

Curriculum Vitae(CV)

A. Personal Information

- **Full Name:** Husam Abdullah Shakor
- **Sex:** Male
- **Place and Date of Birth:** Iraq / 1968
- **Driving Licence:** Public
- **Nationality:** Iraqi
- **Address:** Kirkuk, Iraq
- **Email:** alfatihlog.group@gmail.com
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B. Education

- **Bachelor's Degree in Translation** – University of Mosul

C.Experience Overview

- Over 20 years of expertise in logistics, supply chain, procurement, customs clearance, and transportation.
- Strong track record in managing multimillion-dollar contracts and vendor negotiations.
- Experienced in government relations, compliance, and public affairs.
- **Logistics Management**
 - Planned, directed, and controlled logistics operations to ensure smooth flow of goods.
 - Coordinated international shipments and streamlined distribution channels.
 - Reduced costs by optimizing routes, resources, and logistics service providers.

- Supply Chain Management

- Designed and implemented end-to-end supply chain strategies.
- Managed supplier relations, sourcing strategies, and procurement activities.
- Followed up with international and local vendors to ensure compliance with contracts.
- Introduced KPIs and dashboards to monitor supply chain performance.

- Warehousing & Inventory Management

- Supervised large-scale warehousing operations including storage, handling, and distribution.
- Implemented advanced stock control systems to minimize losses and inaccuracies.
- Maintained full compliance with safety and quality standards.
- Developed efficient warehouse layouts to maximize space utilization.

- Customs Clearance

- Managed import and export clearance in compliance with Iraqi and international laws.
- Prepared and reviewed shipping documents: invoices, packing lists, and bills of lading.
- Maintained relationships with customs authorities to resolve clearance issues.
- Reduced clearance delays and demurrage costs through proactive follow-up.

- Transportation & Fleet Management

- Directed nationwide transportation operations across multiple regions.
- Negotiated with carriers, shipping lines, and trucking companies for competitive rates.
- Supervised fleet maintenance, scheduling, and tracking systems.
- Ensured compliance with transport safety regulations and industry standards.

- Public & Government Relations

- Acted as the primary liaison between the company and government authorities.
- Followed up on government decisions, laws, and regulations impacting logistics and supply chain activities.
- Represented the company in meetings with local authorities and ministries.

- Ensured timely compliance with government instructions and reporting requirements.
- Strengthened company reputation through professional public relations and partnerships.

D. Work Experience

- General Manager – Al Fatih Logistics Group (2018 – Present)
 - Leads overall logistics, procurement, and transportation operations, ensuring cost-effective and timely service.
 - Oversees customs clearance, import/export documentation, and compliance with international trade regulations.
 - Negotiates high-value contracts with carriers, suppliers, and clearance agents to secure the best rates and service quality.
 - Supervises procurement activities including vendor selection, tendering, and purchase agreements.
 - Develops business strategies to expand logistics services and optimize supply chain efficiency.
 - Manages relationships with key stakeholders, clients, and government authorities.
 - Implemented digital tracking and reporting systems to enhance visibility across logistics operations.
- Logistics Manager – Alsafi Danone Iraq (2014 – 2018)
 - Directed supply chain operations including procurement, warehousing, distribution, and fleet management.
 - Negotiated with freight forwarders, shipping lines, and suppliers to reduce operational costs and improve delivery times.
 - Monitored customs clearance procedures for imports and ensured full compliance with Iraqi regulations.
 - Managed procurement contracts, including sourcing of raw materials and packaging supplies.
 - Collaborated with sales and production teams to align logistics and purchasing with business objectives.
 - Streamlined vendor management processes and reduced lead times through effective negotiations.
 - Supervised warehouse operations to ensure optimal storage of perishable products.
 - Implemented inventory management systems that improved record accuracy and reduced waste.

- Managed the transportation fleet and developed efficient shipping schedules to ensure timely delivery of fresh products.

- *Logistics & Import Manager – Auchan / Si-Retail Company (2012 – 2014)*
 - Oversaw international import operations including supplier negotiations, shipping schedules, and customs clearance.
 - Conducted procurement activities for retail goods, negotiating with international vendors for the best prices.
 - Built long-term relationships with customs authorities to accelerate clearance and reduce demurrage costs.
 - Optimized sourcing strategies by identifying competitive international suppliers.
 - Implemented cost-control measures that improved profit margins while maintaining quality standards.

- *Basrah Office Manager – Kuehne + Nagel Logistics Company (2011 – 2012)*
 - Directed logistics activities in the Basrah branch including transport, procurement, and customs clearance.
 - Managed negotiations with oil & gas clients for logistics and supply contracts.
 - Oversaw purchasing of local logistics services such as trucking, warehousing, and port handling.
 - Ensured compliance with international trade standards and client-specific requirements.

- *Clountry Operations Manager – Misnak Logistics & Transportation Company (2004 – 2011)*
 - Managed nationwide operations including procurement, transport, customs clearance, and client coordination.
 - Negotiated multimillion-dollar contracts with government entities and private clients.
 - Procured transportation equipment, spare parts, and logistics services to ensure continuous operations.
 - Developed and implemented logistics strategies that improved service efficiency and reduced costs.

- Supervised a large team across multiple branches and enhanced operational standards.
- *Storekeeper / Data Entry – United Nations / World Food Programme (2002 – 2004)*
 - Maintained accurate stock records and managed warehouse activities.
 - Coordinated with logistics officers to ensure timely delivery of food supplies to distribution centers.
 - Supported procurement and tendering processes for logistics services.

E. Skills

- Logistics & Supply Chain Management
- Procurement & Vendor Negotiation
- Warehousing & Inventory Control
- Customs Clearance & Trade Compliance
- Transportation & Fleet Management.
- Government & Public Relations.
- Contract Logistics & Supply Chain Management.
- Procurement & Vendor Negotiation.
- Warehousing & Inventory Control.
- Customs Clearance & Trade Compliance.
- Transportation & Fleet Management.

F. Languages:

Arabic (Native),

English (Fluent),

Turkish (Native),

AZERİ (FLUENT)

Kurdish (Intermediate)

G. Computer

MS Office Applications.