

Eric Bendall

PROFILE

A highly skilled and experienced Management Professional operating within a Global Footprint who brings invaluable insight into the world of International Trade and Logistics. He possesses a Bachelor of Commerce degree in Economics and Accounting in addition to extensive work experience in the scope of Customs, Cargo, Freight Forwarding, Imports and Exports, Logistics, Budgetary and Financial Control as well as strong IT mainframe systems exposure. With a persuasive interpersonal style and proven cost reduction background, his high quality work ethic guarantees solid and proven results.



KEY SKILLS

- **Interpersonal Skills:** A skilled communicator and determined individual with strong interpersonal and negotiation skills who has been responsible for establishing and maintaining best procurement practices within an ever-changing business environment of service and cost variables extending from “door-to-door” and Turnkey projects with full responsibility of an international network of Import and Export disciplines.
- **Business re-engineering:** Defining and managing the implementation of procurement strategies which realise significant process and cost reduction benefits An individual with the aptitude to deliver value into the Global Supply Chain on behalf of his customers and employers.
- **In-Depth International Trade Expertise:** Extensive knowledge of supply chains linked to international trade and development of international contracts - experienced in establishing relationships with Import and Export Agents and Freight Forwarders internationally. This individual is also familiar with procurement agencies such as IPSA and high level goals aspired to by the international procurement industry.
- **Risk Management:** Fully versed with marine insurance negotiations, legal terms, claim and settlement procedures and portfolio management ensuring absolute protection of and integrity of all deliverables within the supply chain. Additional strategies serve to secure the reduction in the cost of Risk Management protection.
- **Financial Management:** Full financial control from budget setting to monthly and annual review managing against targets laid down by the CEO using standard and/or job costing processes to aid control operating from a global platform. Project costing techniques extend to the cost of total ownership and management of international trade terms within the contract of sale.

- **Man Management:** A strong team operator who empowers individuals and delegates duties and responsibilities to obtain optimum results and efficiencies from all members. Thrives on creativity of achieving well run departmental processes contributing to the success of overall business structure. The resource of international experience relates to a direct mentoring and training facilitator for employees and possibly management where such skills are necessary to be passed onto specific or groups of individuals.
- **Operational Management:** Possesses skill and expertise with all aspects of management, including researching, budgeting, project management, and report writing. A key focus is the skill to remain abreast of international standards and constant facilitation of the implementation.
- **Research and Analysis:** Experienced with performing necessary research to implement change in processes and procedures in order to streamline effectiveness. Cooperation with recognised international academic experts has also proven to be of significant value when complicated and strategic solutions are required.
- **Computer Literacy:** Familiar with all Microsoft Office applications. Training and similar presentations have been designed with high degree of success in building successful platforms for fellow management and colleagues.

PERSONAL ATTRIBUTES

- A quick and eager learner
- Adaptable, flexible and highly versatile
- Confident and professional
- Demonstrated capacity to work under pressure and meet demanding deadlines
- Team player, but able to work independently
- A strategic thinker with the ability to introduce revolutionary and invigorative processes to enhance the scope and targets of an organisation.
- Proven professional with links to academic platforms suitably applied with a combination of extensive specialised experience.

BRIEF EMPLOYMENT HISTORY

Graincore Trading & Logistics Ltd

April 2000 - Current

Director: International Logistics

- Consulted in following industries: Brewing, Malting, Paper, Glass, Mining, Energy, Telecommunications, Pharmaceuticals, Computers and Mobile Phones, Grain, Freight, Forwarding, Road & Rail transportation, Terminals and Depots, Projects
- Responsible for developing global value strategies with the aim of cost reduction for clients operating within an International Footprint of import and export global supply chains
- encompassing principles of world class logistics synergies managing quality of product at lowest cost option by reputable supplier within Freight Forwarding disciplines of Air, Sea, Road and Rail Freight as well as ancillary services
- Develop strong client relationships and drive revenues
- Managing a team of consultants as project leader
- Produce high quality opinions and strategic value engineering

