

YOUR NAME

Manchester, UK | +04400000001 | kscottfuchs@gmail.com

PROFILE SUMMARY

Dynamic professional with illustrated record of impact in supply chain, production, and procurement across a broad array of industries and sectors. Adept at fostering conducive client engagements and enhancing commercial relationships through tailoring strategic innovative solutions. Adaptive problem solver renowned for sharp attention to detail also equipped with advanced interpersonal, communication, analytical, negotiation, decision-making, and project management skills. Technically proficient in Adobe Creative Suite, MS Office Suite, INCOTERMS2020, Google, InvoiceWorks, and various AI platforms. **Areas of expertise, include:**

Regulatory Compliance | Logistics Coordination | Team Leadership | Account Management

WORK EXPERIENCE

City Football (2024 – Present) – Manchester, UK

Trade Manager

Provided consultative services on material selection based on technical requirements, quality standards, and differences between mining sources. Facilitated end-to-end process lifecycle in shipping and distribution, including billing, invoicing, packing, quality assurance, CMR's, and certificates of origin. Coordinated shipments between bonded warehouses, customs agents, freight forwarders, suppliers, and customers to ensure timely and accurate delivery.

Key Achievements:

- Conducted competitive intelligence and market analysis to foster informed strategic decision-making.
- Produced sales forecasts, SWOT analyses, and business proposals to support commercial growth and operational improvements.
- Derived and implemented enhancements to optimize supply chain efficiency and productivity while lowering overhead costs.
- Stewarded a diverse portfolio of projects contrasting in scope, budget, time frame, and complexity.

ABC Technology (2019 - 2023) – Kiev, Ukraine

Technical Sales Manager

Oversaw business relationships with clients across the metallurgy and heavy engineering sectors while identifying and securing new business opportunities. Administered supply projects for China-sourced refractory materials, providing end-to-end support from technical consultation and product selection through to delivery and after-sales service. Coordinated warehouse operations, including inventory management and customs-bonded warehouse documentation. Prepared customs clearance documentation and managed DDP and DAP deliveries to industrial customers. Led tender submissions, contract negotiations, and commercial agreements with key industrial clients.

Key Achievements:

- Designed and introduced a direct rail logistics solution from the Port of Odesa to the customer site, bypassing warehouse storage and improving handling times.
- Reduced logistics costs by approximately \$50 per ton on average quarterly shipments of 150 tons.
- Cooperated with customs brokers, finance teams, logistics providers, engineers, and production personnel to ensure successful project execution.
- Provisioned technical and commercial support for refractory solutions used in steelmaking, ferroalloy production, and other heavy industrial applications.

Bulldogs Over Gators Solutions (2016 - 2019) – Liverpool, UK

Sales Manager

Crafted B2B sales solutions in cleaning and disinfection chemicals for clients within the food processing, dairy, brewing, and meat production sectors. Developed new business opportunities through cold calling, outreach, engagement, lead generation, and relationship-building activities. Oversaw key customer accounts and

negotiated commercial agreements and supply contracts. Orchestrated product shipments and delivery schedules to ensure reliable customer service. Procured and sourced raw materials to reinforce initiatives geared to drive product cost efficiency and profitability. Maintained and reinforced long-term commercial relationships to proactively identify opportunities for account growth and business retention.

Key Achievements:

- Contributed to business growth by expanding the customer base and increasing recurring revenue across the food and beverage manufacturing (FCMG) sector.
- Established a track record of consistent top-performance and commitment to best business practices and continuous improvement.

Bloods Football (2015 - 2016) – Manchester, UK

Manager

Provided consultative services on material selection based on technical requirements, quality standards, and differences between mining sources. Facilitated end-to-end process lifecycle in shipping and distribution, including billing, invoicing, packing, quality assurance, CMR's, and certificates of origin. Coordinated shipments between bonded warehouses, customs agents, freight forwarders, suppliers, and customers to ensure timely delivery.

Key Achievements:

- Conducted competitive intelligence and market analysis to foster informed strategic decision-making.
- Produced sales forecasts, SWOT analyses, and business proposals to support commercial growth and operational improvements.
- Derived and implemented enhancements to optimize supply chain efficiency and productivity while lowering overhead costs.
- Stewarded a diverse portfolio of projects contrasting in scope, budget, time frame, and complexity.

United Football (2015 - 2016) – Manchester, UK

Operations Manager

Provided consultative services on material selection based on technical requirements, quality standards, and differences between mining sources. Facilitated end-to-end process lifecycle in shipping and distribution, including billing, invoicing, packing, quality assurance, CMR's, and certificates of origin. Coordinated shipments between bonded warehouses, customs agents, freight forwarders, suppliers, and customers to ensure timely delivery.

Key Achievements:

- Conducted competitive intelligence and market analysis to foster informed strategic decision-making.
- Produced sales forecasts, SWOT analyses, and business proposals to support commercial growth and operational improvements.
- Stewarded a diverse portfolio of projects contrasting in scope, budget, time frame, and complexity.

EDUCATION AND CREDENTIALS

Master of Industrial Engineering

Ukrainian State University of Chemistry and Technology, Dnipro, Ukraine

Bachelor of Science in Management and Administration

Ukrainian State University of Chemistry and Technology, Dnipro, Ukraine

Front End Web Development Course

AGILE Methodologies

LEAN Six Sigma Green Belt