

# ANGELO THOUMY

## SUPPLY CHAIN MANAGER, BUSINESS DEVELOPER, MIS ADVISOR

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Highly motivated and results-oriented professional driving strategic growth and profitability across diverse sectors including FMCG, Retail, Distribution, and Import/Export. Proven track record of exceeding sales targets, expanding market share, and developing and implementing successful go-to-market strategies. Expertise in supply chain and MIS, including data analysis, reporting, and process improvement for enhanced decision-making. Demonstrated ability to leverage data and insights to optimize business performance.

### SKILLS

- Supply chain management (FMCG, Retail)
- E-procurement
- Strategic thinking
- Transportation logistics
- Budgeting & scheduling
- Data analysis & reporting
- Project Management, Events
- Risk Management
- Freight forwarding
- Marketing and Event Planning
- Logistics coordination
- Strategic sourcing & planning
- Development and Market Research
- MIS – P&L
- Business analysis
- Demand forecasting
- Distribution strategies
- Procurement process improvement
- Leadership
- Strategic thinking
- Attention to detail
- Effective communication

### SOFTWARES

- Microsoft Office
- Bloomberg
- Meta Trader

### WORK EXPERIENCE

- Arabia Mobiles, LEBANON 05/2020 – Present  
**Import/Export and Procurement Manager (Mobile distributors)**
- Reduced shipping costs by 15% and increased on-time delivery rate by 20% for the Asia, Gulf, and Middle East regions.
  - Increased order processing efficiency by 12% .
  - Improved forecast accuracy by 30%, leading to a huge increase in sales and a reduction in inventory carrying costs. (Microsoft dashboards)
  - Identified and implemented opportunities for process optimization and cost-saving initiatives, demonstrating a commitment to continuous improvement.
- CHAFTEL TRADING, BENIN, 02/2014 – 12/2019  
**SENIOR BUSINESS DEVELOPMENT DIRECTOR (Events, Exhibition, FMCG, Retail and distribution, B2B & B2C experience)**
- Increased brand awareness for leading brands such as SAMSUNG, INFINIX, TECHNO, SONY, SYINIX, and MOX in Benin by at least 20% within a year as measured by website traffic.
  - Supervised various product lines across diverse categories including home appliances, Electronics, Alcohol, Food & Beverage, Wine & spirits, ILLY coffee and Furniture Showroom.
  - Planned events, exhibitions, and conferences from inception to completion, ensuring adherence to budgetary constraints.
  - Managed coordination between the sales team and marketing strategies, facilitating direct negotiations with clients across different sectors.
  - Implemented efficient stock and warehouse management practices to optimize operational processes. (Microsoft dashboards)
- SAMEX TRADING, TOGO, 02/2011 – 01/2014  
**SALES DIRECTOR (Events, FMCG, Retail and distribution, B2B, B2C, F&B, Electronics, Alcohol)**
- Increased team productivity by 35% through improved collaboration and streamlined workflows, resulting in 20% increase in customer satisfaction according to the company's statistics.

## **TRAININGS & CERTIFICATES**

•FINANCIAL TRADER, FOREX & Crypto, LEBANON, 2008 – PRESENT Technical and Fundamental analyst, Portfolio management – Risk control – Automated Measurement tools and processes

•Geological analyst

•PROJECT MANAGEMENT CERTIFICATE, REACH ACADEMY, CANADA, 2020

•MARKETING PRACTICUM CERTIFICATE, REACH ACADEMY, CANADA, 2020

## **LANGUAGES**

Arabic  
French  
English

- Improved gross profit margins by 20% through effective pricing strategies and cost optimization.
- Monitored and reported sales volume, financial transactions, and credit arrangements, ensuring transparency and accountability in business operations.
- Successfully launched 10 new product lines across 34 branch locations.
- Prepared written status reports for senior management, providing detailed updates on open action items and launch status to facilitate informed decision-making.
- Represented the company and fostered relationships with potential clients, leveraging strong communication skills and industry knowledge to drive business growth.

BEIRUT INTERNATIONAL,

09/2010 –07/2011

### **MIS ADVISOR (Construction)**

- Developed and implemented an MIS strategy eliminating data entry errors & maintaining databases to ensure automated data entry processes as well as accurate and timely data storage and retrieval resulting in a 15% increase in sales.
- Identified and implemented some process improvements based on system and process assessments.
- Researched, evaluated, and selected appropriate software solutions to meet the organization's MIS needs.
- Implemented measures to safeguard sensitive information and ensure compliance with data protection regulations.

INJAZ MENA INVESTMENT, UNITED ARAB EMIRATES, 01/2006 – 01/2010

### **MIS SUPERVISOR (Forex and Stock market)**

- Demonstrated proficiency in understanding current trends in Equity, Commodity, and Forex markets.
- Produced and uploaded materials including annual and quarterly reports, investment research reports tailored for Asia and MENA markets, newsletters, and special reports for companies and firms on a monthly and weekly basis.
- Executed financial transactions into Bloomberg and ExpertSoft System, ensuring accuracy and coordination with co-investors.
- Implemented Buy/Sell strategies for elements of the investment portfolio based on indicators parameters, optimizing performance and mitigating risks.

## **EDUCATION**

NOTRE DAME UNIVERSITY– Lebanon 2003,  
Bachelor's degree in COMPUTER INFORMATION SYSTEM.