

HUSAM ELDEEN HASAN ALSORIKE

Madaba, Jordan

+962-7-77882776 | Halsorike@icloud.com | www.linkedin.com/in/husam-alsorike

LOGISTICS & PROCUREMENT LEADER

Dynamic, accomplished, bilingual **Logistics & Procurement Leader** respected for 12+ years of experience overseeing logistics, procurement, category management, and Business Analytics for high-profile companies. Known as a motivational, influential leader and collaborator who ensures top-tier results across inventory management, financial management, marketing, team performance, and retail business. Builds and maintains lasting relationships, leveraging communication skills to build relationships with vendors and suppliers in handling tough negotiations. Out-of-the-box thinker committed to making continuous improvements in processes and strategies to drive cost savings and foster business growth with higher available solutions.

CAREER HIGHLIGHTS

- ✦ Forged productive, professional relationships with 180 vendors covering 100+ categories, 12-13K products, and \$100M in sales at Carrefour, and provided valuable input to an executive with long-term supply planning.
- ✦ Attained key SAP improvements while using expertise with distribution and retail business to consistently outpace objectives.
- ✦ Drove standardization of processes in handling customer needs, coordinating with various teams to translate customer insights into strategies that supported overall business growth of 20% annually.
- ✦ Renewed agreements, addressed expiry problems, set targets, and upheld margins, building an environment of continuous improvement for business while aligning the efforts of 120 staff and 58 Vehicles.

SKILLS & EXPERTISE

Logistics Management
Procurement/Purchasing
Category Management
Retail Business
Distribution
Strategic Planning
Project Management
Strategic Cost Optimization
Inventory Management
Financial Management
Marketing & Merchandising
Trend/Market Assessments
Relationship Management
Vendor Management
Business Intelligence
Business Analytics

PROFESSIONAL EXPERIENCE

Business Development Manager

March 2021 – Present

Boss for business optimization solutions: Jordan

Logistics and Procurement Manager

Aug 2019 – March 2021

RITCO – Jordan Refrigeration Industry & Trading Co.: Jordan

Use best practices to orchestrate complex logistics and procurement efforts for a \$60M Company.

- ✦ Restructure Logistics and Procurement department.
- ✦ Lunch War of Papers "Less Paper".
- ✦ Produced annual savings of 20% through new vendor, inventory management strategies, and decrease 3PL's by renegotiation agreements and replaced.
- ✦ *Agreements and* Nominated for the prestigious EOM award for dedication and focus on continuous improvement.
- ✦ Improve SAP systems by modifying the old Data, Defining KPI's and develop the solutions.
- ✦ Create and set a new structure and Policy for Local Purchasing for all departments.
- ✦ Set Clear schedule and routes for Delivery and merchandising.
- ✦ Implement new WMS system for warehouses 12000 SQM "Chilled, Frozen, Dry and Nonfood".
- ✦ Create a new Monitoring department to follow drivers and warehouses throw Tracking systems and Cameras.
- ✦ Set clear Formula for demand Planning based on "History, Forecast and market position".

FMCG Category Manager – Food & Beverage**May 2014 – May 2019****Carrefour:** Jordan

Ensured top-tier results surrounding investments plan, sales volumes and value forecasting, negotiations, and more, guiding and working with up to 200 employees to drive top-tier outcomes.

- ✧ Elevated profits by 18% through supplier performance analysis and the use of data-driven strategies.
- ✧ Forged productive, professional relationships with 180 vendors covering 100+ categories, 12-13K products, and \$100M in sales, and provided valuable input to the executive with long-term supply planning.
- ✧ Achieved optimal price positioning that elevated market share by 65% against competitors.
- ✧ Designated to select, renegotiate, manage, and validate offers for promotions across various parties and stakeholders, uncovering avenues to save 8% year-over-year despite challenges.
- ✧ Sought as a trusted component in solving supplier and store issues and requests under a heavy workload.
- ✧ Standardized processes in handling customer needs, coordinating with various teams to translate customer insights into strategies that supported overall business growth of 20% annually.

FMCG Category Manager – Non-Food**Jul 2011 – Apr 2014****Spinneys:** Jordan

Spearheaded improvements to product sourcing, selection, & pricing, including new item creation, demonstrating strong interpersonal and planning skills amongst a team.

- ✧ Arranged product in-store and flyer promotions selection and rental plans budget implementation as a subject matter expert, expanding expertise at every opportunity with new trends and practices.
- ✧ Managed tough negotiations with suppliers and produced profit increases.
- ✧ Renewed agreements, addressed expiry problems, set targets, and upheld margins, building an environment of continuous improvement for a \$XM business.
- ✧ Revamped planning for festive and seasonality that brought average location sales up by 12%.
- ✧ Used software like MS Dynamic Nav for contractual agreement reconciliation to maintain complete accuracy.

Branch Manager**Dec 2009 – Jul 2010****Jamal Odah & Sons:** Jordan

Assisted in recruitment of all sales professionals, showcasing superb human resources acumen, and offered relevant training to elevate performance and cut down on turnover.

- ✧ Ensured policy/procedure compliance and authored a new employee handbook for 5 staff.
- ✧ Implemented sales promotions that outpaced sales objectives by up to 50%.
- ✧ Oriented schedule for sales meetings and integrated a reworked sales training program.

Additional Experience:**Jamal Odah & Sons** Sales Associate. **2008****Bristol Hotel, Front Office Agent.** **2010****EDUCATION & CERTIFICATIONS****Bachelor of Economy/Administrative Science, Hotels Management****The Hashemite University** Bachelor of Hotel Management **2009****Certifications**

- **Cisco Networking Academy** Entrepreneurship **May.2021**
- **CIPS** Measuring Supply Chain Performance - Tools & Techniques **2021**
- **Nielsen** Category Management, Nielsen **2014**
- **SGS Jordan** ISO 22000 Awareness and Internal Audit **2014**
- **Business Development Center** Human Resource Management **2010**

Executive Education

- **University of Cambridge Judge Business School** Decision Making Using Data **May.2021**

TECHNOLOGY & TOOLS

MS Office, Photoshop, SAP, Tableau, Power BI Desktop, HTML, WordPress, MS Dynamics NAV, IBM Access (GICA/GIMA)

LANGUAGES

English, Arabic

INTERESTS

Reading, Self-Learning,