

Sami Saif Eldin Ibrahim

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PROFESSIONAL SUMMARY

Experienced and results-oriented Import Manager with over 15 years of proven success in managing and leading international logistics, import operations, and international trade management within the retail sector and retail industry. Adept at navigating customs regulations, customs procedures, tariffs, and HS codes, while ensuring full compliance with international trade laws and Free Trade Agreements (FTAs). with a solid track record of logistics and coordination, negotiating favorable terms with global suppliers and freight forwarders. Known for attention to detail, problem-solving, time management, ability to manage multiple shipments and deadlines efficiently. Highly proficient in using Microsoft Excel, ERP systems, shipment tracking tools, and supply chain management software, along with practical knowledge of trade compliance software and global sourcing strategies. Expert in Documentary Credits (UCP 600), Incoterms 2022, and ICC Uniform Customs and Practice for Documentary Credits (2007) enabling smooth handling of international payments and documentation. Brings operational excellence, cost-efficiency, and strategic insight to optimize import processes in fast-paced, high-volume retail environments.

KEY COMPETENCIES

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| ✓ Expertise in Import & Export | ✓ Management Import Operation Bank | ✓ Adaptability & Problem Solving |
| ✓ Management International Trade | ✓ Documentary Credits UCP 600 | ✓ Bank Finance Management |
| ✓ Expertise in Incoterms 2022 | ✓ Shipment Tracking Tools | ✓ Financial Management |
| ✓ Negotiation & Contracting | ✓ Communication & Building Relations | ✓ Microsoft Excel & ERP systems |
| ✓ Supply Chain Management | ✓ Logistics Operation & Coordinator | ✓ Time Management |

Financial & Commercial Manager

ELITE Co, for Administrative, Financial & Commercial Business | May 2017 – Present

- Led import operations and cross-functional coordination across supply chain, finance, and procurement teams to align international logistics with organizational objectives and retail demands.
- Developed and implemented strategic import plans that improved shipment efficiency, reduced lead times, and achieved significant cost savings while ensuring compliance with customs regulations, international trade laws, and FTAs, mitigating regulatory risks and avoiding delays or penalties.
- Built and maintained high-level relationships with international suppliers, freight forwarders, clearing agents, and regulatory bodies, enhancing supplier performance and expanding sourcing networks.
- Oversaw documentary trade processes, including documentary credits (UCP 600), Incoterms 2022, and customs clearance procedures, ensuring timely delivery and adherence to ICC regulations

Commercial & Import Manager

Khairat Al-Mutawassit Global Importing Foodstuffs | Nov 2021 – Aug 2024

- Utilized ERP systems, Microsoft Excel, and shipment tracking tools to monitor all import-related KPIs, enabling real-time visibility and proactive issue resolution.
- Developed and maintained long-term partnerships with global manufacturers and freight forwarders, executing targeted import strategies that expanded sourcing capacity and improved supply reliability.
- Negotiated high-value international contracts and established exclusive representation agreements, ensuring competitive advantage and diversified product offerings within the retail segment.
- Built and leveraged a strategic network of international suppliers, banks, and logistics partners, enabling successful acquisition and management of trade financing that supported business growth and increased market share.

Commercial & Import Manager

Mostaqbal Al-Mutawasset Limited for Importing Food Stuff & Livestock & Meats | Oct 2017 – Dec 2020

- Ensured compliance with international trade regulations, customs laws, and Incoterms 2022, managing documentary credits (UCP 600) and required shipping documentation to avoid delays and penalties.
- Utilized ERP systems, Microsoft Excel, and shipment tracking tools to monitor import activities, analyze performance, and support data-driven decisions across commercial operations.
- Implemented robust financial controls and risk management strategies, optimizing import cost structures, reducing exposure to currency fluctuations.
- Negotiated favorable procurement and shipping terms with international suppliers and logistics providers, achieving better lead times, competitive pricing, and long-term vendor reliability.

