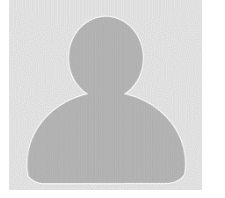


ENGİN GÖKGÖZ



Mesleki Deneyim

Profesör

Doçent

Eğitim Bilgileri

Post - Doktora

**Bütünleşik Doktora
Doktora**

Yüksek Lisans

2006

İstanbul Üniversitesi - SBE - Transport and
Logistics Management License Program

Projeler

-

Yayınlar

İsteğe Bağlı

ÖĞRETİM GÖREVLİSİNİN SEKTÖR DENEYİMİ:

April 2014 –..... LLP BUSINESS DEVELOPMENT DIRECTOR, DHL SUPPLY CHAIN UK

- Reporting to Lead Logistics Service Business Unit in United Kingdom.
- Responsible for Sales Activities for Consumer, Life Science & Healthcare and Technology Sector across Europe ,Middle East& Africa
- Shaping and communicating LLP strategy according to geographical/sector targets and communicating across the Europe and UK.
- Strategic Supply Chain Design and Consultancy for Regional & Global Blue Print Companies
- Delivered %20 of the overall growth for Lead Logistics Service Business through consultative selling & account management
- 2015 – UK President’s Club Award in recognition of %100+ growth achievement
- 2016- UK President’s GOLD Club Award in recognition of %150+ growth achievement
- Member of DHL’s transformation deal team in Europe

June 2013 – April 2014.HEAD OF RETAIL OPERATIONS , DHL SUPPLY CHAIN

- Responsible for Fashion , HoReCa and Supermarket business
- Responsible for 15 retail customers including top global brands like H&M , Tesco Kipa, IKEA , Starbucks
- Managing 1025 employees in 5 sites including Warehousing ,Value Added Services and Transportation
- Managing Retail Sector P&L’s over € 20 M
- Responsible to deliver sustained Warehousing ,Value Added Services and Transport operations
- Leading warehouse and transport business process optimization projects
- Developing and executing account plans for DHL Retail customers.
- Responsible to develop the current business and renewal the existing customers contracts
- Increased %2, 5 gross profit of Retail Budget through warehouse process optimizations in 6 months.

December 2010 – June 2013 BUSINESS DEVELOPMENT MANAGER , DHL SUPPLY CHAIN

- Responsible to deliver business wins for consumer, retail, fashion & chemical sectors with new customers.
- Won “Top Producer 2012 award” ranked 3rd as top developer in European Region
- Implemented Tesco Kipa Grocery , Fresh and Non Food Warehouse Operations to the brand new 27.000 sqm site
- Developed sustainable Warehouse Solution Designs for the DHL’s new customers.
- Completed advanced global trainings including “Accelerate” ,“Abacus” Warehouse Solution Design Tool and Contract Lifecycle
- Responsible to define the vision and strategy for the DHL consumer , retail ,fashion &chemical products
- Developing and enhancing customer targeting and opportunity assessment process
- Responsible for new business contract negotiations
- Responsible to support the implementation process for the business wins

July 2010 – December 2010 -PROCTER & GAMBLE LLP – REGIONAL OPERATIONS MANAGER, DHL SUPPLY CHAIN

- Managed the P&G logistics activities including material & demand planning , import, export, distribution for South Africa, Kenya , Morocco and Nigeria
- P&L responsibility of the region
- Improve the operations in Egypt and Saudi Arabia.
- Managed P&G supply chain budget.

- Implemented the operations in the countries and completed saving targets.
- Managed 62 employees in the region

Dec 2009 – July 2010 -BRITISH AMERICAN TOBACCO LLP– SUPPLY CHAIN IMPLEMENTATION MANAGER, DHL SUPPLY CHAIN

- Managed logistics activities behalf of BAT inside the BAT premises including order management, supply planning, supplier management, export planning, transportation procurements, port operations, warehouse management and custom clearance.
- Managed Warehouse Infrastructure and optimization projects
- Led the customer head office and plants visits to analyze the customer business, purchasing, operational, finance processes.
- Presented a business case to customer with 32 improvement areas covering 1 million TL saving opportunity
- Managed and coordinated implementation activities such as hiring and training of 7 people including operation manager , developing software creating standard operating procedures, saving approval procedures, supplier and carrier management service level agreements , KPI development and agreements

July 2009 –Dec 2009 -PROCTER & GAMBLE LLP – CUSTOMER SERVICE IMPLEMENTATION MANAGER, DHL SUPPLY CHAIN

- Managed the transition of handover the customer service department from P&G to DHL
- Hired and coordinated the trainings for 25 employees for the operations
- Completed the management of the project by managing all process by creating standard operating procedures, saving approval procedures, supplier and carrier management service level agreements , KPI development and agreements, infrastructure and IT requirements

October 2007 –July 2009 - PROCTER & GAMBLE LLP –SUPPLY CHAIN OPERATIONS MANAGER, DHL SUPPLY CHAIN

- Managed logistics activities behalf of Procter & Gamble inside the P&G premises including order management, supply planning, supplier management, export planning, transportation procurements, port operations, warehouse management and custom clearance.
- Implemented operations and managed a team of 18 people to coordinate Raw & Pack material import, finish product import, and finish product export operations and optimization.
- New version of the SAP implemented successfully for the supply chain operations
- Delivered 10 million \$ savings in 3 years over 50 different cost saving projects.
- Implemented Operations and Cost Saving model to P&G CEMEA region (Turkey, Egypt, Saudi Arabia, Kenya , South Africa).
- KPI and software development and implementation and Customer review meetings across region
- Won “Global Infinity Award” by implementing and running the lead logistics provider service project
- Procurement activities behalf of P&G with the liners, transporters and custom broker companies.
- Implemented P&G customer service project by managing the transition of 30 employees from P&G to DHL.

October 2006-2007 PROCTER&GAMBLE LLP - SUPPLY CHAIN OPERATIONS SUPERVISOR, DHL SUPPLY CHAIN

- Designed and executed Raw & Packaging materials import operations including order management, planning, supplier management, transportation procurements, port operations, invoice validation & custom clearance.
- Avoided 0,5\$ million daily operational cost by pro active management.
- Designed and implemented the logistic operation structure, software, tools , SOP and KPI’s by managing the customer requirements

October 2003 – October2006 UZEL(Partner of Massey Ferguson) – ACCOUNT MANAGER, EKOL LOGISTICS AS

- Managed the team of 7 people Uzel Makina Sanayi AŞ import/export logistic operations including transportation, warehouse and custom clearance operations
- Business development in company by expanding the Ekol budget from 0,8\$ million to 5\$ million in 2 years.
- Develop solutions and improved the Logistic services according to the Uzel production requirements.