

Shai Kook

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EXPERIENCE

CIS International / projects manager

2013-2021, Cyprus

Cyprus-Based and Offshore Group of Companies in the Security Industry

- **HLS Projects Management:** Led various Homeland Security projects, ensuring timely execution and compliance with regulations.
- **Purchasing, Logistics, and Operations Management:** Managed end-to-end supply chain, optimizing processes to reduce costs and enhance efficiency.
- **Sales:** Developed sales strategies, achieving revenue targets through effective client relationships.
- **Negotiations:** Successfully negotiated with suppliers and vendors for favorable terms and pricing.
- **International Trading Logistics and Customs Brokerage:** Coordinated logistics and managed customs brokerage for smooth cross-border transactions.
- **Inventories Management:** Oversaw inventory control processes to maintain optimal stock levels.
- **Technician Teams Management and Scheduling:** Directed technician teams, ensuring timely completion of tasks.
- **Troubleshooting and Fleet Management:** Resolved operational issues promptly and managed company fleet for reliability.

Keshst logistic / Chairman

2010-2013

Managed distribution for leading brands across various sectors in Israel, including Ampa-Tadiran and Electra in the air-conditioning and home appliance division, as well as Gottex Brands and BSH, among others.

Professional courses

International trading at Intercollege Nicosia

2014, Cyprus

I have a proven ability to integrate seamlessly into your organization, effectively handling multiple interfaces, tasks, and duties. As an experienced field professional, I am diligent and detail-oriented, always providing on-the-go solutions. I excel at motivating employees and subcontractors, and I have excellent interpersonal communication skills paired with a high level of service. My strong learning ability, initiative, and capacity to function independently are complemented by my thoroughness in closing treatment loops with responsibility and precision. I am assertive and highly motivated, with a strong desire for self-improvement and success

SKILLS

Proficient in all Microsoft applications.

Extensive experience in managing web applications.

Advanced skills in SAP BUSINESS CRM system.

Advanced skills in ERP ONE CRM system.

LANGUAGES

Hebrew - mother tongue.

English -Excellent