Commercial & Logistics Coordinator

Tunisie Sucre | Jan 2017 – Dec 2020 (Part Time)

- Coordinating and negotiating with international shipping and logistics agencies to obtain the best prices, setting penalty clauses for delays, and adjusting the schedules of multiple shipments to meet the needs of suppliers before stock runs out..
- Supported business strategy development by providing ongoing reports on supply chain performance, landed cost analysis, and supplier evaluation metrics
- Played a key role in aligning import planning with seasonal sales cycles and marketing campaigns, ensuring product readiness for promotions and high-demand periods in the retail environment.

Financial & Commercial Manager

ALWATAR Company for Importing Food | Jan 2013 – Mar 2017

- Coordinated with global suppliers and logistics companies to streamline the supply chain, optimize shipment schedules, and ensure efficient product distribution aligned with retail demand and seasonal cycles
- Negotiated and secured high-value international contracts, establishing long-term partnerships with suppliers, logistics providers, and key stakeholders to enhance sourcing capabilities multiple shipments
- Built a network of financial partnerships with banks, successfully acquiring and managing trade financing solutions, including letters of credit and supply with deferred payment letters of credit, to support inventory scaling and market share expansion.
- Ensured compliance with international trade regulations, customs laws, and Incoterms 2020, managing documentary credits (UCP 600) and required shipping documentation to avoid delays and penalties.
- Utilized ERP systems, Microsoft Excel, and shipment tracking tools to monitor all import-related KPIs, enabling real-time visibility and proactive issue resolution.

Commercial Manager

TAGHMA Company For Importing Medical Equipment | May 2013 – Dec 2016 (Part Time)

Financial Manager

SAHARA Co for Buildings, General Works & Roads Construction | Jul 2009 – Dec 2012

Accountant

M-Libya-Petrol-Co. for Transport & Oil Services | Jan 2009 – May 2009

Accountant

Al-Jawhara Heavy Transportation Co. | Jul 2008 – Dec 2008

Junior Accountant

Al-Qurdabiya Co, for Reclamation and Construction | Feb 2003 - Feb 2008

EDUCATION

Diploma for Master's Degree Financial Management.

Al-Gabal Al-Garbi University - College of Accounting | 2011

Bachelor of Business Administration

SIRT University - College of Economics & Accounting | 2002

COURSE CERTIFICATES

- Certificate of Completion Mini MBA in Business | Cambridge Training College Britain
- Certificate of Completion Financial Analysis Diploma | British International Academy
- Certificate of Professional Financial Accountant | Institute of Professional Financial Accountants
- Certificate of (UCP600 Letter of Credits & Incoterms 2020) | Central Bank of Libya Institute
- Certificate of ESOL International | University of Cambridge ESOL Examinations
- Certificate of Attendance | Libyan Organization for Occupational Safety, Health, and Environment

ACHIEVEMENTS

- Certificate of Appreciation | Global Cars Company
- Certificate of Appreciation | Alghedaa Al-Alami Company for Importing Foodstuff
- Certificate of Appreciation | Al Waail Al Alamiya for Transportation and Shipping

CERTIFICATIONS OF EXPERIENCE

- Certificate of Employment | Al-Qurdabya Company for Reclamation and Construction
- Experience Certificate | Al-Jawhara Heavy Transportation Co.
- Experience Certificate | Manara Libya for Transportation and Oil Services
- Experience Certificate | Sahara Co. for Buildings, General Works & Roads Construction
- Experience Certificate | Al-Watar Company for Importing Food
- Experience Certificate | Taghma Company for Importing Medical Equipment & Mother & Babe Utilities
- Experience Certificate | Mostaqbal Al-Mutawasset Company for Importing Food and Livestock
- Certificate of Work Experience | Khairat Almutawasit Alalamia for Importing Foodstuffs & Livestock
- Certificate of Experience | ELITE Company For Administration & Financial Commercial Business
- Certificate of Representation | TUNISIE SUCRE
- Certificate of Work | AHITC DWC-LLC Company
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LANGUAGES

Arabic

English

PERSONAL INFORMATION

KSA Residency Number | **2398139762**