**MORAN DOR CHABRA, MBA**

Rheovot, IL | 050 583 2662 | [moran.dor.m@gmail.com](mailto:moran.dor.m@gmail.com) | [LinkedIn URL](https://www.linkedin.com/in/moran-dor-2723186b/)

Focused, strategic, creative Logistic Business Development specialist. 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.

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| * Time & Scope Management | * Adaptability and Flexibility | * Analytical Skills |
| * Tasks Commitment | * Verbal/ Written Communication | * Decision Making |
| * Advanced Problem-Solving | * Customer Service-oriented | * Lean 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.
* 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.
* Support EHS initiatives, lean management, 6 Sigma, 5Y's. Knowledge of various ISO standards.

**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.
* Acquired business collaboration with key international fashion brands, including negotiations and contracts.
* Budget control, pricing, preparation of financial statements and analysis of operations.

**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 overseas suppliers.
* Consulted accounts on a regular basis, anticipated needs and proposed new products or services and maximize revenue.
* Built customer acquisition strategy that generated consistent monthly growth of at least 10%.
* Discovered opportunities for key initiatives to improve the customer experience.
* 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*

* Lead projects for efficiency and savings. Analysis, characterization and improvement of cross-functional processes and implementation, ongoing interfaces with senior management.
* Collaborated with various teams across the company including R&D, marketing, operations, finance, on daily basis.
* 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.

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**Associate degree:** Product Management

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

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

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

* Executive Program

**Bachelor’s Honors:** Logistics, 2011

**Sapir Academic College –** Sderot, IL

* Dean's List [1, 2009]

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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

Web Development: HTML, WordPress

Project Management Tools: Ms Project, JIRA

Diagraming and Graphics: Visio, Solidworks, Adobe Photoshop, Adobe Illustrator

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)

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

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)