

Amer Kadri

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SENIOR-LEVEL MANAGEMENT

PROFESSIONAL PROFILE

- High-performing operations-management executive with expertise in building/optimizing organizational processes, measurement systems, and infrastructure to maximize business results in manufacturing and service
- Operations worldwide, including commercial, manufacturing, and retail/service industries.
- Skilled strategist who transforms strategic plans into workable solutions and benchmarks performance against key operational targets/goals.
- Proven success, and track record of delivering optimal results in high-growth environments through initiatives that exceed operational performance targets and yield measurable outcomes:
 - Operational improvements
 - Reduced tactical-planning cycle time
 - Reduced product-development time
 - Cost reductions through improved process performance
 - Productivity gains
 - Revenue growth

AREAS OF EXPERTISE

- | | | |
|--|------------------------------------|---|
| • Operational Process Analysis | • Customer Satisfaction | • Revenue Goal/Growth |
| • Strategic Planning and Leadership | • Cross-Functional Team Leadership | • Financial Plan Development |
| • Organizational Design and Development | • Expert in bench market system | • Knowledge of food safety system (HACCP) |
| • Productivity and Efficiency Improvement | • P&L Management | |
| • Project Planning/Execution | | • Planning and Deployment of Operational Assets |
| • Negotiation, Persuasion, and Communication | • Problem Solving | |
| • Training and Leadership development | • Decision Making | |
| • Knowledge of ISO system | | |

EXPERIENCE:

La FRANCAISE Catering Co.
Kuwait City, Kuwait

May 2016 – Present
General Manager

Responsibilities & Accomplishments:

- Setup yearly and five years strategic plan.
- Structuring the company to enhance performance and team-work.
- Increase productivity, control production cost, and increase turnover
- Allocate major customers, locally and regionally
- Expanding business by opening new outlets
- Create food safety system and obtain HACCP and ISO 9001
- Allocate new qualified suppliers, locally and regionally
- Improve corporate and product branding
- Setup budget and put relevant KPI's and reporting system
- Other functions related to position's responsibilities

AMERCO INTERNATIONAL LTD
Dearborn, MI, USA

October 2012 – May 2016
Director of Operation

Responsibilities & Accomplishments:

- Structuring the company to practice all functions it was established for.
- Setup yearly and five years strategic plan.
- Allocate producer and supplier worldwide, negotiate agreements and sign contracts.
- Create all necessary reports and KPI's.
- Introducing products and supply retail and whole sale according to pre-signed contracts.
- Manage warehouses and fleet, assuring continued stock availability to cover orders.

Alrajhi Group (Production and Distribution, Exporting locally and abroad)
Riyadh, Saudi Arabia

August 2011- August 2012
Director of operation

Responsibilities & Accomplishments:

- Liquidate over 5000 tons yearly of dates, by maximizing the turn over.
- Produce pre-identified product as per market demand.
- Produce other products related to the sector.
- Setup a cash van distribution company altering the required product for the sector.
- Alter the right product for the company outlets and build brand name.
- Allocate customers all over the world.
- Setup yearly budget and monitor application.

Etihad Salehia (Dates & Chocolate producing and distributing Company) **February 2009 – July 2011**
Riyadh, Saudi Arabia **President & CEO Consultant**

Responsibilities & Accomplishments:

- Setup Targets & monitor execution.
- Setup goals & strategic plans.
- Setup a very accurate system to measure performance for all company divisions.
- Lead all initiatives and operations related to performance improvement.
- Lead the team in setting the company yearly business plan.
- Set monthly indicators for all departments, and measure results towards achieving plan.

Domanco Company (Food & Beverages Producing and Distributing comp.) **March 2002–Dec 2008**
Anjar, Lebanon **Director of operation**

Responsibilities & Accomplishments:

- Set the company five years strategic plan.
- Set the company yearly plan. Supervise the execution and set means of control.
- Assess all lines of performance and determine area of improvements required.
- Contact and negotiate all local and international companies for Future line's needs.
- Maximize production capabilities for cost reduction and customers demand
- Set plans and supervise distribution in the Lebanese market, regionally and internationally.

Conserves Moderns (Food & Beverages Canning Company) **March2000 - January 2002**
Chtura Bekaa, Lebanon **Deputy General Manager**

Responsibilities & Accomplishments:

- Directly manage operational administrations.
- Head, control and coordinate the company five years and yearly plans.
- Contact national and international governmental agencies (European Union, USAID) in matters related to the agro industrial policy.

Conserves Moderns Chtura **1998-2000**
Chtaura, Lebanon **Production Manager**

Responsibilities & Accomplishments:

- Set the company production, maintenance, and development yearly policy.
- Set a five years and yearly plan.
- Manage all production and maintenance team.
- Schedule production according to pre-set forecast and sales orders .
- Develop all lines capabilities and put new production lines.

Arabian Food Supplies (EFFEMEX Division, An international Division Of Mars Inc.) 1994-1997
Jeddah, Saudi Arabia **Sales Manager and distributor**

Responsibilities & Accomplishments:

- Ensure the achievement of business objectives.
- Train and develop sales team.
- Build and maintain effective channels of communication within the sales and divisional management.

EDUCATION:

LAKEHURST University
Beirut, Lebanon

June-2002
MBA

LAKEHURST University
Beirut, Lebanon

June-2000
Bachelor of Science in Management

California State University
California, USA

July-1993
Bachelor of Science in industrial Engineering

LANGUAGES:

- Arabic: Native (Read, written and spoken)
- English: Native (Read, written and spoken)

DISTINGUISHED ACCOMPLISHMENTS:

A certificate of appreciation from the Lebanese ministry of agriculture for a complete plan and presentation on agriculture difficulties and it's solution in connection with the market which was published in the news papers of Aldiyar and Alsafir and other news papers..