

TALIB OBAID SALMAN

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Nationality : Iraqi

Marital Status : Married



SUMMARY

A supply chain manager with invaluable knowledge of managing projects, resources and staff in an effective and efficient manner. Highly focused with a comprehensive understanding of logistics, procurement and the supply chain. Boasting a consistent & proven track record of successfully employing best business practices that improve efficiency, reduce operating costs whilst increasing performance, all to tight time scales and within budget.

Committed to identifying and implementing continuous improvements in the supply chain. Now looking for a new and challenging managerial position, one which will make best use of existing skills and experience and also further my personal and professional development.

Languages

- English fluent: reading, writing, and speaking.
- Arabic fluent: reading, writing, and speaking.

Software

- IC3 GS4 (internet and commuting core) by Baghdad University and Certiport.
- Advance MS. Outlook, PowerPoint & Excel Certificates online by Alison.
- Organizing large customer's database and international Correspondence.

EXPERIENCE

2018-2019	Shipping manager / International for shipping and clearance LLC
2016-2017	-Supply Chain Manager/ Power Tower Co.
2015	Business development manager / Nasak Al-Iraq for general trading and life support.
2011-2014	-Sales Executive - Sharaf Shipping Company Ltd. Agency of MCS Mediterranean Shipping company.
2009-211	-Supply Chain Officer - Althamar Altazja Company for general trading.

TASKS AND RESPONSIBILITIES

Shipping & Logistics:

- Negotiate transportation rates & services.
- Supervise the work of logistics specialists, planners, or schedulers.
- Plan or implement improvements to internal or external logistics systems or processes.
- Analyze the financial impact of proposed logistics changes, such as routing, shipping modes, product volumes or mixes, or carriers.
- Direct inbound or outbound logistics operations, such as transportation or warehouse activities, safety performance, or logistics quality management.
- Communicate freight transportation information to customers or suppliers, using transportation management.
- Book global shipments.
- Communicate with line managers and port of loading/discharge to negotiate rates or solve any issues.

Supply Chain:

- Coordinate with manufacturers/suppliers to ensure all customer requirements are met.
- Establish or monitor supply chain-based performance measurement systems.
- Develop risk management programs to ensure continuity of supply in emergency scenarios.

Management:

- Ensure that no organizational silos occur by maintaining strong communications and constant improvements within the company boundaries.
- Builds company image by collaborating with customers, government, and employees.
- Enforcing ethical business practices.
- Encouraging and building mutual trust, respect, and cooperation

among team members

- Scheduling events, programs, and activities, as well as the work of various departments.

- Using relevant information and individual judgment to determine whether events or processes comply with laws, regulations, or standards.

- Recruiting, interviewing, selecting, hiring, and promoting employees in the organization.

Sales & Marketing:

- Develop strategies to increase market share.

- Analyze market needs and recommend operational amendments to attract industry-specific customers.

- Select effective sales methods to increase company visibility.

EDUCATION

Translation course in English at Ministry of labor.

College of Languages – University of Baghdad

High School- Al- Karama High School.

REFERENCES

Available upon request