



ABDALLAH ANIS

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SUMMARY

Dynamic and performance-driven business professional leader with high integrity, strong work ethic and great leadership skills. Meticulous and resourceful operational addict with proven success in setting up operational structure, leading productive teams, controlling budgets and networking to drive business growth initiatives

SKILLS

- Operations Management
- Mentoring and Training
- Client Relationships
- Budget Management
- Staff Management
- Strategic Planning
- Operational Oversight
- Shipping & Logistics Management
- International Freight Management
- Supply Chain Performance Management
- Customer Relationship Management
- Recruiting & Interviewing
- Decision-Making
- Workforce Management

EXPERIENCE

Managing Director, 06/2022 – Current

RECONEARTH GROUP, Alexandria, Egypt

- Develop and streamline cost-effective operations processes for the end-to-end supply chain
- Increase efficiency, effectiveness and profitability by managing team productivity, costs, budgets and P&L
- Measure and compare the actual costs, risks and benefits of using different Incoterms with the commercial and supply chain team
- Ensure continuous improvement of critical processes
- Coordinate training programs and monitor performance of staff through KPIs
- Mentor, coach, and reward employees through quality assurance programs
- Manage budgets and forecasts
- Work closely with the commercial team to improve our products portfolio and positioning ours in the market, especially for the food products and animal feed
- Provide consulting services with the consulting team in Supply Chain Management, which includes commodity procurement, production delivery, shipping and logistics services
- Ensure adherence to the company's SOPs and Code of Conducts
- Define the functional strategies & specific objectives for all departments with the heads
- Maintain the relationship with strategic suppliers/clients to assure the continuity of the business with no interruptions
- Heavily engaged with customer relationship management at global / regional & local level
- Monitor purchasing and inventory in partnership with procurement
- Provide, asked and unasked advice to the departments heads on the HR policies, legal issues and organizational change
- Advise and support the CEO in order to support in business decisions making

Mozambique Electronic Cargo Tracking Services S.A - MECTS, Beira, Mozambique

- Expand business operations through new process development and strategic planning
- Lead employees to develop high-performing diverse teams and deliver on ambitious goals and objectives
- High level of interaction with the stakeholders including the Mozambican Government (Ministry of Finance), Mozambique Revenue Authority (MRA), Customs Authority and Transit Agents
- Manage operational risk through appropriate mitigation strategies
- Ensure that operational team are equipped with appropriate Infrastructure at all sites to deliver our obligation to the government of E-Sealing of all transit cargo (Containers/Bulk/Break Bulk Trucks/Rails Wagons/Fuel Trucks) leaving the Mozambican ports, railways and transit bonded warehouses to hinterlands arriving safely to the borders
- Develop, implement, review and measure KPI's for the operations division in pursuit of excellence, achievement of sales targets and manage the operational budget
- Ensure operational adherence to applicable laws, audits, and regulations
- Ensure all safety security practices, protocols, testing, audits, and education plans are developed, maintained, and communicated across the organization
- Lead the team to ensure the achievement of overall operational metrics & sales targets
- Plan, design and establish the operations across the 3 regions, namely South, Centre and North of Mozambique
- Design and Implement operations strategic procedures, through operations manual, norms and rules to ensure operational excellence in accordance with the best practices
- Define strategies, policies, procedures, and business milestones to successfully launch the Electronic Cargo Tracking System (ECTS / SEERC) within the agreed deadlines
- Proactively manage the operations strategically and tactically to prevent loss of value in the business
- Manage the operations aspects of the company in accordance with MECTS business plan and operating model in order to achieve company efficiency and profitability
- Coordinate and oversee all operations pertaining the day-to-day running of MECTS operations including but not limited to the e-sealing of goods, management and overseeing the ETCTS team activities and management of regional teams across the country, as well as the Service Level Agreement (SLA) with the Mozambican Government
- Ensure that day to day service levels, customer experience, quality measures and compliance measures are achieved
- Develop operational talent pool by optimizing the skills of the existing team, in partnership with our internal recruitment teams to attract the best external talent, in line with the agreed framework, succession planning will be in place to ensure key roles are filled and individual talent is recognized
- Have a well-defined communication and engagement model in place to ensure all teams understand the performance and needs of the business
- Successfully delivering and managing peak trading period requirements in the e-sealing of goods in transit
- Share the continuous identification implementation of operational best practice through interaction with the wider team
- Coach, mentor, support and effectively monitor the performance of Regional Operations Managers/Team to ensure delivery of overall targets and business plan
- Identifying and highlighting further opportunities for services and process improvements, Essential Experience/Skills and having extremely strong Centralized Monitoring Center (CMC) located at the Ministry of Finance, Mozambique Revenue Authority (HQ)
- Full P&L responsibility and review financial information and adjust operational budgets to promote profitability
- Advise and support the CEO and Board on personnel matters within their team in order to support in business decisions and act as an effective business partner within the country

