

GEORGIO J. HOCHÉ

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PERSONAL DETAILS

NATIONALITY: LEBANESE BIRTH DATE: 21ST APRIL

EXPERIENCE

AUG 2019 – PRESENT

SUPPLY CHAIN/BUSINESS DEVELOPMENT MANAGER, COSERV- Agents of Panalpina
GEMAYZE - LEBANON

- Assist Clients with their logistics process for the development of new products, inventory maintenance, manufacturing, shipment and delivery, and returns on products.
- Provide a third party supply chain services to local distributors, monitor their stock levels and coordinate their orders with the suppliers.
- Utilize market data and develop sales strategies to increase new business opportunities
- Continuously supervising and improving the Sea/Air/Land Operations team.
- Maintain a thorough knowledge of products and services offered by the company
- Develop and maintain strong business relationships
- Provide pricing, credit terms and prepare sales contracts for orders obtained
- Communicating new product developments to prospective clients
- Overseeing the development of marketing literature
- Read and comprehend legal documents, such as contracts or import/export agreements

FEB 2018 – AUG 2019

SUPPLY CHAIN OFFICER PHARMA/FMCG, FDC (FOOD & DRUG CORPORATION), VERDUN-LEB

- Inventory Monitoring: Update “Purchase Plan” per SKU with “Actual sales”, new marketing plans, updated forecast based on annual & monthly forecasts, recommend optimal procurement cycle, Prepare and conducts monthly demand review meeting.
- Order Processing: Prepare Proposed Orders, optimize shipment quantities, values and costs taking into consideration the terms agreed upon with the supplier, submit orders, follow up shipments, handle LCs, coordinate freight routing, handle shipment’s documents and coordinate the clearing process with the selected agent.
- Insurance and Claim Management.
- Data Management: using ORACLE system, create/change items, create PR & PO and shipment, update excel sheets such as purchase plans, claim log file, book of knowledge

- Budgeting and Provisional Costing: Prepare Landed Factor and studies for new products/brands, prepare yearly budget, costing sheets and justify the variances between actual landed costs and budgeted when needed.
- Brands Handled:
 - Pharmaceuticals: SAJA - MERCK - PFIZER
 - FMCG: RED BULL - MILUPA
 - Ex Brands: RIO MARE - CANDEREL -DEVON - CRIX - BLIVE - WC NET - SMAC - MERITO - VAPE

AUGUST 2015 – PRESENT

PROCUREMENT MANAGER, ACC – ‘A’ CLASS CONTRACTING, FURN EL CHEBBAK- LEBANON (Family Business)

- Efficiently evaluate the costs of transportation, services and inventory within any budget or distribution strategy.
- Direct, optimize and coordinate full order cycle
- Negotiate with external vendors to secure advantageous terms
- Examine and test contracts
- Approve the ordering of necessary goods and services

AUGUST 2015 – DECEMBER 2017

SENIOR IMPORT EXPORT SPECIALIST, LEVANT TRANSPORT CO. LTD, BEIRUT PORT FREE ZONE

- Following up on the shipments both locally and internationally to reach the final destination.
- Managing inbound and outbound shipping, & warehousing
- Communicating with local and international customers and network agents
- Preparing quotations to all destinations
- Negotiating rates and service level
- Handling logistics and transportation arrangements
- Billing / Costing / Invoicing
- Following up on the collection of unpaid invoices.
- Resolving services problems by clarifying the customers complaint, determining the cause of the problem, selecting and explaining the best solution to solve the problem, expediting correction or adjustment, following up to ensure resolution.

MAY 2014 – JUNE 2015

SALES EXECUTIVE & WAREHOUSE COORDINATOR, BAVARIA FIREFIGHTING SOLUTIONS, HORSH TABET-LEBANON

- Sales based on business to business (B2B) and business to customer or consumer (B2C) basis
- Researching the market and related products

- Presenting the product or service favorably and in a structured professional way face-to face.
- negotiating the terms of an agreement and closing sales;
- gathering market and customer information
- Receive, inspect and store all standard storeroom stock and special order parts
- Ensure that all inventory transactions are properly documented in accordance with standard operating procedure

MAY 2013 – MAY 2014

CUSTOMER SERVICE REPRESENTATIVE, ALFA MOBILE NETWORK COMPANY, FURN EL CHEBBAK-LEBANON

- Serve as the main point of contact between the Company and customers.
- Receive client complaints / concerns via telephone and respond to customer requests and needs.
- Provide customers with product and service information.
- Follow-up on customer inquiries not immediately resolved.
- Receive and respond to customer calls, in a timely manner; Assist customers with technical and billing inquiries, problems, and other questions.
- Transfer customer calls to appropriate staff.
- Alert the supervisors of trends in customer calls.
- Project a professional company image through phone interaction.

EDUCATION

SEPTEMBER 2012 – JUNE 2017

BBA IN DISTRIBUTION AND LOGISTICS MANAGEMENT, NOTRE DAME UNIVERSITY-LOUAIZE, ZOUK MOSBEH, LEBANON

2 years and a half on the Dean's Honor List (2015-2016-2017) GPA 3.14

JUNE 2012

BACCALAUREATE II SE - COLLEGE SAINT GEORGES, ZALKA, LEBANON

SKILLS

Computer and Systems

- Good knowledge of MS Office, Outlook And Oracle System

Languages

- Arabic (Native)
- English (Fluent)
- French (Fluent)

INTERESTS AND ACTIVITIES

- Travelling
- Basketball
- Reading