**Moran Dor Chabra Supply Chain Manager & Business Development Specialist**

● Rehovot, Israel ● Phone: 972-50-5832662 ● moran.dor.m@gmail.com

**Professional Summary**

* Expert in advanced logistics solutions.
* Vast experience in project management, streamlining processes, troubleshooting and problem solving.
* Technical understanding, cost accounting skills.
* Understanding of e-business / e-procurement systems.
* Business ethics, commercial awareness, marketing oriented, analytical and business abilities.
* Understanding of the legal issues involved in managing contracts, including negotiations.

**Key Skills**

* Understanding of customer needs and expectations.
* Strong interpersonal skills and the ability to work well as part of a team, as well as manage people.
* Passionate, fast learner, multitasker, eager to explore and improve.
* Excellent communication skills, both oral and written.

**Work Experience**

**Quality Process Engineer**

**Fritz Companies Israel Ltd, 2017 – current**

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

* Management of cross-organizational projects, analysis of costs, profits, scheduling, and resources.
* Identifying problems and offering solutions by using new technologies and gained experience, including implementation of Agile Project Management.
* Involvement in procurement of technologies.
* Ensuring cost-effective customer service with various KPIs in various CRM systems.
* Implementation of quality and ongoing improvements. Preparation of quality audits as required.
* Support EHS initiatives, lean management, 6 SIGMA, 5Y's. Knowledge of various ISO standards.
* Experienced with robust systems and advanced infrastructures – 4.0 logistics. Preparation and presentation of evaluation and quality reports.
* Reports, charts and graphs for senior management in order to provide info regarding project status and warehouses performance.
* B2B development, negotiations, new contracts with customers and suppliers. Analysis of costs and profitability. Handling RFIs, RFQs and tenders.

**Supply Chain & Procurement Manager**

**Emanuel Noa Ltd., 2016 – 2017**

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

* Strategic and tactical international procurement of approximately $8 million annually.
* Supply chain management, leading import & export teams, suppliers, subcontractors, inventory control of 16 stores and warehouse, including Return of Merchandise Authorization (RMA).
* Forming collaboration with international fashion brands, including negotiations and contracts.
* Budget control, pricing, preparation of financial statements and analysis of operations.
* Streamlining operations, controlling suppliers, and improving work processes for cost reduction. Reduction of costs by approximately 1.5% annually.
* Handling rare quality and delivery issues with suppliers and internal customers.

**International Account Manager**

**Fridenson Ltd., 2013 – 2016**

*A Professional logistic solution provider*

* Building and maintaining clientele, including pre and post sales.
* Increasing operations and profits by a 9% average annually. Developing and streamlining processes.
* Pricing and preparation of quotes, negotiations and closing contracts with clients and overseas suppliers.
* Responsibility for cross-functional projects, monitoring and control from initial stages to completion.

**Accounts & Projects Manager**

**Globus International Packing Ltd., 2011 – 2013**

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

* Handling strategic customers with sales of approximately 2.1 million ILS. Creating new customers and accounts, negotiations and closing contracts.
* Leading projects for efficiency and savings. Analysis, characterization and improvement of cross-functional processes and implementation, ongoing interfaces with senior management.
* Handling of tenders.
* Professional management of work teams for various projects nationwide, and management of a team of approximately 60 employees involved in warehouse activity.

**Education  
2019** Technion – Israel Institute of Technology - Product Management Course

**2013– 2015** Master of Business Management, M.B.A.

Ben Gurion University of the Negev

* Executive Track

**2009 – 2011** Logistics, B.A.

Sapir Academic College

**Achievements & Activities**

2018Certified Safety Delegate Course

2018 Certified Dialogue Based Negotiation Course

2011 Participated in the implementation of the Priority ERP system at Rav Bariach

2010 LESHEM – Community tutor for fellow's students

2009 Dean’s List

**Computer Skills**

* Proficient in MS Office applications, including Excel & PowerPoint
* CRM systems, Visio, Access, MS Projects, SAP, Priority, Unifreight, ERP – WMS; Mantis, Made4Net, VeriFone, Iskit, SolidWorks

**Languages**

* Hebrew - Native
* English – Fluent (oral & written)

Recommendations available upon request