

MARYAN SHYNODA

Phone +971555335819 **Email** marianefahmy11@gmail.com **Address** Al Nahda ,Dubai,U.A.E.

Objective

Seeking a challenging career opportunity in a reputable company that aligns with my field of study and experience. I aim to enhance and develop my interpersonal skills while contributing to the company's growth, where clear goals and the necessary tools to achieve them are provided.

Experience

Financial consultant(Medical & Life insurance) 2021 - 2024
MetLife ,Egypt

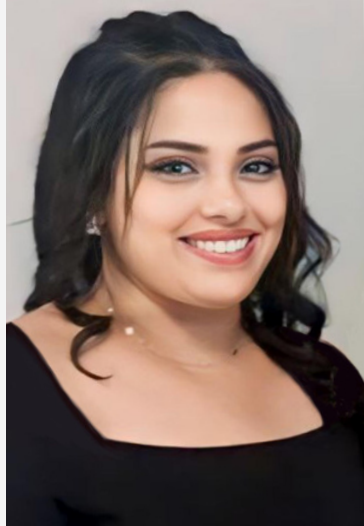
- Meeting with clients to discuss their insurance needs and recommend appropriate coverage options
- Overseeing and training team members
- Keeping the team updated about the current happenings and changing practices
- Submitting claims and letters of appeal
- Solving billing and payment issues of clients
- Developing financial plans to help clients achieve their long-term and short-term financial goals.
- Advising clients on taxes, retirement planning, investments, and insurance decisions, depending on their financial goals.
- Assessing how certain life changes and financial status changes affect clients' financial plans and adjusting such plans accordingly

Head of supply chain 2017 - 2019
Sigma Medical ,Qatar

- Create the company's supply chain strategy.
- Analyze data from shipping and delivering processes
- Evaluate and report on KPIs.
- Monitor logistics to make sure they run smoothly, and supply chain inventory Train and guide employees Find cost-effective solutions for supply chain processes
- Resolve issues that come up (e.g. delays in delivery, accidents).
- Develop and implement safety guidelines
- Processes to meet legal requirements and standards
- Negotiate with suppliers and vendors to land more profitable deals.
- Purchasing initial orders for new products /launching.
- Overseeing and guiding all activities of the procurement team
- Developing annual & quarterly budgets
- Preparing & submitting a monthly status
- Performing regular evaluations
- Business Development Manage

Business Development Manager 2015 - 2017
Sigma Medical,Qatar.

- Searching for new products including attending Dubai Derma and Arab Health conferences (beauty and derma products)
- Follow up the registration process.
- Revise & sign the contracts.
- Survey products prospect.
- Marketing support.
- Arranging for training.
- Answer query.
- Make listing for the products
- Open new accounts with hypermarkets, pharmacies, & medical centers).
- Increase the products lines (Skin Republic)



About Me

Results-driven professional with over 15 years of experience in financial planning, supply chain management, and business development. Proven track record in leading strategic initiatives, optimizing operational processes, and delivering exceptional customer service. Adept at developing comprehensive financial plans, negotiating with suppliers, and managing cross-functional teams to achieve organizational goals. Possesses strong analytical, communication, and leadership skills, with fluency in Arabic and English and a working knowledge of French. Currently pursuing an MBA to further enhance strategic management capabilities. Committed to contributing to the growth and success of a forward-thinking organization.

Skills

- Ready to work in a challenging environment .
- Branding
- Sales Management
- Negotiatiton
- Time Management & Team Building
- Presentation & communication skills

Education

• **MBA** 2023 - 2025

Brooklyn business school

• **Bachelor Science** 2004 -2008

Helwan university

languages

English
Arabic
French

Courses

- Supply Chain Management (SCM) at AUC (Sep. - 2021)
- High impact communication skills course (June- 2009)
- Training in DR \ Yasser Nawara pharmacy (June - 2008)
- Organic Chemistry Lab at National center of researches (July - 2007)
- Practical application of medical laboratory investigation in I.C.C (Aug. 2007)
- Training center of Nasser institute (July - 2007)
- Abu El -Resh hospital in clinical pathology lab (Sep. - 2007)
- Clinical pathology at National institute of diabetes & endocrine glands in chemistry lab & microbiology, hormones, Hematology labs (Aug. - 2006)

Computer Skills

- Microsoft office
- Internet searching
- SAP
- Oracle system.

Personal Information

Marital Status: Married
Nationality : Egyptian
Date of Birth: 19/11/1987

Senior Assistant for Supply chain Director
Global Napi Pharmaceuticals, Cairo – Egypt

2014 - 2015

- Communicating with local & foreign suppliers.
- Arrange director meetings& issue meeting minutes.
- Prepare contracts(Toll Manufacturing, under License , Storage ,Partnership, Manufacturing , R&D& Supply Confidential agreements).
- Follow up with other Toller for renewal the contracts or ended and new requests.
- Prepare toll fees proposal.
- Filling system (hardware& software).
- Preparing reports(sales reports & comparison, PowerPoint presentations) to be presented to CEO& foreign suppliers.
- Receiving suppliers complains and follow solutions.
- Revising importation documents before starting custom release process.
- Preparing & following Letters of Guarantee with Bank &financial department.
- Negotiate with fast couriers offer to get best offers.
- Follow up the shipments release with our custom clearance agents and other departments (W.H & R&D.)
- Building training center inside our department.

CFO Admin Assistant
Lactalis group Cairo - Egypt

2010 - 2013

Assistant Manager
Medical Service (MS) Company, Cairo - Egypt

2009-2010

Medical Representative
BioVax company (Bio Linx), Cairo - Egypt.

2008-2009