

Yazan Khoury — Supply & Demand Planning / Logistics

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Professional Experience

TOYOTA - Central Trade & Auto Co., Amman - Jordan **Supply & Demand Planning Manager**, 2/2015 to Present

- Develop competitive products line up for different segments of Toyota, Lexus and Hino that comply with country's regulations, market demand and customer requirements.
- Establishing regular Supply & Demand forecasts to assure alignment with company's goals and strategies.
- Managing the S&OP monthly meeting
- Managing the pricing process through market and competitors' analysis to achieve targeted market competitiveness.
- Setting the annual budget which helps Finance department manage the cash flow and revenue forecast.
- Setting sales strategies and regular monitoring of sales to identify potential product-oriented opportunities.
- Managing vehicle inventory level by monitoring Stock to Sales ratio that help generate sales and reduce cost.
- Continuous improvement of the day-to-day work by ensuring applying different methodologies including Kaizen across the different departments and in coordination with Toyota Motor Corporation.
- Recently I was given the responsibility to look over the logistics operations in the Company

A. P. MØLLER GROUP - MÆRSK LINE, Amman – *Largest container sea shipping company in the world* **Trade Analyst**, 8/2011 to 1/2015

- Optimize yield and implement value selling tools for (IGS/AFR/OCE/FEA) trades
 - Communicate and execute String Strategies in Jordan Cluster
 - Engage actively with CEN Trade and Marketing on market development and opportunities to constantly optimize yields
 - Constantly look for business development opportunities, both short, medium, and long term
 - Monitor and drive compliance with global commercial processes
 - Ensure sales pipeline is aligned with trade needs
 - Engage with CEN Trade and Marketing and local Sales on pricing feedback/compliance & recommendations, market feedback & recommendations, and business development opportunities around customer and product segments
 - Convert trade knowledge into market opportunities and input to campaigns
 - Ensure compliance with all commercial processes
 - Facilitate local equipment prioritization
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INTRACOM IT SERVICES, Amman – *Leading IT consulting company in the Middle East and Africa*
Senior Oracle ERP Consultant, 10/2008 to 8/2011

- Full implementation cycles of the Oracle ERP system
 - Oracle Financials, Supply Chain, Projects and Daily Business intelligence
 - Consultation of business requirements and solutions
 - Conducting Certified Oracle training courses (Oracle Financials)
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NUQUL GROUP, Amman – *One of the largest hygienic producers in the Middle East (FINE)*
Safety Officer, 5/2008 to 10/2008

- Risk Assessment
 - Hazard Identification
 - Occupational Health & Safety (OH&S)
 - OHSAS 18001
 - Sustainability Report and Incidents Frequency Ratio & Lost Time
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Education

THE UNIVERSITY OF JORDAN, Amman
Bachelor of Science, 2/2008

- **Industrial Engineering** - Management / GPA: Good
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Skills

Software: MS Office 365 (PowerBi & Excel Excellent)

Business: Supply Chain Management, Forecasting, Supply & Demand Planning, Sales & Marketing strategies, Data Analysis, S&OP, Product Planning
