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

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

**Professional Summary**

* Vast experience in project management, streamlining processes, troubleshooting and problem solving.
* Ability to work towards strategic goals in an innovative and fast paced environment.
* Understanding of e-business / e-procurement systems.
* Expert in advanced logistics solutions. Hands-on technical experience in WMS.
* Understanding of the legal issues involved in managing contracts, including negotiations and cost accounting skills.

**Key Skills**

* Business ethics, commercial awareness, marketing oriented, analytical and business abilities.
* Understanding of customer needs and expectations with a strong customer service ethic.
* Strong organizational and analytical skills, high attention to details, working well under pressure and meeting tight deadlines.
* Excellent communication skills, both oral and written, both with customers and within organization.
* Excellent problem-solving, decision maker, execution skills, with a “can-do” approach and a high level of ownership.
* Ability to move seamlessly between the 'big picture' and very low levels of technical and business detail.
* Strong interpersonal skills and the ability to work well as part of a team and as a leader.
* Ability to work in a fast pace environment. A self-starter and self-driven, eager to explore and improve.
* Familiarity with agile methodologies.

**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.
* Deeply involved with new and on-going projects starting from pre-sale support, gap analysis, change requests etc.
* Working closely with clients in order to identify their needs, as well as on the working with Sales, Marketing, R&D, QA, Support crafting the product’s roadmap and in order to guarantee smooth, and efficient implementation of the product.
* Perform ongoing analysis and research of customer requests, competitor capabilities and industry trends.
* Finding opportunities for key initiatives to improve the customer experience. Identifying problems and offering solutions by using new technologies and gained experience, including implementation of Agile Project Management.
* Establish KPIs, reports, and analytics to monitor and ensure informed decision making and cost-effective customer service.
* B2B development, negotiations, new contracts with customers and suppliers. Analysis of costs and profitability. Handling RFIs, RFQs and tenders.
* Define product specifications, establish milestones, and manage quality assurance activities for a cross-functional team.
* Identifying and resolving problems in a timely manner, gathering and analyzing information skillfully and developing alternative solutions.

**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).
* Analyzing the market trends, competitive landscape and new business opportunities of the fashion market.
* Leading, planning, prioritize and conducting ongoing project deliverables, goals and milestones.
* Tracking open actions, key task dates, and dependencies. Communicate status to upper management.
* Identified and managed areas of risk/opportunity, and influenced and implemented continuous improvements to the process.
* 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.

**International Account Manager**

**Fridenson Ltd., 2013 – 2016**

*A Professional logistic solution provider*

* Building and maintaining clientele, including pre and post sales. Maximize the potential of new & existing clients.
* 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.
* Defining product specification for the company’s various interfaces and support the requirements’ validation.
* Responsibility for cross-functional projects, monitoring and control from initial stages to completion.
* Work with Marketing, Customer Success and Sales teams on the go-to-market and launch plans of new features.
* Define and track product performance based on predefined KPI’s.
* Drive inbound and outbound product management activities.
* Manage and document account activity in CRM (Salesforce). Including review, create and convert new leads assigned.

**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.
* Providing work direction, training and development to other cross-functional team members.
* Leading projects for efficiency and savings. Analysis, characterization and improvement of cross-functional processes and implementation, ongoing interfaces with senior management.
* Building positive relationships and trust through strong cross team interactions, on-time delivery, high quality logistic solutions, continuous innovation, and exceeding expectations.
* Gathering and prioritize requirements from various stakeholders in the organization, and come up with initiatives.

**Education  
2019** Product Management Course, Diploma

Technion – Israel Institute of Technology

**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