- Manage a range of clients/suppliers and assignments. Negotiation and implementation of contractual terms and conditions and effective relationships.
- Advise clients on a variety of issues such as customs duty savings, Harmonised Classification Rulings, Value determinations, Risk identification, Integrity, structuring compliance, best supplier at lowest cost option, economies of scale, IT optimisation, stock optimisation, cash flow optimisation, people management, financial controls as well as preparation and submission of tenders.
- Cooperation in consultation with empowerment entities for global bulk shipping strategies and vessel ownership and chartering terms and conditions.

SABMiller

June 1995 - March 2000

International Logistics Executive (Head of Import Logistics)

- developed global synergies within my team, pertaining to planning, delivery and utilisation of strategic commodities
- financial and cost management of all commodities within brewing and packaging disciplines
- Management and control of international owned inventory and warehouse stock at strategic mandated levels as regulated by Board of Directors and Senior Management.
- annual objectives to reduce costs through continuous improvement and facilitation and introduction of world class processes
- Management of logistics from Global origins to decentralised sites and countries with the emphasis on Africa, EU and South America. Negotiation of charter party contracts and forwarding and Customs Clearing agents' standard trading conditions and contractual service performance standards
- strong reliance on SAP Accounting System and excel spreadsheets.

SABMiller

January 1991 May 1995

Import Services Manager

- Responsible for managing the operational activity, i.e. both import and export shipments linked to air, sea, road and rail
- Interacting with Customs, the Port Authorities, Shipping Lines, Groupage Operators, Stevedores and other parties involved in the supply chain – to ensure that buyers and sellers cargo moves cost effectively within the supply chain at lowest cost
- Setting budget prices for all material prices (imported and local) for strategic commodities
- Manage and budget price variances (standard costing system) achieving objectives as set by MD.
- Develop capacity planning programmes to meet production requirements and minimum stock levels as agreed by the board of director
- Manage combination of local and international supply for production requirements

SABMiller

November 88 – December 1990

Financial Controller: Head Office

- Managing payroll and Capex (capital expenditure) budget and project expansions
- Balance sheet responsibility, accruals and provisions, audit responsibility
- Salary reviews and performance management of department
- Responsibility for the management of the creditors department, debtors department, management accountant, systems accountant, financial accountant, admin accountant and cash office.

- Budgetary control for head office accounts

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April 1986 – October 1988

Financial Accountant: Head Office

- Cash flow forecasting
- Monthly reporting and budgeting
- control operations of creditors department, bookkeepers, cash management, cashier and data capture

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October 1982 – March 1986

Systems Accountant: Head Office

- Responsible for implementation and maintenance of Head office mainframe systems: MMS general ledger, and AP+ creditors ledger, at that time
- Setting up and maintaining an extensive and complicated hierarchy of accounts
- Responsible for loading and balancing annual budgets as well as profit forecasts and writing custom reports for departmental heads to facility cost management

EDUCATION AND TRAINING

- **Senior Executive Programme** – Stanford University - 2001
- **Bachelor of Commerce** – University of South Africa 1982 -1986
- **IPM Diploma in Personnel Management** – Institute of Personnel Management – 1979
- **A – levels** – 1976

Technical Training and Courses

- **World Customs Organisation** - Brussels – Harmonised System
 - AEO (Authorised Economic Operator) – Framework of Standards
 - Transfer pricing and SAFE
- **Deloitte and Jack Quinlan** – Negotiation and Deal-Making
- **MDP** – Management Development Programme
- **Various SAP courses** - Procurement to Pay

OTHER

- **Address** – 51 The Grove, Henley Road, Ipswich, IP1 4NP, Suffolk.
- **Marital Status** – Married, with 3 children
- **Contact Number** – Mobile – 07709 773326. Provide your home number as well.