

MOHAMED MOKHTAR ELHAWY

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Professional Objective

Seeking a senior role in Logistics and Supply Chain Management where I can leverage 7+ years of expertise in international trade, supplier management, customs clearance, and AI-driven process optimization to deliver cost savings, reduce lead times, and achieve operational excellence.

Professional Summary

Logistics & Supply Chain Specialist with over 7 years of proven expertise in the feed and feed additives industry. Skilled in managing complex international shipments across major ports (Qingdao, Dalian, Sokhna, Alexandria), negotiating with global suppliers, and ensuring full compliance with Nafeza & CargoX systems. Known for driving digital transformation by building logistics tracking systems, automating reporting dashboards, and integrating ERP solutions. Recognized for strong leadership, supplier relationship management, and the ability to optimize costs while improving delivery timelines.

Core Skills

- Logistics & Supply Chain Management
- Import & Export Operations (CargoX, Nafeza, Customs Clearance)
- Freight Forwarding & Demand Planning
- Foreign Supplier Negotiation & Management
- Data Analysis & Reporting (Excel, Power BI, Google Sheets)
- ERP Systems (SAP, Oracle, Odoo)
- Incoterms 2020 & International Trade Regulations
- WordPress Website Development & Digital Branding
- AI Tools for Process Automation
- Leadership, Teamwork & Communication
- Time Management & Critical Thinking

Professional Experience

EI-Salhy Company for Import, Trade & Investment

Logistics Supervisor (May 2017 – Present)

- Managed import/export operations via Nafeza and CargoX, ensuring compliance with international trade regulations.
- Developed supply chain systems, increasing efficiency by 25%.
- Coordinated with suppliers to ensure timely delivery of raw materials and feed additives.
- Reviewed contracts, invoices, and registration documents.
- Led logistics team managing 200+ containers annually with zero compliance violations.

Data Entry & IT Specialist (May 2019 – Present)

- Processed and analyzed large datasets with high accuracy.
- Built automated templates reducing data entry time by 30%.
- Supported ERP implementation and system automation projects.

Key Projects & Achievements

- Reduced data entry errors by 30% through automation solutions.
- Improved supplier communication, enhancing delivery schedules by 20%.
- Successfully designed and launched www.elsalhyco.com on WordPress.
- Negotiated with international suppliers, achieving 15% cost savings.
- Optimized freight forwarding routes, reducing lead time by 10%.
- Successfully managed multi-million dollar shipments of feed additives and raw materials annually.
- Led negotiations with suppliers across Asia and Europe, achieving better payment terms and extended free days.
- Designed custom digital tracking systems for logistics operations, improving shipment visibility and accuracy.
- Conducted training sessions for teams and suppliers on CargoX and Nafeza, reducing document rejection rate.
- Coordinated with multiple banks (NBE, ABE, Banque Misr) for international trade settlements with full compliance.

Education

Higher Institute of Social Work – Zagazig, Egypt

Bachelor's Degree in Social Work | 2014 – 2017

Certifications & Trainings

- Supply Chain Management Fundamentals (Coursera)
- International Trade & Documentation (Online Training)
- Data Analysis with Excel & Power BI (Microsoft Certified)
- WordPress Development Essentials
- Cybersecurity Awareness for Business Operations
- Lean Six Sigma – Fundamentals

Languages

- Arabic: Native
- English: Professional Working Proficiency

Soft Skills

- Leadership & Team Management
- Negotiation & Persuasion
- Problem-Solving & Critical Thinking
- Adaptability & Self-Learning

Key Highlights

- 7+ years of expertise in Logistics & Supply Chain within the feed and feed additives industry.
- Successfully managed multi-million dollar shipments annually across Asia, Europe, and the Middle East.
- Strong knowledge of CargoX & Nafeza platforms with proven training and troubleshooting experience.
- Hands-on expertise with Incoterms 2020, Customs Clearance, Freight Forwarding, and Supplier Negotiation.
- Achieved 15% cost savings through strategic supplier negotiations and optimized shipping routes.
- Skilled in Digital Transformation: building logistics tracking systems, ERP integration, automation dashboards.
- Fluent in Arabic (Native) and English (Professional Proficiency)