Inside Sales Representative Inside Sales Representative BILINGUAL FRENCH AND ENGLISH Hempstead, NY A proven leader with a track record of managing supply chains for many international markets such as Russia, Poland, France, Ukraine, seeking a position at Divisional Products to utilize: Five years of diverse experience in developing and implementing strategies to drive supply chain performance improvements   Excellent capability to support customer evaluation, selection and development processes In-depth knowledge of establishing supplier pricing protocols to define pricing agreements   Solid education background in Economics, excellent Statistical, Computer, and Communication skills. Authorized to work in the US for any employer Work Experience Inside Sales Representative SGD PHARMA PACKAGING - New York, NY December 2017 to Present   Managed administrative tasks for a portfolio generating a total of $20 million dollars in sales revenue.   Mastered customer logistics data in SAP SD (Sales & Distribution). Monitored the safety stock in the US Warehouse (FIFO, ABC analysis)- Effectively build and maintain existing relationships, managing all shipping needs including freight coverage and delivering exceptional customer service.   Collected, processed, and confirmed purchase orders for major worldwide Pharmaceutical and Biotech companies (Pfizer, Zoetis, GTI)   Served as a customer service liaison regarding order status between integral planning and the customer Monitored the sales forecast for assigned accounts: Forecast accuracy 92%   Provided information to the planner and to S&OP Manager.   Tracked production to ensure on-time delivery in manufacturing plants located in Europe and Asia.   Lead Market Share Analysis (Using large dataset from internal system SAP BW and external platform).   Participated in multiple supply chain's projects and implemented process led to drive improvements. IT Client Support Analyst 3 (Procurement and Logistics) Auchan Retail International - Lille, FR April 2016 to August 2017 DUTIES: Contributed on Project and solved operational issues for the Warehouses located in Russia, Poland, Romania, and Ukraine by respecting the SLA. Resolve ten tickets day depend on the priority level.   Implemented projects, UAT, parallel testing, and regression testing   Developed new logistics procedures for the management of activities.   Configured procurement management software, WMS, and repositories.   Partnered with Tier III help desk peers based in

Morocco to resolve complex problems that required escalation.   Provided detailed descriptions of issues in trouble ticket system and followed up diligently to ensure swift resolutions. . Testing Coordinator WASTEN - Paris, FR April 2014 to March 2016 Gather information required for testing from Project team and Application team.   Prepare test strategy and master test plan for each project   Planning timeline for testing   Prepare test summary Report   Follow Agile Method   Organizing weekly meeting with the project team and developers.   Conducted the tests and analyzed and results. Project Specialist- Logistics/Shipping GEODIS - Paris, FR June 2015 to January 2016 Ensure that the project teams understand all aspects of prime contract relating to their respective responsibilities, and demonstrate a thorough understanding of the prime contract checklist and organizational structure.   Coordinated with Manager in developing project plans and schedules.   Identified any project deviations and constrains and reported to Manager.   Monitored project progress and addressed any delays promptly.   Updated project status reports and conducted regular project meetings.   Ensured project documentations were prepared in accordance with company standards.   Reviewed change requests and internal service orders.   Systems Engineering: Led design and multinational rollout of robust, scalable and secure electronic data interchange (EDI), enterprise resource planning (ERP) and point-of-sale (POS) systems for clients including   Ensure that the project teams understand all aspects of prime contract relating to their respective responsibilities, and demonstrate a thorough understanding of the prime contract checklist and organizational structure.   Coordinated with Manager in developing project plans and schedules.   Identified any project deviations and constrains and reported to Manager.   Monitored project progress and addressed any delays promptly.   Updated project status reports and conducted regular project meetings.   Ensured project documentations were prepared in accordance with company standards.   Reviewed change requests and internal service orders. Operations Logistics Manager STEF - Paris, FR October 2013 to March 2014 DUTIES: Supervised and organized the operators   Monitored physical and information flows in the Warehouse (cooler WH for activities: Fruits and vegetables, Meat, fish...)   Managed the inventory day by day About 20,000 Packages/day.   Improved logistical operations and Software   Reported indicator of

performance (KPI) Implemented lean operational management and increased productivity by 10%. Inventory Manager U Logistics - MONTPELLIER- FRANCE February 2013 to September 2013 - Organized shipment schedules and storage layouts - Ensure inventory control needs are consistently met by improving and developing inventory management process and procedures. -Conduct meetings with sales, marketing and operations to understand changes in demand levels and recommend changes to product mix and forecast based on collaborative knowledge of demands. - Developed, organised and implemented weekly schedules, monthly staff meetings and reviews, action plans, new projects, processes and procedures for staff, resulting in high-performance and better working conditions. - Reduced preparation order error by 25 %. Market Research Analyst Junior Idea - Clermont Ferrand, FR September 2009 to September 2011 DUTIES: Statistical modelization based on market research Prospected real estate market study. Studied on competitive economic strategy. Analyzed the inter-modality of the various transport networks Education Masters in Supply Chain- Logistics and Transportation Montpellier University - Montpellier 2012 to 2013 Masters in Analysis and economic Policy Auvergne University - Clermont-Ferrand 2011 to 2012 Bachelor in Analysis and economic Policy Auvergne University - Clermont-Ferrand 2005 to 2009 Skills WMS (5 years), AS400 (4 years), DATABASES (5 years), SAP BO (3 years), ERP (5 years), Excel (10+ years), Oracle (3 years), Powerpoint (10+ years), SQL (5 years), Customer Service (5 years), SAP SD (5 years), Python (Less than 1 year), Business Objects (5 years), Cold Calling Additional Information COMPUTER SKILLS - Computing: SAS, R, Python, VBA, HTML, XML, AS400. - Software: Sap BO 4.1, Microstrategy, Microsoft PowerBi, QlikView, WMS Infolog, Logifresh WMS, SAP SD, Excel (Pivot tables, VLOOK UP, Functions) Word, OpenSource (Odoo, Asana), - Databases: PL/SQL, DB2, SQL, MYSQL,   COMMUNICATION SKILLS English: Proficiency French: Fluent (Mother's tongue).

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