Consultant – Appointed by RECONEARTH GROUP, 02/2021 - 04/2021

Ghareeb Group, Al Taiseer International for Mills, Cairo, Egypt

- Set up the Supply Chain structure to the Wheat Flour Mill, Wheat Silo, Pasta factory under same group, with a production rate of 1500 Metric Tons/Day
- Develop, plan, and lead the logistics and distribution strategy, delivering on cost, quality and service objectives across transportation, shipping network, supply channels, and distribution centers
- Research and identify best practices and trends, prioritize and select appropriate projects, lead in identifying risks, developing complex mitigation strategies, defining best practices and alternative solutions, driving standardization and controls, and resolving issues in collaboration with cross-functional and/or corporate teams
- Organize and manage shipments for trade, for both containers/vessels chartering, shipping operations/handling demurrage claims, inventory/stock management, and documentation (Contracts, L/Cs, Insurance Policies/Claims) with the team
- Ensure all contracts are executed without deviation
- Audit export files for compliance and upload into the ERP system
- Linking warehouse stock, production lines, procurement and material planning and supplies to local market and export together to ensure all supply chain cycle is being done and delivered
- Full P&L responsibility, review financial information and adjust operational budgets to promote profitability

Chief Operating Officer, 09/2020 - 04/2021

RECONEARTH GROUP, Alexandria, Egypt

- Identify and value new business opportunities
- Provide consulting services with the consulting team in Supply Chain Management, which includes commodity procurement, production delivery, shipping and logistics services
- Identify, develop key reports such as compliance, credit, risk limits and variance reports to enhance commercial decision making
- Remain abreast of regional market developments and avenues to market and communicate such developments and pricing implications
- Accountable for assigning key avenues to market to regional team members
- Supporting the purchasing and planning teams by monitoring supplier performance and addressing supply and/or quality issues
- Supplier Management and Procurement practices and processes
- Responsible for the business development in Africa, Far East & Middle East for our commodities with a specific focus on Food Commodity & By – Products
- Develops and participates in the implementation of supply base plans to support customer, program and commodity strategies
- Full P&L responsibility, review financial information and adjust operational budgets to promote profitability

Commodity Trader, 09/2019 - 08/2020

Fortuna Trading DMCC, Cairo, Egypt

- Monitor market trends, competitor strategies and market suppliers to evaluate opportunities to reduce costs
- Responsible for the business development in Eastern Africa, Southeast Asia & North America regions for our Agriculture/food products (Wheat Flour/Pasta)
- Find new leads, entering new markets and improving our market share in existing markets
- Regular visits to the designated markets for expanding the buyer base
- Obtain proper market information in order to suitably use the same to the advantage of business strategy

- Regular cross verification of clients in order to minimize the risk
- Risk mitigation in business concluded
- Undertake profitable business dealing keeping in view the interest of the organization
- Fulfill the targets assigned under the business plan for the year
- Opening new markets and adjusting business plans expansion with the group C.E.O, C.F.O and C.C.O
- Manage supplier relations in accordance with company policies to drive supplier selection

General Manager, 05/2018 - 08/2019

Southern Shipping Services Ltd - Alpha Group, Mombasa, Kenya

- Build and maintain loyal, long-term customer relationships through effective account management
- Sea Freight/Air Freight/Road Freight procurement and negotiations for all Import / Export for the Group companies
- Implement new SOPs for all SSSL departments identifying work/procedure methods as well as Operational SOPs for the other Group companies according to the Group and principal's policies
- Monitoring Cold-Chain services, renting out of Cold Chain facilities in East Africa and cold chain transport – Land, Sea and Air
- Managing Terminal teams who handle Dry Containers, Reefers, Reefer PTI services, Clips-on Gensets Rental, Reefers Plugs-In and repairing services where we handle Maersk, PIL, CMA-CGM and Hapag Lloyd containers
- Managing 121 staff of SSSL Kenya
- Managing SSSL Tanzania and Alpha Choice Mozambique Ship Agency (Alpha Group)
- Managing P&L and Annual Budget
- Implementation ISO certified QMS
- Managing Country Procurement activities with Procurement / Allocation specialists
- Work on regional/ local RFQ/RFP written responses to win new business

Nacala Branch Shipping Manager - PIL Acting General Manager, 06/2014 - 02/2018

Bollore Transport & Logistics Mozambique - PIL Mozambique SA (Joint Venture), Nacala, Mozambique

