

# Ahmed Gamal

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## SUMMARY

A Supply Chain Expert, with 12 years' experience in Logistics procedure, procurement, planning and custom clearance, through manufacturing and trading industries, problem solver, very good negotiator, and a team player, **supporting organizations to reach cost efficiency.**

## EXPERIENCE

**Logistic Head at Johnson Controls**

Jun 2020 – Present



### Duties & Accountability

- Handle LC "letter of credits" requirements to reconcile between LC conditions & shipping docs.
- Prepare logistic estimation for projects in advance.
- Auditing Clearance & Freight invoices.
- NAFEZA & Cargo X Experience.
- Send RFQs to the freight forwarders, negotiate and finalize the cost efficient.
- Monitoring vessel, check ETD & ETA and keep updated with customer.
- Follow up with the Bank Collection of LC amounts after submitting the Documents.
- Issuing form 4 with the banks to finalize customs procedures.
- Coordinating with the Clearing Agent and preparing supporting documents required for clearance.
- Confirming the vessel's arrival time to the finance department for payment purposes in advance.
- Coordinating with the Warehouse to ensure that there is space for imported products in advance.
- Review contracts to ensure consistent and adequate supply of goods necessary, mitigation of risks, optimization of costs, logistic perspective regarding deadline, docs needed, penalty, cash in advance.
- Following up with Clients for the reception of a complete set of shipping documents for custom clearance purposes and ensuring its compliance with Egypt Customs regulations and exemption lists requirement.

### Achievements & Added value

- Saved demurrage **45 k \$** at time of obligated LC in Egypt, through transit to bonded warehouse.
- Saved **7 days** form logistics cycle, by getting approval from Saudi mother company regarding, get shipping doc direct to Egypt not Saudi Arabia & get Saudi Arabia stamp in Egypt also.
- Saved **15,000 \$** from loading, by early involvement to ship on time from factory direct before supplier sent finished products to distribution center which he did not have facilities to load there.
- Saved cost **4000 \$** by loading goods to appropriate container.
- Saved **6500 \$**, supplier shipped 26 containers without our approval on quotation, pushed him to decrease amount 250 \$ in each container according.
- **Out of the box:** Avoid long time approval for letter of credit, at time obligated LC in Egypt, to purchase from 3rd party, it was mandatory to make LC, banks at this time, take long time to approve it, solution is to ask our mother company to invoice 3rd party, then use mother company invoice to avoid letter of credit as we defined as foreign company.

- **Out of the box:** we ship product by air after divided to 3 items, in the beginning product could not fit air dimensions, while Customer face issue to import through sea
- **Out of the box:** supplier could not make re export certificate, license expired, could not change supplier, solution to ship product to Dubai branch to make COO then ship to Egypt.
- Right product at right time: we need to import product, technical submittal was UK, afterwards found out before shipping origin not UK, according to, we made new deal with customer to accept it.
- **Out of the box** shipping in urgent, to avoid big cycle of doc, short transit & feast time by suggest to customer to decrease letter of credit amount for this shipment to meet deadline which has been confirmed, as we need to send doc to Saudi then Egypt.
- **Prevent tax evasion** by detected invalid price in invoice, product price 200 USD however right one was 5000 USD.

## Supply Officer at Huawei Technologies

Jan 2018 - Jun 2020



### Duties & Accountability

- Handled Export to **5 countries** in North Africa with budget ~ **700m \$ per year**.
- Prepared break down invoice & ~ **200 logistic budgets** per month.
- Early involvement with project & survey team provided contracts plan, risk & forecast 3 months in advance.
- Followed up & solved issues for international transportation.
- Make & oversee production plans for projects in adherence to contractual service level agreements by collaborating closely with project stakeholders and production schedulers.
- Compile & generate comprehensive logistics and billing reports, ensuring accuracy and timeliness.
- End to End, support supply process till gets proof of delivery & billing from customer.

### Achievements & Added value

- Achieved **95 %** of shipments without warehouse cost, just in time, once production finished, we shipped on time, by coordinate with production scheduler, shipping line through booking & Transportation contractor to export.
- Saved company **10%** penalty from project cost by change port which we faced too much time for unloading due to congestion, while rate is higher.
- **Designed** Excel Sheet to calculate demurrage and storage, regarding claims & compensation to customer, to finalized in **2 minutes**.
- Collaborated with R&D, product manager, production scheduler to replace long time items to meet deadline.

## Procurement & Logistic Specialist at Siscom Group

Sep 2015 - Dec 2017



### Duties & Accountability

- Evaluated the performance for freight forwarder & clearance companies.
- Optimized logistic & Procurement to reach efficient cost, Right OTIF, Quality, Place, Price, Quantity.
- Communicated with sales and stakeholders for shipping process expected arrival and Pick up dates ETD & ETA.
- Maintained price & stock through Supplier relationship.
- Sourced for suppliers & assured quality through analyzed pricing.
- Issued foreign and local purchase orders including incoterms, commodity code & warranty.
- Maintained accuracy of shipping document, legalization of invoice, Coo, warranty, Euro 1.
- Monitored supplier Service level and on time payments.

## Achievements & Added value

- Redesigned the underestimated logistics cost breakdown to reflect the real projects profitability.
- Optimized logistics time with stakeholder to reduce ~ **10 days** which reflects in cost Efficiency, through redesigned logistic cycle by early involvement logistics.
- Cooperated with internal stakeholders to save **25% 500,000 EGP** from obsolete commodity.
- Reduced **50% 17,000\$** and maintained inflation in price about **150,000 EGP** from project, Cost was pending for one year through negotiation with sole supplier by gave him business valid reason.
- Succeed to Negotiate with supplier to make payable outstanding **45 days**, however he Insisted to be 30 days, played on time payment.
- Ensured quality through logistic optimization, which **Prevented to procure fake products**.

## Material Planner at Habitat Furniture

Sep 2014 - Aug 2015



## Duties & Accountability

- Ensured the availability of raw and packaging materials.
- Identified strategic items of raw and packaging materials through ABC Analysis.
- Monitored raw material to make sure the materials are in safety level via Reorder point.

## Achievements & Added value

- Saved 20% from packing product cost through redesign packing & made it standardization.
- Saved 3% from obsolete raw material, by prevented consuming high-quality materials for internal usage.

## Purchasing Representative at Young Industry

Feb 2012 - Aug 2014



## Duties & Accountability

- Purchased raw materials.
- Sourced for new Vendors & negotiate prices.
- Followed up Billing & got delivery note form customer.

## EDUCATION

Bachelor of Commerce (B.Com.), Accounting, 2010  
Ain Shams University

## COURSES

Customs Clearance

March 2023 – May 2023

Data Analysis

June 2024