

CURRICULUM VITAE



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Marital status: married, 02 daughters.

Education

- *Feb 2022- May 2023:* Ongoing Executive MBA in Supply Chain Management at IAE Paris Université Paris1 Panthéon Sorbonne.
- 2002-2004: Master of sciences in Fluid Mechanics – INSAT (*National Institute of Applied Science and Technology - Tunis*)
- 1996-2002: Engineer degree in Instrumentation and Industrial Maintenance – INSAT
- 1996: General Certificate of Education 'Baccalauréat Mathématiques' - Carthage Hannibal High school, Tunis

Work Experience

- **September 2017 – present : Supply Chain Manager at Vivo Energy (Shell Brand)**
 - Manages Oil, Gas and Lubricants Supply demand planning through a supply planner's team.
 - Supervises the IBP (integrated business planning) process.
 - Elaborates stocks strategy according to demand forecast and working capital.
 - Responsible of the 5 years Supply master plan.
 - Manages Lubricant Logistics and Supply Chain operations : ensures a high customer satisfaction within constraints of lead-time, costs optimization and within quality & HSSE performance targets (150 SKUs)
 - Elaborates tenders strategy step and negotiates Supply & Logistics contracts.
 - Manages fret forwarder contract and customs interface.
 - Ensures stakeholders management with the Government Energy Department to secure national hydrocarbon needs, port authority and suppliers.
 - Ensures the monthly reporting of Supply dashboard.
 - Develops team's competencies and skills.
 - Leads SAP MM projects.

Key achievements:

- 2020: succeeded to manage Supply activities during the Covid crises by mitigating its impact on business continuity.
- January 2019: Awarded at Vivo Energy regional level for the contribution to the launch of premium fuels "Shell V-Power" grade in Tunisia.
- January 2019: Certification ISO 9001:2015 of the Supply Dept.
- November 2018 to September 2019: acted as SAP MM project manager during the migration to SAP S4/HANA.

- **Feb 2014 – August 2017: Maritime Operations Manager & Product Quality excellence lead at Vivo Energy**
 - **Maritime Operations:**
 - Supports Maritime activities of Fuels depots, Lube Oil Blending Plant, bitumen plant & LPG filling plants: Ship to Shore operations in accordance to company's guidelines and international industry practices.
 - Responsible for the implementation of International Safety Guide for Oil Tankers and Terminals (ISGOTT).
 - Ensures the quality of vessels through the ships vetting system.
 - Provides support on Oil spill response plans and preparedness.
 - Conducts audit reviews of Marine Operation activities in accordance to OCIMF standard.
 - Liaises with port authorities & develops strong relationship to manage Terminals issues (HSSE risks, pollution prevention, drills, jetty maintenance, security plans).
 - Conducts risk assessment using the Hazard and Effects Management Process (HEMP) and ensures that controls and risk responses are identified and appropriately managed to ALARP.
 - **Product Quality:**
 - Responsible for Fuels (Gasoline, Diesel and Avgas 100LL), LPG (Liquefied Petroleum Gas) and bitumen Product Quality, in an integrated manner from the supply source through distribution to Retail and Commercial customers.
 - Ensures compliance of dosage rate of fuels additives to deliver marketing products (Shell Fuel Save, V-Power grades)
 - Responsible for the implementation of the Group Product Quality Standards, Quality Manuals and Procedures.
 - Monitoring of the Product Quality Assurance plan and KPIs.
 - Leads and advises staff on Product Quality policies and standards Management.
 - Responsible of contractors Fuels laboratories and ensures their alignment to ISO 17025.
 - Advising Depots, Retail, commercial teams on product quality matters.
- **2009 – 14 : Butagaz (Shell Group), as LPG Sales & Development Manager**
 - Contributes on the elaboration of LPG B2B Sales strategy & Marketing initiatives.
 - Responsible of LPG B2B portfolio.
 - Planning / scheduling of sales to customers in accordance to Customer Relationship Management in place.
 - Responsible of the design of new LPG bulk installations (tank sizing, pipelines & vaporizers)
 - Supervises the hazard studies and apply for license to operate to be delivered by Ministry of Industry.
 - Ensures the monthly reporting of sales KPIs.
 - Coaches and assist Bulk sales team in the performance of day-to-day activities.
 - Maximizes business opportunities by conducting market intelligence studies and developing tailored Customer Value Propositions.
- **2006 – 2009 : Butagaz (Shell Group), as LPG B2B Sales Representative**
 - Prospects, negotiates new B2B contracts.
 - Manages Gas sales to B2B customers.
 - Ensures invoices payment & close follow up of credit KPIs.
 - Liaises with internal functional supports (Operation, HSSE, Legal and Finance) to Meet customer's needs.

- **2005/2006:** Professor of Maintenance & Electrical engineering at ESTI (Ecole Supérieure de Technologie et Informatique).
- **2003/2005:** HVAC Sales Engineer in CARRIER air conditioning: prospect and make sales to B2B customers.

Knowledge and Trainings

- Stock management and control.
- Customs operations imports/exports
- Supply demand & planning / IBP
- Contract Negotiations/Management
- Supply Chain Economics
- Selling and negotiating techniques.
- SAP MM
- Oil market analysis: supply/demand/pricing/freight
- Marine Freight operations & documentation
- Oil & Gas products knowledge: Gasoline, Diesel, LPG, Avgas and Bitumen.
- Product Quality (Fuels & LPG): Standards and Laboratories Operations.
- Shipping & Marine: Shore officer, Ship Quality Assurance, Tanker discharge, Ship Shore Safety Check-list, ISGOTT guidelines and Oil Spill Management.
- Terminal & Ship safety management
- HSSE skills: Risk assessment, Crisis management, Emergency Response, Incident Investigation & Reporting, HEMP practionar, process safety.
- Media training on crisis situations
- LPG B2B installations with Butagaz France (small, large Bulk, Autogas, LPG network).
- Oil spill prevention and response (OSRL)
- Vivo Energy Product Quality Incident standard, investigation and reporting.

IT Skills

SAP S4/HANA - MS Office: Word, Excel, Power point, teams and Outlook.

Languages

- French: fluent
- English: fluent

Other Qualifications

Behavioral Competencies:

- Calm, confident and capable of responding to urgent enquiries and technical requests.
- Strong communicator, persistent and assertive.
- Analytical problem solver and pragmatic.
- Willing to work under pressure and proactive.
- Flexibility to travel.