

TONY CHOUEIFATY

Sahel Alma
Keserwan, Lebanon
+961 70796329

Tonyech@hotmail.com

www.linkedin.com/in/tony-chouiefaty

*Willing to relocate (Holding U.S Citizenship)

PROFILE

Launched my professional career in the Freight and Logistics field six years ago where I have gained a broad experience working at a multinational company. During this period, I have developed various analytical and problem solving skills, time management expertise, providing customized logistics solutions and implementing strong negotiation abilities through handling several key accounts, participating in major projects and tenders, sustaining strong relationships with customers and various entities in the industry. Currently looking forward to widen my experience and be an added value member though implementing my expertise in the international market.

PROFESSIONAL EXPERIENCE

Fast Bollore Logistics, October 2014 to Present

Senior Airfreight Officer and Industrial Project Freight coordinator (Oil and Gas)

Operating in a fast paced environment at the Airfreight department in a highly competitive market imposes the constant need for price negotiation, regular meetings with agents, airlines and clients, handling import and cross-trade shipments through weekly consolidations and facilitate the resolution of customer issues. In parallel managing and providing freight solutions for the first Oil and Gas project in Lebanon through an integrated air/ocean freight service under a global supply chain network.

Below some selected duties:

- Monitored Total Oil and Gas project shipments by Sea and Air from origin up to Logistics yard and presented daily reports.
- Provided freight and clearance quotations for Total E&P and suggested several freight solutions to optimize profit and efficiency.
- Negotiated prices for tenders and projects with Bollore wide network and various agents worldwide.
- Executed more than 1,000 jobs in 2019 at around 450Tons in volume, with 7 figures gross profit and no margin of error.

- Ensured all quotations target rates are converted to bookings (80-90% ratio) and business is secured through an aggressive market approach.
- Increased sales revenue/volume from existing accounts and generating new leads by understanding client needs and coming up with flexible solutions to their problems.
- Worked at a commercial level by securing several key accounts under my management in addition to the regular operational work.

Blom Bank, July 2012 to September 2013

Customer Service Representative

Communicating daily with prospective clients, identifying their requirement and providing accordingly the needed product and service based on their financial capacity.

Duties can be summarized in the below points:

- Handled loan applications.
- Arranged daily meetings with clients and outdoor business providers such as car dealers.
- Checked loan agreements to ensure that they are complete and accurate according to the bank internal policies.
- Calculated the amount of debt and funds available to plan methods of payoff and to estimate time for debt liquidation.
- Analyzed applicants' financial status.
- Made sure a minimum of three applications are available each day through my relations with dealers in the market.

EDUCATION AND TRAINING

Notre Dame University, September 2008 to May 2013

Bachelor Degree in International Business Management

Major Courses:

- | | |
|-----------------------------|------------------------|
| -International Business | -International Finance |
| -Organizational Behaviour | -Managerial Economics |
| -International Business Law | -Ethics in Business |
| -International Marketing | |

Certificates:

- Improving Communication Skills*: University of Pennsylvania certified online course.
- Supply Chain Logistics*: Rutgers the State University of New Jersey certified online course.
- Negotiation Fundamentals*: Essec Business School certified online course.

Training:

-*Transport of Dangerous Goods*: Bollore Logistics e-learning training course summarizing the DG requirements, classification and all related aspects (packing/labelling, transportation, documentation, etc..)

-*Microsoft Excel*: Bollore Logistics Excel course from beginner to advanced.

Nationality: American / Lebanese

Languages: Arabic (Native), English (Fluent), French (Intermediate)