 12/2011** Shouman Group - Plastic Machines, Products, and Raw Material Industry – **Egypt.**

#### Import and Export Manager Assistant.

Directed import and export of goods, and supervised the delivery, and managed the distribution various geographical locations. Oversaw the transportation while ensuring safety and developed cost-effective methods for product delivery. Co-ordinated with manager to analyse effective transport for all products as per customer requirement. Evaluated all company businesses and offered required classification. Ensured all customers information and records were updated.

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### Key Contributions:

- Supervised the implementation of all department operations, bank transactions, and ensured compliance to all regulations for department and subsidiaries; established targets and streamlined processes to incorporate all government regulations.
- Obtained quotes for transportation, compared costs, and ensured overall efficiency and effectiveness of imports and exports.
- Participated in customer relationship management, organization's sales activities, assessment of new marketing & sales opportunities and demonstrating those estimations to the respective managements.

**04/2009 – 12/2010** Marketing & Industry General Supplies Co., (Head Quarter Middle East for the American companies CODE3 & KUSTOM Signals - Military Equipment & Radars Industry – [Saudi Arabia](#).

### Import and Export Supervisor and MENA sales Manager Assistant.

Oversaw import and export processes and several bank transactions. Assisted in import, export, and MENA sales communications, verified Information, coordinated with suppliers and customers, and maintained strong relationships with them. Negotiated with suppliers and shipping companies to minimize raw material and transportation costs while ensuring all suppliers and customers' information and records were up to date. Oversaw suppliers and customers database; maintained accurate records of products, contracts, pricing, and invoicing information.

### Key Contributions:

- Achieved best practices in global trade and MENA sales and measured performance through agreed upon KPIs.
- Facilitating Import, Export, and MENA sales Communications and Operations, verifying Information, keeping in touch with suppliers and customers, and developing cordial relationships with them.

### Additional experience:

**06/2007-03/2009** [Import & Export Specialist](#) at Shouman Group – Plastic Machines & Products, and Plastics, [Egypt](#)

## Education and Certificates

<b>2025 – 2027</b>	<b>PHD – Supply chain management.</b> Mansoura University – Egypt
<b>2024 - 2025</b>	<b>Diploma in Procurement and Supply – CIPS - UK.</b> Chartered Institute of Procurement & Supply – United Kingdom.
<b>2021 - 2023</b>	<b>Master of Business Administration – Academic - (Trade Logistics Management).</b> Mansoura University – Egypt
<b>2021</b>	<b>CPIM - Certified Production and Inventory Management</b> , HPA Academy “Training Course”. Mansoura University – Egypt
<b>2020</b>	<b>Master of Business Administration – MBA - (Supply chain Management).</b> Mansoura University – Egypt
<b>2018</b>	<b>CSCP - Certified Supply Chain Professional</b> , Am Cham & APICS – Egypt “Training Course”.
<b>2017</b>	<b>Market Research studies, Market research applications, Supply Chain management (advanced), and Marine Insurance</b> , Saudi Export Development Authority – Saudi Arabia.
<b>2008</b>	<b>Financing Methods for Foreign Trade and L/C</b> “Training Course” Ain Shams University – Egypt
<b>2008</b>	<b>Ways of Customs Clearance</b> , Damietta Sea Port – Egypt.
<b>2007</b>	<b>Bachelor of Business Administration and Marketing</b> Mansoura University – Egypt
<b>2006</b>	<b>Basics of Capital Market</b> , Egypt Stock Exchange – Egypt.

### Other Skills and Abilities

**Languages:** Fluent in Arabic and English with fair knowledge of French.

**Technical proficiencies:** SAP-ERP (MM) and Microsoft Office Suite.

### Professional Associations

- Petroleum and Transportation projects with Saudi ARAMCO Company -Saudi Arabia, 2013 - 2017
  - Petrochemicals and Transportation Projects with Kemya – SABIC Company - Saudi Arabia, 2013 – 2017
  - Handling Commercial Agencies with Many International partners such as OPW Fluid Transfer Group Europe - Holland, Guangdong Hos' Mechanical Manufacturing - China, WABCO Vehicle Control System - Germany, CODE3 Inc.-USA, and etc..
  - The Youth week of Egyptian and Arabian Universities (Media and Quality Department) – Egypt, 2005 - 2006
  - The Training course of preparing leaders in institute of preparing leaders at Helwan- Egypt, 2006
  - Press Team of Mansoura University – Egypt, 2004 - 2007
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### Visited Countries & Exhibitions

- Commercial Vehicles, Made In Korea, and Airport Show Exhibition in Dubai & Abu Dhabi- UAE, 2012
  - Canton Fair in Guangzhou and Automechanika Shanghai – China, 2012 - 2017.
  - Automechanika Middle East in Dubai – UAE, 2012 – 2017.
  - IAA Exhibition in Hannover – Germany, 2012, 2014, 2016
  - Business Trips to Netherlands, France, Turkey, Germany, China, South Korea, South Africa, Tanzania, Jordon, Kuwait, Oman, Bahrain , Egypt, and UAE, 2012 – 2017.
  - Business Trips to Libya, Tunisia, and UAE 2025.
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### Competent Experiences / Excellence in...

- Understanding and Analysis of Customs laws & regulations, import and export operations.
  - HS Code implementation, preferential agreements usage, and foreign trade handling.
  - Negotiations management, Shipments handling, controlling costs.
  - Long term planning, and systems implementing.
  - Global business study, analysis, planning, and executing.
  - Supply chain strategies implementation, Procurement perfection, sales & operations management and Production planning.
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### Objectives & References

- **Looking** for a suitable role in a reputable company where can be part of something special, and work for a dynamic fast paced company that will give chance to exceed customer expectations, significant career development opportunities, and to unlock full potential.
- **References:** Furnished upon request