

Hassan Alawieh

CONTACT

Hadat,Kafaat



+961 71 725251



Hasan.alaweie@gmail.com



SKILLS

JD Edwards	<div><div></div><div></div><div></div><div></div><div></div></div>
Word	<div><div></div><div></div><div></div><div></div><div></div></div>
Excel	<div><div></div><div></div><div></div><div></div><div></div></div>
Visio	<div><div></div><div></div><div></div><div></div><div></div></div>
PowerPoint	<div><div></div><div></div><div></div><div></div><div></div></div>
Project 2016	<div><div></div><div></div><div></div><div></div><div></div></div>
IGrafX	<div><div></div><div></div><div></div><div></div><div></div></div>
FMC	<div><div></div><div></div><div></div><div></div><div></div></div>
BPM	<div><div></div><div></div><div></div><div></div><div></div></div>
Redfaire	<div><div></div><div></div><div></div><div></div><div></div></div>
RSS	<div><div></div><div></div><div></div><div></div><div></div></div>
HRMS	<div><div></div><div></div><div></div><div></div><div></div></div>
Shopify	<div><div></div><div></div><div></div><div></div><div></div></div>
Google Analyt.	<div><div></div><div></div><div></div><div></div><div></div></div>
QlikView	<div><div></div><div></div><div></div><div></div><div></div></div>
Tableau	<div><div></div><div></div><div></div><div></div><div></div></div>
Wordpress	<div><div></div><div></div><div></div><div></div><div></div></div>
Google Ads	<div><div></div><div></div><div></div><div></div><div></div></div>

LANGUAGES

English	<div><div></div><div></div><div></div><div></div><div></div></div>
French	<div><div></div><div></div><div></div><div></div><div></div></div>
Arabic	<div><div></div><div></div><div></div><div></div><div></div></div>

PROFESSIONAL SUMMARY

Project Lead,Ecommerce ,Supply chain management experience working. Skilled in Project management, Operations management,Ecommerce, Procurement, Supply Chain, Process development.

WORK EXPERIENCE

• Operations/Ecommerce Manager – Sater Medical Care

May 2019-present

Responsibilities

- Overseeing the day to day operations and ensuring that the business has the staff, resources and funds needed to run smoothly.
- Plan and implement the overall supply chain strategy.
- Collaborate with Sales, and Customer Service teams.
- Devise and use fruitful sourcing strategies.
- Approve the ordering of necessary goods and Services.
- Control spend and build a culture of long-term savings on procurement costs.
- Responsible for overseeing and managing the ecommerce department.
- Strategising an aggressive Ecommerce Online Marketing Plan - working with the rest of the web team to implement.
- Keep track of quality, quantity, stock levels, delivery times, transport costs and efficiency.
- Arrange warehouse, catalog goods, plan routes and process shipments.
- Management of SEO/SEM related matters.
- Identify process bottleneck and implement solutions in a timely manner and suggest solutions for process improvements.
- Work with finance and sales team to determine best vendors and distributors.
- Build and maintain good relationships with vendors.
- Lead logistics process for new products, inventory maintenance, shipment and delivery, returns on products and import/export.
- Keep detailed records, generate reports, and develop presentations to help management understand the logistics perspective.
- Build relationships within the company and with external parties, such as suppliers or distributors.
- Participation in the development of online marketing Campaigns contracts .
- Understanding of principles of accounting and finance.
- Monitor , analyze and evaluate e-commerce related performance and users' behaviour to derive suggestions for improvements.

• **Supply Chain Business Transformation/
Ecommerce project leader - Azadea Group**

