

PROFESSIONAL PROFILE



PERSONAL DETAILS

- Name : Sabarin Bin Ibrahim
- D.O.B : 25th October 1969
- Nationality : Malaysian

ACADEMIC QUALIFICATIONS

1987 - 1993 **Purdue University,** **Indiana, U.S.A**

Bachelor Of Science Degree in Industrial Management

Cumulative G.P.A: 5.28 on 6.0 Scale (3.3 based on 4.0 Scale)

Career Related Courses:

- Operation Management
- Advanced Manufacturing Planning and Control System
- Management of Advanced Manufacturing Organization
- Human Resources Management

Computer Literacy: MS Office, SAP R3, WMS.

WORK EXPERIENCE (LATEST)

Bersatu Integrated Logistics Sdn Bhd
Port Klang, Malaysia

(May 2023 – Current)
Business Development Director

Job Scope/Work Description:

Business Development

- Identify and pursue new business opportunities, market trends, and potential partnerships within the logistics sector.
- Conduct market research and analysis to evaluate market demand, competitive landscape, and customer needs.
- Develop and implement strategic plans to penetrate new markets, expand customer base, and increase revenue.
- Build and maintain relationships with key stakeholders, clients, and partners to foster business growth.

Logistics Management

- Oversee and optimize the organization's logistics operations, including transportation, warehousing, inventory management, and distribution.
- Develop and implement strategies to improve operational efficiency, reduce costs, and enhance customer service.
- Ensure compliance with relevant regulations, industry standards, and quality control measures.
- Collaborate with internal teams and external vendors to streamline logistics processes and resolve any operational issues.

Sales And Marketing

- Develop sales strategies, promotional campaigns, and pricing models to maximize sales and achieve revenue targets.
- Collaborate with the sales and marketing teams to generate leads, convert prospects into customers, and maintain customer satisfaction.
- Monitor market trends, competitor activities, and customer feedback to adjust sales and marketing strategies accordingly.

Team Leadership & Collaboration

- Provide leadership and guidance to the business development and logistics teams, fostering a collaborative and high-performance culture.
- Set performance goals, conduct performance evaluations, and provide regular feedback to team members.
- Collaborate with cross-functional teams, such as finance, procurement, and operations, to align business objectives and drive operational excellence.

WORK EXPERIENCE (IMMEDIATE PAST)

CJ Century Logistics Sdn Bhd	2018 – 2022	:- Director, Contract Logistics
	2015 – 2017	:- GM, Contract logistics
Century Total Logistics Sdn Bhd Port Klang, Malaysia	2013 – 2014	:- Asst GM, Contract Logistics
	2010 – 2012	:- Sr Manager, Contract Logistics
	2007 – 2009	:- Manager, Contract Logistics
	2005 - 2007	:- Manager, Commercial Dept
	2002 – 2005	:- Key Acct Manager, Logistics Admin Dept

Job Scope/Work Description:

Business Planning and Operations

- Planning of resources including manpower, warehouse space, MHE (Material Handling Equipment), IT Management system and etc.
- Management of Warehouse and Distribution (W&D) operations as well as administration for Warehouse and Contract Logistics Division.
- Setting up of Standard Operating Procedures (SOPs) and measurement of KPIs.
- Improvement on logistics services by implementing best practices and providing solutions to customers.
- Responsible for preparation, monitoring and achievement of divisional budget as well as Profit and Loss (P&L) target.
- Inventory Management - Ensuring accuracy of physical stock control and inventory records.
- Vendor Management: -
 - i) New vendor evaluation and selection
 - ii) Rates negotiation

- iii) Approved vendor assessment
- Ensure adherence to Credit Control policy related to debtors' collections within credit term and limit.

Customer Services and Key Account Management

- Management and coordination of customers' supply chain requirements from inbound and outbound logistics including freight forwarding, order processing, transportation, warehousing, and distribution.
- Driving and maintaining customer service levels (KPI) for all accounts under the Division.
- Customer complaint management through on time response and Corrective and Preventive action.
- Key or window contact between customers and operational units within the organization
- Resolutions of conflicts or disputes related to operations, claim and financial matter.
- Preparation of daily tracking as well as weekly and monthly reports

Commercial and Project Management

- Business Development Analysis including scoping and Cost Benefit Analysis (CBA) on potential logistics and supply chain businesses whether regionally or locally. Among important projects involved: -
 - i) Warehouse & Distribution of Electrical and Electronics goods in Malaysia and Sri Lanka
 - ii) Collection and delivery of raw material in Pakistan
 - iii) In plant and distribution operations for cosmetics products in Malaysia
 - iv) Cross border delivery operations of finished goods (FMCG) from Thailand to Malaysia
- Preparation of proposal and responses to RFI (Request for Information), RFQ (Request for Quotation) and other tender document for logistics and supply chain services.
- Preparation and review of Logistics Services Levels Agreement (SLA) or Contract.

Quality Management and Compliance

- Document Controller, Lead Auditor and Quality Management Representative to ensure adherence and compliance to ISO 9001:2008 requirements.
- Leading the certification of Halal logistics unit under SIRIM MS1800 Quality Management System (QMS) from Syariah Perspective.
- Organizing and managing the internal audit including audit planning, scheduling, reporting and closure of findings.

WORK EXPERIENCE (PRIOR PAST)

Matsushita Air-Conditioning Corp Sdn Bhd
Shah Alam, Selangor

(Feb 2000 – June 2002)
Senior Logistic Executive

Job Scope/Work Description:

- Overseeing the logistics activities including inventory control and warehousing.
- Monitoring export activities for finished goods, CKDs and components from order processing to shipment arrangement.
- In charge of matters related to Custom and other government departments.
- Implementing improvement related to supply chain management.
- Dealing with shipping agents, haulage and forwarding companies, and surveyor on export matters.
- Ensuring logistics operations are within budget and in compliance to ISO requirement.
- Liaising with government authorities such as Royal Custom and Excise and MITI.

WORK EXPERIENCE (PRIOR PAST)

Sony Technology Malaysia
Bandar Baru Bangi, Selangor

(May 1993 – Dec. 1999)
Material Control Senior Officer

Job Scope/Work Description:

- Planning and monitoring the flow of material from ordering, receiving, warehousing, inventory control and issuing.
- Planning and scheduling the delivery of parts and semi-finished goods to and from suppliers.
- Ensuring material availability and inventory accuracy.
- Implementing improvement related to material inventory.
- Monitoring sub-contract activities including material planning and delivery aspects.
- Controlling custom documentation for movement of goods to and from the factory.
- Liaising with government authorities such as Royal Custom and Excise, MIDA and MITI.

TRAINING & SEMINARS

- Six Sigma Training – Yellow Belt
- AFTA/CEPT Training
- WTO Custom Valuation Seminar
- Production Planning and Scheduling Seminar
- Management of Key Account
- Trade and Tariff Seminar
- ISO Internal Audit Training
- Commercial Contract – Legal Perspective

EXPECTED SALARY

- RM21,000.00

CONTACTS

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