



HANY ELSAYED ELSAYED MOHAMED
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EXPERIENCE:

1- New Marina Plast. - Part of Takween Advanced Industries (Saudi Arabia) Alexandria - Borg Al Arab – Egypt
Aug. 2016-



Supply Chain Manager,

Job Responsibilities & Tasks

- Leadership responsible for Supply Chain activities, departments and personnel involved.
- Manage the day-to-day operations of Supply Chain to ensure that work processes are implemented as designed and comply with established policies, processes and procedures.
- Review the current flow process and implement corrective actions where appropriate.
- Participate in annual budget plan and sales forecasting, to ensure alignment with products availability at the source and give a correct forecast to the global manufacturing sites with Monthly follow ups.
- Evaluate suppliers based on price, quality, service, support, availability, reliability, production and distribution capabilities, transportation cost and supplier's reputation, flexibility and performance history.
- Enrich and filtering of our supplier list to match the company growth, financial and quality requirements.
- Management of logistics service providers.
- Manage port shipping agents (customs clearance, disbursement account at Egyptian Ports).
- Follow up shipping process to insure of On Time Delivery to Agents.
- Guarantee good coordination with all suppliers in order to avoid additional costs (demurrages / product loss / additional road transport costs ...)
- Negotiation with the local logistics suppliers (port shipping agent, road transporters etc.).
- Stock management.
- Full Stock monitoring & Analyze slow moving inventory.
- Monitoring inventory levels to ensure minimum inventory level.

- Analyze stock valuation, consumption on monthly basis.
- Coordinating and controlling the order cycle and associated storage and movement of goods between the warehouse and various sites.
- Develop procedures for coordination of Supply Chain management with other functional areas to ensure Collaborate with Sales, Operations, and Customer Service to ensure timely product delivery.
- Negotiate prices and terms with suppliers, vendors, or freight forwarders.
- Participated in the project of the ISO 22000.
- Participated in the project of the ISO 18001.
- Participated in the project of the ISO 9001:2015.
- Participated in the project of the ISO 14001:2015.
- Participated in SAP implementation.

Achievement:

- Implementing the Reorder point according to scientific rolls instead of it was haphazard. (The add value is avoiding any production requirements shortage due to delay in PR creating)
- Implementing new contracts to transportation to avoid stopping work by the old contractors as they used to do.
- Keeping Goods transportation at prices 25:40% below than market prices.
- Change the procurement strategy from one supplier to more than one supplier per item.
- Reducing 33% of the wood consumption for wooden pallets by changing wood type from 4/4 to 3/4 inch.

2- Delta Foods Co. – Part of Al Noor Group for Industry, Distribution & Trading- Tanta - Cairo – Alex. Agricultural Road Sep. 2010- July 2016



Supply Chain Manager,

Job Responsibilities & Tasks

- Responsible for the following Departments: Planning, Purchasing, Warehouses and Logistics.
- Efficient utilization of the company fleet of cars that enable the company to keep the customer service meanwhile achieving the financial targets as well.
- Monitor forecasts and performance measures to identify changes or to determine their effect on supply chain activities.
- Coordinate and monitor the transfer of goods and materials from manufacturers and suppliers to retailers and customers. Oversee the whole process from beginning to end.

- Lead the agenda for central warehouses in addition to 12 distribution centers.
- Follow up material consumption and reservation & Assure timely distribution of materials or requested products to support each business units.
- Review and approve purchase order placement of purchasing assistants and buyers for accuracy and optimum delivery and pricing.
- Monitor supplier performance to assess ability to meet quality and delivery requirements.
- Full Stock monitoring & Analyze slow moving inventory.
- Monitoring inventory levels to ensure minimum inventory level.
- Analyze stock valuation, consumption on monthly basis.
- Coordinating and controlling the order cycle and associated storage and movement of goods between the warehouse and various sites.
- Monitor transportation, stock control, warehousing, and ensuring structures are in place to monitor the flow of goods and materials.
- Follow up shipping process to insure of On Time Delivery to Branches and Agents.
- Collaborate with other departments, such as technical, and quality assurance, to identify or qualify new suppliers.
- Identify opportunities to reuse or recycle materials to minimize consumption of new materials, minimize waste, or to convert wastes to by-products.
- Customer order management.
- Analyzing data to monitor performance and plan improvements and delivery performance.

