

Tarak LABIDI  
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35 years  
French



**French - English – Spanish – Arabic**

**WORK EXPERIENCES**

**Trade Execution Operator**

WEBCOR GROUP, trading company of commodities and FMCG, **Rolle, Switzerland**

**March 2011 – Sept 2015**

Managing **execution of purchase and sale contracts** of soft commodities as wheat flour (main sales) and salt (previously meat, chicken, soybean oil) in containers from various origins to the affiliated companies of distribution in **Angola** (Luanda, Lobito, Namibe, Cabinda)

- Coordination of the loadings with the suppliers, traders, inspection companies, banks and receivers. Organisation of the carriage (booking, bill of lading issuance) with the main shipping lines, invoicing sales, updating databases, verifying documentation compliances, handling of letter of credits and bank remittance
- Monitored **chartered vessels** (voyage charter) for the break bulk shipments of wheat flour in connection with supplier, broker, ship owners, agents, insurer, receivers, inspection and tally companies. Laytime calculation, feeding of the database with demurrage, despatch and freight rates in order to determine P&L
- Follow up of the cargo storage operations in Angola through the Collateral Management service with Intertek (previously with SGS)

**Example of achievement:** I permitted to improve the way of using the data from the software (**Navision**) in order to ease the back office tasks for the follow up of the shipments

**Export Assistant – Africa**

CASTEL GROUP, world leader in wines, beers and soft drinks, **Gibraltar**

**Feb 2009 – Feb 2011**

- Monitored the orders of raw materials (**malt, maize, hop, flavours**) and semi-finished products for the production of the factories located in Africa (Cameroon, Guinea, Angola)
- Ordering directly to the European providers, coordinated the supply of the cargoes by containers (**groupage, FCL**) and **by airplane** in connection with different forwarders and the inspection companies. Invoicing, reporting to the Manager

**Export Manager Junior**

RENOLUX France Industrie, safety car seats manufacturer, **Lyon (France)**

**Sept 2007 – March 2008**

- Managed the trade relations with the **exclusive distributors** in Europe, Russia and Australia
- Negotiation with **buyers of European hypermarkets** (Carrefour, Auchan) and development of sales
- Established export budget, sourcing new clients, participated to professional fairs (Europe)
- Follow up of the logistic with the sales assistant and production department, reporting to the sales Manager

**Achievement:** development of new markets and hypermarkets accounts (+20% of export turnover in 2008)

**Export seller –Spanish market (internship)**

ERIDAN, Asian Food Importer, **Lyon (France)**

**Nov 2005 – Dec 2006**

- Sourcing clients, **development of a partnership with a distributor** and management of the export trade policy
- Monitored the process of national integration with the purchase office of **Makro Spain** (cash and carry)

**Achievement:** Export turnover 2006 = 50.000 € (**sold container from Thailand to Spain**)

## EDUCATIONS

- 2005- 2006: **Master International Development**  
European High school of management by alternation (**ECEMA Lyon -France**)  
*(Award: third with my group of the CAP GEMINI management control national competition)*
- 2004-2005 Internship of 8 months in **Mexico** (Torreon) in the Purchase department of the **Thomson** Group  
**Achievement:** I've permitted to develop a new partnership with a logistic company
- 2003-2004: **Honours Degree** Economical and Social Administration option: **International Trade** (*with honors*)  
**University Lumière Lyon 2 (France)**

## LANGUAGES AND COMPUTER

**French:** Mother tongue   **English:** Fluent   **Spanish:** Fluent   **Arabic:** Fluent

**Computer:** MS Office (Excel, Word, Power Point), NAVISION, Internet (at ease with sourcing tasks)

## INTERESTS

**Sport:** play football, fitness

**Reading:** economics and international trade reading

**Travelling** (to discover new cultures)