

YAHYA HAROUN

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International Business Development / Procurement / Supply Chain / Compliance and Risk

Profile

- Accountable, entrepreneurial, collaborative, empowering, disciplined, multilingual professional with substantial experience in global business, project management, and leadership. Dedicated to a synchronized supply chain and logistics, cost reduction, process efficiency improvement, change management, revenue and productivity growth, investment, and profit optimization.
- Business experience in the private and public sector across the Americas, Europe, North Africa, the Middle East and Asia in industrial and transportation infrastructure development projects, medical, automotive, and capital equipment exports.
- Expertise in international trade / global markets, evolving buying trends, trade regulations, tariffs, corporate and regulatory compliance, risk management, guarantees, certifications, bid and performance bonds and tender execution/administration.
- Effective facilitator of sourcing, planning and procurement, supply chain deployment and execution, management strategy, process improvement, contract negotiations, supplier relations, export / import operations, logistics and distribution channels.

Principal Career Path

02/2020 – 12/2023: Business Development & Compliance/Risk Management Specialist, CAS Management Group, LLC, Miami-FL

- Focusing on business development with stakeholders in aid and international development assistance (United Nations, donor countries' aid agencies, global non-governmental organizations, and recipient countries' governments).
- Identifying suitable tenders/invitations to bid and coordinating their proposal administration and timely submittal.
- Developing strategies to further expand company's physical presence in Europe, the Middle East, Asia, and Latin America.
- Performing risk assessment analyzing current risks and identifying potential risks affecting all company business operations.
- Conducting policy and compliance audits liaising with internal and external auditors.
- Assisting in the development of new control systems to prevent or deal with violations of legal guidelines and internal policies. Evaluating the efficiency of controls and improving them continuously.
- Reviewing and assessing potential fraud activity and developing fraud detection tools.
- Improving and maintaining Anti-Money Laundering/Combating the Financing of Terrorism (AML/CFT) policies and procedures.
- Managing, executing, reviewing, screening and monitoring all new prospects plus existing customers and vendors worldwide (companies, organizations, individuals) in Refinitiv World-Check global (UK-based) screening platform and against OFAC (US Treasury's Office of Foreign Assets Control) sanctioned entities lists.
- Responsible for the maintenance and renewal of company's licenses, permits, insurances, patents, and trademarks.

10/2018 – 01/2020: Independent Consultant in International Trade & Development, Prague-Czech Republic, Istanbul-Turkey

- Provided consultations on various trade topics, including but not limited to market entry requirements, market research, compliance and other issues to Czech companies interested in expansion into Turkey and the Middle East / Gulf Cooperation Council area and to Turkish companies seeking entry into the European Union.

07/2017 – 10/2018: Contract Specialist, NRI, Inc. for United States Capitol Police, Washington-DC

- Conducted and worked through all ("A-Z") phases of procurement operations based on quantifiable requisition orders for goods and services, utilizing both federal acquisition and open market solicitation platforms (GSA, NASA SEWP, FBO etc.).
- Researched and analyzed markets, wrote, and posted RFQs, sourced incoming quotes, selected winning bids, matched them with relevant commercial terms and conditions, formulated and drafted commercial contracts.
- Independently reviewed and researched contract documents, directives, regulations and accurately determined contract vehicle to utilize what best met specific requirements.
- Demonstrated and applied skills in negotiating the best terms for acquisition requirements, effectively dealt with and resolved all commercial or logistical problem situations.
- Produced clear and concise contractual documents, purchase orders, delivery orders and task orders that decrease contract administration difficulties.
- Directed technical evaluation teams through the evaluation process and justified award recommendations to all stakeholders, meeting all acquisition funding and budget ceiling criteria and/or other fiscal limitations.
- Identified appropriate clauses, documentation of contract decisions and actions, file establishment and maintenance.

- Actively promoted competition among private sector suppliers in an open market environment and under special circumstances determined the rare but appropriate (no other choice) use of sole source / non-competitive procurement.
- Assured compliance with applicable Federal Acquisition Regulations (FAR) as well as International Traffic in Arms Regulations (ITAR) for sensitive law enforcement procurement items (e.g., certain ammunition types).

03/2011 – 04/2017: Procurement & Export Management Specialist, AMEX International Inc. / ACDI-VOCA / USAID, Washington-DC

- Coordinated Procurement and Export Logistics operations within the Program Operations Division (POD): key person in initiating and developing management support for budgetary, supply chain and export-related activities.
- Analyzed and tracked Title II International Agricultural Commodities Assistance Programs, a 1.8 billion dollar / year initiative and provided specific commodity, sourcing, procurement, shipping, cost, and budgetary information to stakeholders.
- Consolidated and reconciled budgeted / planned program cost with actual purchase, transportation, and cash cost.
- Monitored, evaluated, and classified commodity requests in USDA's Web Based Supply Chain Management system.
- Operated Title II budget tracking and planning database, commodity listing and estimated prices, ocean freight regional trade route rate estimates for value added / packaged and bulk shipments.
- Provided logistical guidance on U.S. Export Administration Regulations (EAR), Bills of Lading (B/L), International Commercial Terms (INCOTERMS) and other international trade topics to regional management teams / geographic analysts.
- Reviewed Transfer and Cooperative Agreements and / or their latest modifications / amendments, reviewed estimated / approved cost sheets, executive summaries and reports, actual cost & expenditure reports and commodity call forward status.
- Reviewed incoming USDA Procurement Award Summaries and Winning Bids (Purchase Contract Awards) and matched sales orders, metric tonnage, actual commodity costs and freight data with planned / approved monthly calls forward for all active programs in all territories (about 35 countries in Asia, Africa, Latin America).

07/2002 – 02/2011: Commercial Director, STROJEXPORT, Prague-CZE, Abu Dhabi-UAE, Dammam-KSA, Delhi-India, Shenzhen-China

- Appointed to leadership role with key responsibilities for business development initiatives and international market – export and import trade management.
- Challenged to build and expand new business / market presence in existing territories for capital equipment / infrastructures while exploring opportunities in new and emerging markets.
- Strategized marketing plan, export operations, and channel development initiatives.
- Negotiated with banks and structured bank guarantees, bid bonds, performance bonds, activation guarantees and documentary Letters of Credit [L/C].
- Managed procurement, negotiating and executing purchasing contracts with domestic and international suppliers.
- Negotiated supply contract terms and service agreements with international private and public sector clientele.
- Administered and reviewed performance and contribution of foreign-based representatives within designated geographies.
- Collaborated with functional teams in coordinating client-focused projects, trading & consulting activities.

Affiliated Experience

Commercial Manager, Amtrade Corporation, Miami-FL, Paris-France

- Collaborated with French parent company in establishing its US subsidiary in Florida for the purpose of acquisition, financing, leasing, procurement, and export of capital equipment for the graphic industry.

Export Coordinator, ITM Corporation, Arlington-VA, Munich-Germany, Zurich-Switzerland, Vienna-Austria

- Recruited for export-import trade management, trade policies & strategies, distribution of medical instruments, contract drafting/implementation. Established German, Austrian and Swiss regional offices, and distribution channels.

Project Coordinator, TECHNOEXPORT, Prague-Czech Republic, Damascus-Syria, Baghdad-Iraq

- Coordinated procurement and supply chain operations for industrial turnkey projects in Syria and Iraq.

Education and Languages

Academic Education:

Master of Science in Economics – International Business and Trade Administration

Languages:

English, German, Czech, Turkish, Russian, Arabic.