

BOLLA SAMIR

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PROFESSIONAL SUMMARY

Detail-oriented and results-driven Supply Chain and Logistics professional with over 8 years of progressive experience in sales, inventory control, warehouse operations, and branch management. Proven ability to optimize supply chain processes, manage ERP systems (SAP S/4HANA), and lead cross-functional teams to exceed performance targets. Strong understanding of procurement, demand planning, and customer fulfillment across B2B and B2C sectors. Actively seeking a role in Supply Chain or Logistics in Saudi Arabia or UAE.

KEY SKILLS

- Supply Chain Management
 - Inventory Control & Optimization
 - Warehouse Operations
 - Logistics Coordination
 - Procurement Support
 - SAP S/4HANA | ERP Systems
 - Sales & Client Relations
 - Team Leadership
 - MS Excel & Data Reporting
 - Digital Marketing Fundamentals
 - Communication & Problem-Solving
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WORK EXPERIENCE

**** Senior sales Office ****

*** Bin Harkil co.Lid***

Dec 2025—present

- Supervise daily sales operations and manage the sales team to achieve targets.
- Prepare periodic sales reports, performance dashboards, and forecasting analysis.
- Conduct market research and competitor analysis to identify new opportunities.
- Promote and sell specialized mining and drilling equipment to clients.
- Build and maintain strong relationships with key customers and contractors.
- Coordinate with technical and logistics teams to ensure smooth order execution.

****Deputy Branch Manager****

Saleh Abdulaziz Al Rashed & Sons Co. – Jeddah, Saudi Arabia

_JAN 2022 – JUL 2025

- Supervised logistics, inventory, and operational activities to ensure supply continuity.
- Collaborated with procurement to manage vendor relationships and improve inbound efficiency.
- Enhanced branch KPIs by implementing lean operational strategies and customer service best practices.
- Supported internal audits with detailed documentation and reporting.
- Led team engagement initiatives to boost productivity and morale.

****Branch Manager****

Saleh Abdulaziz Al Rashed & Sons Co. – Riyadh, Saudi Arabia

MAR 2018 – Dec 2021

- Directed supply chain operations including procurement coordination, stock level control, and delivery scheduling.
 - Managed supplier relationships and ensured cost-effective material flow.
 - Tracked sales metrics and achieved consistent growth in customer satisfaction.
 - Led sales team towards achieving quarterly targets through strategic planning and effective resource allocation.
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****Warehouse & Inventory Manager****

Saleh Abdulaziz Al Rashed & Sons Co. – Jeddah, Saudi Arabia

NOV 2016 – FEB 2018

- Supervised end-to-end warehouse operations, including receiving, storage, inventory control, and dispatch.
- Developed and implemented inventory management strategies to reduce stock discrepancies and optimize stock levels.
- Led a team of warehouse staff, ensuring productivity, safety compliance, and high performance.
- Coordinated logistics and stock transfers between branches to ensure smooth and timely supply.
- Maintained accurate inventory records using Warehouse Management Systems (WMS) and ERP software.
- Conducted regular cycle counts and full inventory audits, resolving variances efficiently.
- Collaborated with procurement, sales, and distribution teams to align stock levels with business needs.

****Assistant Warehouse & Inventory Manager****

Saleh Abdulaziz Al Rashed & Sons Co. – Jeddah, Saudi Arabia

Jan 2016 – OCT 2016

- Assist the warehouse manager in planning and supervising the receiving and issuing of goods.
- Oversaw daily warehouse operations including inventory, staff management, and logistics coordination.
- Improved inventory accuracy and reduced material loss through SOP enhancements.
- Trained team members on safety protocols and ERP system usage.
- Coordinate with the purchasing department to track purchase orders.
- Submit comments and recommendations to the warehouse manager to improve performance.

****Sales Representative****

Saleh Abdulaziz Al Rashed & Sons Co. – Khamis Mushait, Saudi Arabia

Feb 2014 – Dec 2015

- Delivered strong sales results in a competitive B2B spare parts market.
- Negotiated with customers and met monthly sales quotas consistently.

EDUCATION

**** Master's in Supply chain & Operation Management ** (Expected 2027)**

Cairo University – Cairo , Egypt

****Diploma in Supply Chain & Operations Management****

Cairo University – Cairo, Egypt

- Final project focused on supply chain digitalization and e-commerce integration.

**** Education Materials ****

(SCMS – Business Statistical – Production MAN- Quality MAN- ABC Analysis –Inventory MAN- SCM)

****Professional Certificate – Digital Marketing****

FWD Egypt & Udacity | 2023

****Bachelor of Tourism & Hotels****

El-Batran Institute – Helwan University | 2013

Grade: Good

LANGUAGES

- English: Intermediate (B2)
 - Arabic: Native
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SYSTEMS & TOOLS

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- SAP S/4HANA
 - Microsoft Excel (Advanced)
 - ERP Systems
 - Google Sheets / Docs
 - PowerPoint
 - SAP
 - CRM