**MORAN DOR CHABRA**

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Focused, strategic, creative Logistic Business Development specialist turned into Product Manager. With more than 9 years of experience across a broad range of marketing discipline and expertise in logistics, through exceptional planning and implementation capabilities. Dedicated to streamlining processes with in-depth understanding of user’s requirements gathering and market trends. Robust industry knowledge with well-developed project management and leadership abilities to support Lean and Agile/Scrum methodologies. Excellent communicator, adept at cultivating managing and leveraging client relationships.

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| * Account & Brand Management | * Cost Reduction & Avoidance | * Contract Negotiation |
| * Product Implementation & Improvements | * Success Mapping & Metrics Management | * Tasks Commitment & Efficient multi-tasker |
| * Time & Scope Management | * Customer service-oriented | * Product Roadmaps |
| * Decision Making | * Advanced problem-solving | * Strong Analytical skills |
| * Verbal/ Written Communication | * Adaptability and Flexibility | * Project Management |

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**Process Engineer**  2017-2019

Fritz Companies Israel Ltd.

*A leader of the supply chain market in the areas of international shipping and logistics*

* Established key performance indicators (KPIs), reports, and analytics to monitor and ensure informed decision making and cost-effective customer service as well as continuous improvements throughout logistics and supplier operations.
* Spearheaded the Israel Police broad outsource tender of over $21.5 million annual revenue, directed a team of 10.
* Captured customer needs, product scenarios, user stories, and stakeholder feedback to create new and improve existing products.
* Designed and analyzed key initiatives to boost users experience, identified problems and suggested solutions by using new technologies and gained experience, including implementation of Agile Project Management.
* Customized documentation, diagrams and specifications to meet project requirements and regulatory standards.
* Diagnosed root cause analysis and conducted user acceptance testing.
* Composed and coordinated training protocols in alignment with company quality standards and ISO 9000 regulations.

**Procurement & Supply Chain Manager** 2016-2017

Emanuel Noa Ltd.

*A leader in the fashion industry for Women’s wear*

* Enhanced the supply chain infrastructure and slashed international shipping costs by 15%.
* Executed strategic and tactical procurement of $8 million annually, and supply chain management.
* Constructed an Excel spread comps sheet for day to day business operations that improved workflow and lifted productivity by 30% within the first quarter.
* Analyzed sales and supply trends for SKU rationalization and supply forecasting.
* Acquired business collaboration with key international fashion brands, including negotiations and contracts.
* Attended Milano showroom and negotiated with strategic partners.
* Communicated design and production requirements to overseas partners to produce the line each season.
* Mentored team of 3 tasked with handling shipments, materials management, billings and customer service duties.

**International Account Manager**  2013-2015

**Fridenson Ltd.**

*A Professional logistic solution provider*

* B2B acquired as well as RFIs, RFQs, negotiations, new contracts with customers and suppliers.
* Consulted accounts on a regular basis, anticipated needs and proposed new products or services and maximize revenue.
* Implemented new cross-functional brand for the entire group, enabled to accommodate and customized customer’s needs while boosted sales and cooperate sales divisions. Accelerated sales by 20% within 6 months.
* Built customer acquisition strategy that generated consistent monthly growth of at least 10%.
* Developed the product roadmap and drove the implementation to ensure the results within its planned scope, schedule and budget.
* Finding opportunities for key initiatives to improve the customer experience.
* Participated with creating a plan of action for marketing campaign and attended trade shows for client interaction.
* Designed recommendations for upgrading of product performance including pricing, bundling, and marketing strategy.
* Operated directly with COO and marketing to brainstorm, discuss strategy and mitigate customer loss issues.
* Defined and established key product and solution requirements to resolve major customer pain points.
* Introduced rapport with gatekeepers to gain trust and secure access to senior executives and other decision makers.

**Sales Project Manager**  2011-2013

**Globus International Packing Ltd.**

*A provider of packaging, shipping, storage and management of complex logistic projects in various fields*

* Assisted PM, built roadmaps, full-scope cost estimates and pricing structures based on client purchase requirements.
* Delivered tailored and effective solutions to clients that met unique demands and procured business opportunities.
* Orchestrated projects of WMS development and integration for internal and external consumers.
* Collaborated with various teams across the company including R&D, marketing, operations, finance, on daily basis.
* Achieved a portfolio of 12 strategic accounts; $2.1 million revenue within a year.
* Optimized product profitability through effectively setting and negotiating client pricing.
* Assessed and prioritized requirements from various stakeholders and came with initiatives.
* Held pre-determined schedules and collaborated with subcontractors to cut costs and complete projects on time and under-budget.
* Supervised a staff of 60 personnel, provided work direction, training and disciplinary.
* Attend trade shows and distributor meetings to promote the brand and provide product information for attendees.

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**Associate degree:** Product Management, currently attending

**Technion - Israel Institute of Technology** **-** TLV, IL

**Master’s:** Business Administration, 2015

**Ben-Gurion University of the Negev** **-** Beer Sheva, IL

* Pursued a passion for Marketing coursework
* Executive Program
* Graduated with 3.09 GPA

**Bachelor’s**: Logistics, 2011

**Sapir Academic College –** Sderot, IL

* Dean's List [1, 2009]
* Graduated with 3.52 GPA - Honors

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2018 Certified Safety Delegate Course

2018 Certified Dialogue Based Negotiation Course

2010 LESHEM – Community tutor for fellow's students

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Applications: Microsoft Suite, QuickBooks, Google Docs

Data Manipulation Language: SQL

Cloud computing:  [OneDrive](https://www.lifewire.com/onedrive-4155075), [Google Drive](https://www.lifewire.com/google-drive-review-1356570), [Dropbox](https://www.lifewire.com/dropbox-review-1356565)

Visio, Adobe Photoshop, Adobe Illustrator, Solidworks

ERP and WMS: Priority, SAP, MANTIS, Made4Net, Unifreight, Verifone, Iskit.

Project Management Tools: Ms Project, JIRA

Customer Relationship Management (CRM) Systems: Microsoft Dynamics CRM, Proprietary

Social Media: Facebook, LinkedIn, Instagram, Pinterest, Google+

Lean Quality Tools: Pareto charts, Fishbone Diagrams, Six Sigma, 5S

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Hebrew - Native

English – Fluent (oral & written)