

IMANE FERDJANI

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QUALIFICATIONS

- Four years of experience in commodities trading.
- Strong background in logistics and distribution in international markets.
- Boosted company sales by 30% in a 2-year period by establishing new products and clients.
- Proficient in MS Office (Excel, Word, Power Point).
- Multilingual: Fluent in French, English and Arabic. Intermediate in Spanish.

PROFESSIONAL EXPERIENCE

FM PRODUITS SARL (Algiers, Algeria)

August 2015 to October 2019

Business Development Manager

Buying:

- Performed data-driven research to analyse the Algerian market demand and prepare annual purchase projections of commodities (green coffee and milk powder).
- Negotiated prices and terms of contracts with foreign suppliers.

Sales:

- Managed imports of over 5,000 metric tons (MT) of milk powder to Algeria from France, Holland, Belgium, Lithuania, New Zealand, Argentina, USA and Canada, which generated sales turnover of over 12 million USD annually.
- Drove commercial strategies for green coffee sales and achieved a sales turnover of over 20 million USD annually.
- Developed a network of clients B2B and B2C channels (wholesaler, distributors, Industrials, bakeries) throughout Algeria through extensive calls, onsite visits and attendance of local and International trade shows and fairs.

Logistics and Supply Chain:

- Negotiated freight expenses, storage fees and potential demurrage fees with the shipping lines and the dry ports.
- Managed and tracked the arrival of imported goods; including the management of proper customs documentation for customs clearance with respect to international and Algerian trade regulations.
- Negotiated a partnership with a milk packaging factory and supervised the marketing and distribution strategy of an in-house packaged milk powder brand to penetrate the Eastern and Southern Algerian market which generated 500,000 USD in sales turnover.

ZURICH CANADA (Toronto, Canada)

May 2015 to July 2015

Bilingual Reimbursement Specialist

Customer Service:

- Helped patients suffering from Hepatitis C to get the best coverage possible.
- Communicated with and educated patients regarding their private and Provincial drug coverage options and managed challenging patient situations with empathy and patience.
- Gathered all pertinent information, coordinated patient cases, managed applications and liaised with the private, public, or manufacturer-sponsored drug funding programs to optimize reimbursement.

BANQUE LAURENTIENNE-B2B BANK (Toronto, Canada)

November 2012 to May 2014

Bilingual Administrative Officer-Banking and Deposits/Operation relationships

Financial Services:

- Analyzed administered and processed product specific financial a non-financial transactions.
- Researched, prepared, processed, balanced, reconciled, and ensured quality control of all transactions for clients.
- Checked and corrected data in reports to ensure accuracy and compliance with operational procedures.
- Used large and complex financial database systems to perform research and data analyses for several strategic projects such as the conversion of three merging firms B2B Bank and MRS Trust, then B2B Bank and AGF Trust.

ALONSGAR – Commodity Broker (Barcelona, Spain)

July 2011 – September 2011

Sales Assistant

- Prepared contracts and verified all the administrative paperwork related to the export of the goods from the supplier from South America to the clients in Spain and North Africa.
- Reviewed and verified documents presented under the Letters of Credit applications to ensure that all information is in compliance with the terms and conditions of the contracts.
- Communicated with clients and suppliers all around the world in English, Spanish and French, to ensure successful execution of sales.

EDUCATION

Bachelor of Science in Business Administration. Major: Finance. May 2011

University of Colorado at Boulder (USA)

Licence en Management International. May 2008

Université de Savoie (France)