Комар Ігор

IMPORT PROCUREMENT MANAGER (ЗЕД, ВЭД)

15 вересня 2022 Місто: Київ

Вік: 43 роки
Режим роботи: вільний графік роботи, віддалена робота, плаваючий графік роботи
Категорії: Виробництво, Керівництво, Торгівля, продажі, закупівлі

Увійдіть або зареєструйтеся на сайті як роботодавець, щоб бачити контактну інформацію.

Опис

Foreign Economic Activity & Supply Chain Professional

Versatile, goal oriented professional with 16+ years of comprehensive experience developing successful relationships with suppliers and senior leadership to provide sustainable business solutions. Personnel management skills and project management abilities with extended experience in international commerce and supply chain field. Proven problem solving and multitasking skills, a fast learner and ability to adapt to evolving industry trends.

CORE COMPETENCIES

● Import Procurement ● Supply Chain ● Contract Terms Negotiations ● Logistics planning

● Suppliers Relationship Management ● Cash Flow Management ● Resource Efficiency

● Personnel Management ● Project Management ● Technical Translation

WORK EXPERIENCE

TITAL COMPANY Ltd , Kyiv, Ukraine 2016 – current

Foreign Economic Activity/Supply Chain Department Manager

- Oversaw import supply chain operations in the field of fire-fighting, emergency-rescue and other specialized machinery, from the order placement till the delivery to the factory, based on the production schedule;
- Reviewed current and negotiate new contract terms, which resulted in 8% cost savings;
- Settling disputes with the suppliers;
- Built extended network of suppliers around the world (EU, USA, Asia, Australia);
- Reduced logistic expenses on average 8 to 16%, depending on the delivery method;
- Preparing documents for Customs clearance process;
- Participating (as interpreter) in face-to-face negotiations between top management and foreign suppliers;
- Translate technical documentation and sales literature;

“Avtocom Motor” LLC (IG “AvtoCom”), Kyiv, Ukraine 2014 – 2016

Supply Chain/FEA Manager (remotely)

- Managing import supply chain operations and documentation in the field of car parts manufacturing, based on the production plans;
- Contract terms negotiations with new suppliers;
- Cash flow management;
- Cooperating with logistics companies;
- Preparing documents for Customs clearance process;
- Translate technical documentation;

“Avtocom Motor” LLC (IG “AvtoCom”), Kaluga, Russia 2013 – 2014

Commercial/Supply Chain Manager

- Managing import supply chain operations and documentation in the field of car parts manufacturing, from the order placement till the delivery to the production sites of Industrial Group, based on the production schedule;
- Acting as the liaison between the suppliers and Engineering center of the Industrial Group. Eliminated misunderstanding regarding technical requirements and products specifications;
- Terms negotiations and contract preparations with the selected suppliers, which resulted in Procurement budget savings from 6.4% to 38%, depending on the project;
- Simultaneously managing from 8 to 14 projects;
- Cash flow management;
- Tender committee member;
- Cooperating with logistics companies and with Customs agents;
- Business trips to China to choose and inspect manufacturing facilities of the potential suppliers;
- Translate technical documentation and sales literature;

GlobalLogic, Kyiv, Ukraine 2012 - 2013

Sr. IT Recruiting Specialist

- Conducting personal interviews with candidates using meta program techniques;
- Accompanying newcomers during adaptation period: arranging regular 1on 1 meetings with employees as part of a retention program.
- Searching for IT professionals based on the vacancy requisitions (active and passive candidates sourcing, direct search);

USTAS Technologies, Inc. / Workforce Source, Kyiv, Ukraine 2010 - 2012

Sr. IT Recruiter

- Leading team of Junior recruiters, setting the goals and monitoring their implementations;
- Account Manager for RPO (Recruitment Process Outsourcing) projects;
- Evaluating and selecting best matching resumes; conducting phone interviews with candidates (in the USA);
- Searching for IT professionals based on the job requisitions (active and passive candidate sourcing);

Volusia Management, USA 2007 - 2010

Operations/HR Manager

- Efficient use of the resources to be effective in providing services and to satisfy customer’s requirements;
- Regular meetings with the customers to better understand their needs;
- Managing day-to-day activities;
- Interviewing, hiring and supervising employees.

Nissan and Ford Dealerships, USA 2005 - 2008

Sales specialist/Wholesale dealer

In addition to working as a Sales specialist, also maintained Wholesale Dealer License: purchased vehicles at the auctions, organized hauling inside the county (USA); interacted with Customs agents; organized overseas shipping and documentation management.

Menard’s Inc., USA 2004 - 2005 Sales associate/Department Manager assistant

During last 3 months fulfilled the role of Department Manager assistant as part of Manager Trainee Program;

Employee of the Month, “Big Dog” Award (most special order sales for the Month).

EDUCATION & HONORS

- BA, Business Administration, Iowa Wesleyan College, Mt. Pleasant, IA (USA)

- AA/AS, Liberal Arts, Muscatine Community College, Muscatine, IA (USA)
- Magna Cum Laude, Phi Theta Kappa (International Honor Society), All-American Scholar,
- National Dean’s List, College President’s List

LANGUAGES

Ukrainian (native), English (advanced), Russian (advanced), Polish (basic), German (basic)