Achievement:

- Reduce in house finish goods inventory.
- Increase production capacity in order to achieve Sales requirement by increasing flexibilities of the production line to produce more than one product.
- Decrease dead stock to minimum levels.

3- Delta Foods Co. – Part of Al Noor Group for Industry, Distribution & Trading- Tanta - Cairo – Alex. Agricultural Road



August 2008 – Sep. 2010

Planning Manager,

Job Responsibilities & Tasks

- Launching Monthly Production & Purchasing and Distribution Plans according to sales forecast & priorities. (for the Pasta & Sweet and Snacks factories)
- Review MRP controllers to insure production and purchase orders are in line with the production plan and Review MRP exception messages.

- Follow up material consumption and reservation & Assure timely distribution of materials or requested products to support each business units.
- Follow up shipping process to insure of On Time Delivery to Branches and Agents.
- Full Stock monitoring & Analyze slow moving inventory.
- Monitoring inventory levels to ensure minimum inventory level.
- Monthly review of stock profiles.

4- Bericap Egypt for Plastic Closures Manufacturing, Abo Rawash Indus; Zone, Giza

March 2005- July 2008

Planning Supervisor,

Job Responsibilities & Tasks



- Launching Monthly Production & Purchasing Plans according to sales forecast & priorities.
- Stock monitoring of finished; semi finished deliveries between production and warehouse dept. and Packaging materials follow up.
- Launching Pick lists (shipment order to warehouse dept.).
- Organizing and explaining job orders to Production personnel.
- Issuing Purchase requests and Follow up pending orders.
- Follow up the Production flow and Analyze slow moving stocks.
- Follow up shipping process and close pending orders with Sales
- Follow up Red Pallet Area (defected products area).
- Review MRP controllers to insure production and purchase orders are in line with the production plan and Review MRP exception messages.

5-Dräxlmaier International - (Egyptian German Electric Systems) – 6th October Indus. May 2003 - Feb 2005

Production Planner,

Job Responsibilities & Tasks



- Launching Job orders for the production.
- Stock monitoring of finished; semi finished deliveries between production and warehouse dept.
- Packaging materials follow up and Launching Pick lists.
- Organizing and explaining job orders to Production personnel.
- Follow up the Production flow & shipping process.

EDUCATION:

May 2001 BA in Oriental Languages Department Faculty of Arts Cairo University

Courses:

Des.2002 Basic Business Skills Acquisition (BBSA) from FGF.

Courses included (Business English - Business Writing - Presentation Skills - Computer skills (Microsoft office 2000, Ms Project & Internet).

Jan.2006 Internal Planning Training in Bericap Turkey.

Jun.2007 Basics of Supply Chain Management.

Sep. 2014 Supply Chain Management.

Oct. 2016	Certified Competency-Based Behavioral Interviewer – CCBBI
Jan. 2017	Job evaluation workshop.
Jan. 2017	APO (Annual Performance Objectives) & KPI (Key Performance Indicators) workshop.
April 2017	QMS ISO Standards 9001:2015.
May 2017	EMS ISO Standards 14001:2015.
Oct. 2017	Participated in SAP implementation.
Nov. 2017	Team Effectiveness.
March 2018	refreshment training for the Apo's and KPI's

Languages

- Arabic Mother Tone.
- Very Good in English language written and spoken.
- Very Good in Turkish language written and spoken.

PERSONAL DATA

Date of Birth: 15Th of august 1977.

Marital status: Married.

Military service: Exempted.