- In charge of Bollore Nacala Branch (Shipping & Freight Forwarding) and PIL liner management, then promoted as PIL Acting General Manager for Mozambique
- Structure a new liner management structure for PIL in Nacala branch consisting of (Customer Service & Documentation for Import/Export Depts, Sales & Marketing Dept, Port Operations Team, Containers Equipment Control Team, Depot Team, Finance)
- Monitor domestic and foreign shipments in line with regulations established by shipping regulators and international customs
- Ensure planning, organizing and managing all departments to meet customer's satisfaction in all processes with different segments
- Budget Management and loss reduction
- Deliver objectives and increase sales and yield performance for the entire organization
- Deliver FFE and REV targets from high value customer portfolios
- Manage assigned customers and budget base; pursue and secure business in line with the corporate and regional objectives
- Setup an induction program for newcomers in collaboration with HR
- Validate/ Support Sales department actions for specific quotations (technical validation & tariff)
- Responsible for the achievement of budget goals in terms of gross margin, costs, disbursements, DSO and Quality of Service
- Review and analyze disbursements + involvement in disbursement control committee (request arbitrations or decision validation concerning files in anomaly) in collaboration

- with Disbursement Control Manager
- Implement specific organization/ control on major potential risks (temporary import, direct delivery, exemption process) and perform a regular follow-up in collaboration with Customs Risks Manager
- Alert Top Management in case of significant operational issue (huge impact on quality of service, invoicing, sensitive clients)
- Benchmarking work practices against competitors and learning “Best Practices”
- Monitor all operational activities either Liner Vessels or General Cargo/Charters via our international network (AFRITRAMP) based in our HQ in Paris
- Get new business and handling new projects to provide the ship agency as well as clearing & forwarding services
- Handle all cargo claims with HQ, Liner, P&I Club Rob Marine and all concerned parties

Head Office Representative, Branch Manager, 11/2013 - 05/2014

Gulf Badr Group Mozambique as Agent for EVERGREEN LINE, Beira, Mozambique

- Work cross-functionally to plan and establish branch goals, supporting strategic objectives
- Work closely with the team of (Customer Service & Documentation for Import/Export Depts, Sales & Marketing Dept, Port Operations, Containers Equipment Control Team, Depot Team, Finance) to guarantee best service provided to our customers
- Generate targeted business for the container business from the clients and manage sales pipeline, segmentation and accurate forecasting
- Monitor all local and transit containers movement TBL with EQC, including FCL/LCL containers and other services pertaining to ocean shipping terms like (Liner In/Out - CY/CY – Door/CY – CY/Door – CFS/CFS – Door/Door) with the documentation and operation team
- Develop customer value propositions for all appropriate business opportunities
- Ensure planning, organizing and managing 24/7 Shipping & Receiving Team to meet shipping / receiving goals, safety, cargo readiness, equipment inventory accuracy, on time departure, budget management and loss reduction
- Work with supervisors to develop their skill sets and groom for advancement in the organization
- Ensure process improvement initiatives are actively being identified, developed and executed
- Implement processes, procedures and systems to drive operational effectiveness
- Handle all cargo claims with HQ, Liner, P&I Club Rob Marine and all concerned parties

East Africa Business Performance Lead, 05/2012 - 10/2013

Gulf Badr Group Egypt as Agent for EVERGREEN LINE (HEAD OFFICE), Alexandria, Egypt

- Responsible of monitoring business, customers operations process, Demurrage/Detention outstanding, Overdue containers and cargo claims for East Africa branches (Kenya, Tanzania, Uganda, Mozambique, Ethiopia, Djibouti) to ensure that duties are effectively and diligently performed
- Maintain smooth communication channels with our top management, principles, colleagues and other stakeholders in the shipping industry
- Anticipate research and report on future changes on trends and practices and ensure such knowledge is factored into the planning of the department's own strategy, resources and procedures
- Build a good understanding of target customers and the assigned account base (contact, commodities, trade lanes, type of business, contract information including exceptions and service agreement)
- Handle all cargo claims with HQ, Liner, P&I Club Rob Marine and all concerned parties

Head Office Representative - Head of Import Division, 04/2010 - 04/2012**Gulf Badr Group Tanzania as Agent for EVERGREEN LINE, Dar Es Salaam, Tanzania**

- Monitor the import department staff to ensure duties are effectively and diligently performed
- Negotiate with domestic customers as intermediary for foreign customers to resolve problems and arrive at mutual agreements
- Prepare, check and submit relevant invoices, shipping manifests, claims and official letters timely in an accurate manner for conformity to tariff and customs regulations
- Manage all the documentation and operations for the entire local and transit cargo to hinterlands including the corridor operations
- Oversee the daily import functions and interface with internal/external duties, critical issues & functions and the Delivery Orders (D/O) release
- Responsible for implementation of Liner's rules as per company's regulations and management instructions
- Handle all cargo claims with HQ, Liner, P&I Club Rob Marine and all concerned parties

Customer Service & Documentation, 02/2008 - 04/2010**Gulf Badr Group Egypt as Agent for EVERGREEN LINE (HEAD OFFICE), Alexandria, Egypt**

