**Seaghán Di Bartolo**

220 Hillcrest, Derry, N. Ireland, BT47 6GF, UK

seaghan\_dibartolo@yahoo.com

07742178075

28/09/1991

**Relevant work experience**

Import & Export Manager

Meat & Protein Trader

Townview Foods Ltd, Newry, N.Ireland

March 2023-Present

* Trading meats, proteins, and grains by sourcing, purchasing, and selling chilled, frozen and ambient commodities for use in manufacturing, food service and retail
* Developing business relationships with new clients and suppliers in UK, Europe, Asia, Middle East, South America, Oceania, and Africa
* Organising logistics and credit insurance for trades, seeking most efficient and cost-effective way of transporting goods, and aligning payment terms to avoid costs on working capital
* Anticipating exchange rates and market trends, to maximise margin by trading at appropriate times in most rewarding markets
* Launched a new B2B import project for UK market, in consultation with South American exporters and freight forwarders, establishing a chilled Brazilian beef category for Townview Foods with a regular customer base

Export Sales Executive (Beef)

Foyle Food Group, Omagh, N.Ireland

July 2021-March 2023

* + Managing French trade market, ensuring product availability for core customer base while developing new business relationships in target-market language, expanding company presence to every corner of France
  + Developed pan-European network of customers in retail, trading, wholesale and food service, working with markets in Italy, Belgium, Holland, Portugal, Spain, Malta, Germany and Denmark
  + Strategised product pricing and availability across markets, anticipating seasonal and economic trends to maximise margins, using government body economic forecasts to compliment independent view of market
  + Represented Foyle Food Group at international trade shows in Paris, Lyon and Cologne, setting up and closing stand as part of team and independently
  + Visited French clients in Rungis market as part of independent outreach to consolidate relationships and research Halal market – leading to Foyle first Halal beef export
  + Led customer and government representative site visits, organising visitor itinerary and accommodation
  + Increased sales volumes to French customers by 28% (2019/2022), increased sales volumes to entire European customer portfolio by 124% with an added value of £740,000 (Nov 2021/Nov 2022)
  + Initiated and secured new business relationship with international haulage firm, drastically reducing transport costs for French deliveries outside of Paris
  + Balanced own duties with covering for European Sales Manager during annual leave
  + Comfortable using Business Central, Navision and Power BI

Packaging Supervisor/General Operative/Storeroom Supervisor

Foyle Food Group, Omagh, N.Ireland/Donegal, Ireland

April 2020-July 2021

* Supervised production lines
* Trimmed beef to spec, operated machinery in fast-paced environment and ensured prompt packaging and labelling of retail orders in consultation with loading bay
* Exceeded industry standards on food hygiene and health and safety - successfully prepared production floor, knife room, washroom and changing areas for successful audit inspections by regulators and clients
* Maintained electronic records of production figures, to produce and present Microsoft Excel graphs
* Managed holiday requests and liaised between office and factory floor

Researcher

Action on Armed Violence

May 2017 - August 2017

* Produced in-depth research on the evolution of the concept of violent martyrdom and practice of martyrdom operations
* Analysed and interpreted qualitative data to identify historical trends and patterns
* Promptly resolved research issues and met required deadlines while working remotely
* Received acknowledgment for work in critically acclaimed *The Price of Paradise* (2019) by Iain Overton
* “Meticulously researched history” – The National

Refugee Support Caseworker

The British Red Cross, Manchester, England

August 2015 – June 2016

* Scheduled and undertook sensitive and comprehensive interviews with refugees and asylum seekers
* Co-ordinated interpreters to ensure accurate exchanges of information and to avoid conflicts of interest
* Negotiated with partners and local authorities, to organise strategies and arrange suitable meeting spaces for the Flourish Project
* Liaised with manager and colleagues on collective issues such as project development and prioritisation of focus, while also working independently with my own case load
* Assisted in the updating of the Red Cross CRM technology BRM, by advising on flaws within system, as well as advising on the re-launch of the Flourish Project, with my personal recommendations still in place today
* Completed the three-day British Red Cross Foundation Training which included instruction on Safeguarding, First Aid and Psychosocial Support, as well as training in casework and interpreting skills.

**Education**

MSc International Development: Poverty, Conflict and Reconstruction

The University of Manchester

September 2016 – January 2018

* Cultivated expertise in social and economic development through the study of policies, practices and strategies relating to food security, poverty reduction, conflict management and state-(re)building
* Gathered and organised evidence from wide array of sources, within a team and independently - both written and verbal - in line with deadlines
* Analysed quantitative and qualitative data, while applying theoretical analysis to the practical fields of the economy, society, and politics
* Carried out fieldwork in one of the world’s most crowded refugee camps in Uganda - involving interviews and informal discussions with government officials, development practitioners, refugees, and locals
* Completed a multi-disciplinary dissertation which analysed food security in rural areas of developing economies, concluding that famine could be avoided if production practices were adapted

BA Modern Middle Eastern History and Arabic

The University of Manchester

September 2011 – June 2015

* Developed advanced communication skills in Arabic, receiving a distinction
* Interrogated and applied a variety of methodological and theoretical approaches to the study of the Middle East, its politics, culture, and history
* Interviewed key journalists, newspapers and think-tanks, gaining access to archives, while using various languages, to produce dissertation titled ‘Lebanese Shi’i political thought during the Lebanese civil war’. This work was awarded a course-high distinction
* Lived in Middle East for 9 months, visiting Jordan, Lebanon, Israel, Palestine and Egypt

**Languages**

* I have strong written, oral and comprehension skills in both French and Arabic, using both languages professionally. I also have an A-Level qualification in Spanish