December 2015-February 2019

Responsibilities

- Manage and Lead projects such as: establishing and stabilizing shared service center in Jordan, AP Automation, Invoice digitization, F&B ERP, BPM (Business process management), Travel Expense module, PMS (Performance management system), set project plans, forms and workflows.
- Manage and oversee the Ecommerce department with a significant online presence and handle decision-making for the website, social media accounts, and online advertising.
- Manage Ecommerce sites and follow up the whole process from ordering online to delivering the items.
- Responsible for lifting and shifting supply chain (Retail and F&B) and operational tasks from retained countries (8 countries) to one centralized shared service center.
- Screen, Interview, Recruit, train, and coach staff (Lebanon-Jordan) to ensure the availability of necessary skill and that staff are optimally motivated.
- Review Operational work processes to recommend and implement enhancements, as well as, develop performance assessment tools reporting progression as defined.
- Partner with staff from across the organization providing high level advice and guidance to build expertise in Procurement, Stock management, and Logistics, provide governance and improve practice and outcomes.
- Lead and support cross-functional teams mainly Supply Chain (Procurement, Stock management, Logistics) providing subject matter expertise as required in scope definition, process analysis, problem solving, recommendations and overall project execution.
- Identify business requirements, milestones, activity accountability and governance.
- Ensure the project plans, work breakdowns structure, schedule, risk, budget, and key deliverables are in alignment with the project goal and objectives as defined
- Monitor project budget and ensure appropriate documentation is maintained throughout the project.
- Ensure appropriate due diligence is perceived at several layers including HR, Finance, etc.
- Determine and monitor the key performance indicators by function for projects and drive the consistent improvement of work efficiency to ensure quality service is delivered to the overall operations.

• **Senior Supply Chain specialist- Azadea Group**

(October 2008-November 2015)

Responsibilities:

- Manage a team responsible of validating Operational (Logistics, Procurement, stock management) transactions and processes to ensure alignment within the Operations Department.

- Provide an overview of brand/country performance and monitor/study daily and seasonal sales period by conducting L4L , YTD , vs projection (by brand , shop , Location) and other needed reports .
- Perform training to team members and new joiners on all systems/ applications used in the Operations Department.
- Develop and administer contract management plans, negotiate changes and modifications, supplier performance management and compliance requirements through effective supplier relationships to enhance business outcomes.
- Plan and lead contract negotiations in the establishment and review of supply arrangements to deliver value for money procurement outcomes.
- Ensure proper defining of margins, overhead charges and retail variances by brand in compliance with each franchise agreement.
- Perform quality control on data or group data.
- Ensure, on a local or regional level prior to new stores opening date, proper testing of business Processes.
- Provide Operational technical support to minimize technical challenges.
- Supervise and validate shops daily tasks and make sure aligned with company policies and procedures.
- Generate end of month COGS and generate the monthly stock take results.
- Provide support and direction to the operation departments (Loss & Prevention, Logistics, Procurement, Inventory...)
- Provide operational assistance for new store openings ensuring set opening dates are met and operational standards are maintained
- Achieve financial and operational targets for all aspects of the stores operation while maintaining a high customer satisfaction level.
- Assist in recruiting, training, and motivating the team.
- Ensure that the department has the necessary skills base.
- Ensure the organization operations are carried out in Compliance with the regulations and laws governing business Operations.

• **Accountant – NBC Company (Transmed), Beir Lebanon**

(January 2005-September 2008)

Responsibilities:

- Prepare profit and loss statements and monthly closing and cost accounting reports.
- Compile and analyze financial information to prepare entries to accounts, such as general ledger accounts, and document business transactions.
- Establish, maintain, and coordinate the implementation of accounting and accounting control procedures.
- Monitor and review accounting and related system reports for accuracy.
- Prepare and review budget, revenue, expense, payroll

entries, invoices, and other accounting documents.

- Explain billing invoices and accounting policies to staff.
- Resolve accounting discrepancies.
- Recommend, develop and maintain financial data bases, computer software systems and manual filing systems.
- Supervise the input and handling of financial data and reports for the company's automated financial systems.
- Intract with internal and external auditors in completing audits

EDUCATION

- 2019-still: Master's Degree (MBA) in General Business Administration, Arab Open University
- 2002 : Bachelor's Degree in business administration (Accounting & Finance), Lebanese University
- 1998 : Lebanese Baccalaureate II, experimental science.

Certificates/Courses

- Advanced communication skills
- Fundamentals of leadership
- Self-awareness
- MDP (managerial development program)
- Retail analysis
- Emotional intelligence
- Communication within teams
- Customer service (Listening to customers)
- Project management
- Six Sigma
- Digital Marketing
- Ecommerce business
- Google Ads , Google Analytics (Google Academy)

REFERENCES

References available on request