- Collect necessary documents, checking out documents, agreement of cargo acceptance, issuing invoices, control of payment, providing customers with D/O
- Ensure correct shipping documentation is well prepared on time to connect the desired vessel
- Edition of the Dangerous Goods Regulations/IMCO classifications and are loaded in accordance with the same
- Follow up on all vessel's calls throughout all Egyptian Sea Ports
- Coordinate between documentation and customer service departments for lodging Customs Manifest
- Responsible for issuance of all import invoices (THC, STRG & DMRG)
- Receipt bills of lading and contact the consignee within the State for processing the full documentation required for completion of the procedures
- Follow-up and implementation of all freight, both incoming and outgoing shipments

EDUCATION AND TRAINING**American Council for International Law & Arbitration, USA, 09/2013****International Arbitration Diploma & Membership (ID Nr. GIN-EG-1238): Commercial Arbitration**

Faculty of Commerce - Al Menoufia University, Al Sadat City, Egypt, 07/2009**Bachelor Degree: Accounting & Business Management**

REFERENCES

References Available Upon Request

LANGUAGES**Arabic:** Native**English:**

Fluent

C2

Portuguese:

Elementary

A2

Major / Most Relevant Achievements

1) MECTS: My primary duty was to set up the country operational structure and required infrastructure corresponding with the volume of operations, this includes setting up all entry/exit points of Mozambican ports, borders and transit warehouses to ensure transit cargo security with the Government by electronic sealing of all transit cargo, whether containers, Bulk/Break Bulk trucks and Fuel trucks. MECTS is thrived to use latest technology in digitizing every aspect of the operations to have seamless one. We use the latest IOT technology by applying real time sensors to monitor cargo movement, with a dedicated team working at the Centralized Monitoring Center (CMC) and equipped/armed vehicles with GPS allocated to the customs officers across all Mozambique Regions to rescue the cargo in case of any violation detected by CMC.

2) SSSL: Set up a new structure of the company for the operations with the Group Companies and our external clients. Won tenders of Shipping & Forwarding services for UNSOA, Fujita, Seven Seas and Bechtel Project.

3) Bollore/PIL: Fraud outstanding recovery of Euro 1,000,000.00 and reputation in local market with other competitors. Established the reefer's containers service in Nacala with PIL for Import & Export operations in 4th quarter of 2014. Improved our Market Share from 40% to be 60% for China & Far East services Inbound/Outbound, from 30% to be 40% for ISC (India Sub-Continent) and from 15% to be 30% for Europe compared to other liners in market by end of 2015. Established Through Bill of Lading (TBL) businesses corridor to hinterland countries for Transit cargo. Won the business bid/tender to be the Shipping, Clearing Forwarding and Transportation agency after negotiations with the Ship-Owners in Turkey for the New Nacala Power-Ship Project supplying the all-Northern side of Mozambique with the electricity for 2 years started already on February, 2016. Won the business bid/tender to be the Shipping, Clearing Forwarding and Transportation agency of the Japanese Project to rehabilitate Nacala Port's expansion plan, Phase 2 started end of 2016. Rewarded on a cargo claim case with Ship's owner, P&I Rob Marine Club and Cargo's owner with exposure of USD 2,000,000.00 by protecting company's interests and ensured the fulfillment of our obligations. Zero pending Outstanding with Principals, Customers. Re-enforce the shipping knowledge despite the sources we had and put in place a new set up for the Shipping Line structure, Bulk Cargoes OPS and Clearing Forwarding in Nacala branch especially after we had faced the internal fraud. Putting team on loop, as for the communications between the different departments (Import, Export, OPS, Equipment Control, Commercial and Finance) and defining the operational process in time and the understanding of general Shipping international standards. Stabilizing the branch after trauma with retrenchment. Restored back customers loyalty after fraud and losing reputation in local market. Operational snags and customers blaming, aggressive port and customers as well as labors productivity in workforce in which we had to fix all of this with the team and MGT support.

Management Style (Describe) Team work, Integrity, Team Motivation and support, follow up and control of internal results, improving team's quality by practicing to ask multiple questions and not essay ones where to improve the way of thinking as not to come with problems only but with offered proposals to solve the issues and put all ideas on table to be discussed and to make a collegial decision.

***What Qualities/Behaviors Am I Looking for When I Hire*?** Commitment, Disciplinary & Morality, Loyalty to work. Work experience can be gained but ethics are self-made.

Main Personal & Professional Skills (Describe) Humble & Discipline, Knowledge of business industry, good customer relationship, Trust worth with employees and enforce and earn respect from staff members, Problem solver, Reliable, fully dedicated to solve the customer's specific needs, good relationship with suppliers and customers, Quick decision maker with team spiritual in urgent situations.