

FABIEN LANE

Supply Chain | Logistics | Project Management



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French citizen, 30 years old

WORKING EXPERIENCE

August 2015 - Current [Agrochemicals]

Roullier group - Kuala Lumpur, Malaysia

French industrial group producer of fertilizer (7,000 employees - US \$2.5b)

Asia Logistics Manager

Reporting to Supply Chain Director

- Management of a multicultural customer service team based across India, Malaysia and China (6 direct reports)
- Established new procedures in the China trading office to streamline order process
- Optimized warehouse setup in India and Malaysia by merging multiple locations into one
- Conducted a national call for tenders to select forwarding agents in Malaysia
- Contracted Chinese freight forwarders under a framework agreement to secure logistics transactions
- Provided sales team with regular logistics training (Incoterms, shipping documents, cargo insurance)

March 2013 - March 2015 [Oil & Gas]

Schlumberger - Dubai, United Arab Emirates

World's largest oilfield services company (120,000 employees - US \$45b)

Logistics and Project Management

Reporting to Country Logistics Manager

- Acted as the first point of contact between fields, warehouses, segments & customers (ensuring on-time-delivery, costs reduction, import & export)
- Conducted Lean Six Sigma project within "Direct Sales" department
- Conducted a global freight tender and implemented contracted logistics rates
- Designed a SharePoint platform and a dashboard for the management

October 2010 - November 2011 [Heavy Machinery]

Manitou BF - Jakarta, Indonesia

French manufacturer of rough-terrain handling machines (2,000 employees - US\$ 1b)

Business Developer

Reporting to the Singapore regional office

- Ensured sales support (marketing tools, product training sessions for the distributor sales team and numerous customer visits)
- Developed and implemented selling strategies
- Organized regional trade show in Kalimantan to increase brand awareness among mining and oil & gas customers and sales forecasts (+30% growth recorded in 2011)

October 2009 - August 2010 [Telecom]

AXIALYS - Paris, France

French leader in voice telecom solutions (50 employees - US\$ 15m)

Junior Project Manager

Reporting to Sales Director

- Determining accurately customer's needs and act as an interface between R&D department and commercial team to determine resources needed for each project
- Outsourced outbound calls into an offshore-based call center
- Budgeted costs, analyzing country risk, sourcing, contracting and sales agent hiring & training).
- Implemented a CRM within sales department to enhance e-marketing campaigns & key accounts management

July 2009 - September 2009 [Business Process Outsourcing]

Viet Software International - Hanoi, Vietnam

Leading software development and outsourcing company in Vietnam (200 employees - US\$ 2m)

Market Analyst (Trainee)

Reporting to Testing Director

- Collected & analyzed competitive intelligence data to propose a strategic plan aiming at effectively penetrating the European Market (creation of a business plan)
- Prepared online marketing campaign for the French market
- Designed French version of the corporate website



- An experienced French national Supply Chain professional with over 6 years of experience in Middle-East, Asia and Europe
- Fluent in English, French and Spanish, knowledge of Bahasa Indonesia
- Notice period: 1.5 month



EDUCATION

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Advanced Master in Supply Chain Management
Ecole des Ponts Paris Tech

- Majors: Transport economics, Logistics, Operations, Lean manufacturing and Procurement

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Master in International Negotiations
Paris Chamber of Commerce and Industry

- Majors: Marketing, Finance, Private international law and International negotiations – with honors
- Thesis subject: Management of innovation – Holistic approach of the organization (published in 2012)

© 2009

Spring semester - International MBA

Sun-Yat-Sen University (中山大学) - Guangzhou, China

© 2008

Bachelor in International Business Relations
University of Paris XII



SKILLS

- Project management [PMP® certified]
- Process improvements, logistics optimization and negotiation
- Tech-savvy and advanced Excel user, Business Object, Witness (business simulation), Sage 100 ERP, Oracle TMS (Transport Management System), CRM (Customer Relationship Management), SAP Business One



ACHIEVEMENTS

- Led the outsourcing of a non-core commercial activity into an offshore-based call center situated in Moldova (overall cost reduction of 75%)
- Conducted a successful Lean logistics project in Schlumberger (process cycle time reduced of 72 hours)
- Set a new warehouse base in Port Kelang (Malaysia) that led to better quality compliance and cost reduction



RECOGNIZED FOR

- Strong business acumen – Client focus
- Productivity and excellent performance in multicultural environments
- Analytical rigor, problem solving and critical thinking