

SEVDAIL SEJDIU

Kosovo, Fushë Kosovë 12000

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PROFESSIONAL SUMMARY

Experienced Logistics and Operations Manager with more than 14 years of international experience across logistics coordination, supply chain management, insurance supervision, and distribution center operations. Proven ability to lead teams, optimize costs, negotiate contracts, and ensure compliance with international standards. Highly adaptable professional with strong communication skills and multilingual capabilities.

CORE SKILLS

- Logistics & Supply Chain Management
 - Operations & Distribution Center Management
 - Contract Negotiation & Risk Evaluation
 - Import / Export & Compliance
 - Fleet, Warehouse & Inventory Management
 - Team Leadership & Executive Presentations
 - Cost Reduction & Reporting
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PROFESSIONAL EXPERIENCE

Logistics Manager

ICON GmbH, Germany

October 2024 – November 2025

Work Location: UNIFIL Camp, Naqoura, Lebanon

- Oversaw transportation, inventory, and warehousing operations to ensure timely and cost-effective delivery of goods.
 - Managed import and export activities in full compliance with international standards.
 - Led performance evaluations for five staff members, scheduled fleet inspections, coordinated warehouse maintenance and resolved operational issues with freight forwarders, carriers, customs agents, and clients.
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General Manager

BUVETEX MK Company, Skopje, North Macedonia

January 2018 – July 2024

Work Locations: Skopje, North Macedonia & Mechelen, Belgium

- Managed day-to-day distribution center operations, including workforce planning and performance management.
 - Negotiated freight contracts, implemented cost-saving initiatives, revised operational procedures, and ensured compliance with safety, hazmat regulations, and legal requirements.
 - Produced daily, weekly, monthly, and quarterly reports for executive management.
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Insurance Supervisor

UNIQA Insurance Company, Skopje, North Macedonia

January 2013 – June 2017

Work Locations: Skopje & Kumanovo, North Macedonia

- Developed and maintained client relationships.
 - Evaluated and rated insurance risks to determine coverage and pricing.
 - Formulated customized insurance plans, influenced retail agents on risk placement, and monitored performance metrics while implementing corrective actions.
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Logistics Coordinator

LOGCAP IV – Bagram Airfield (BAF), Afghanistan

June 2010 – June 2012

- Streamlined supply chain processes to improve efficiency and reliability.
 - Reduced shipping costs by 10% through vendor negotiations and strategic planning, and achieved an overall 25% cost reduction through optimized shipping methods.
 - Oversaw scheduling, shipping, receiving, and supervised a team of ten logistics specialists.
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EDUCATION

SEE University – Faculty of Business and Management

Tetovo, North Macedonia

LANGUAGES

- Albanian – Excellent
 - Macedonian – Excellent
 - English – Very Good
 - Serbian / Croatian – Very Good
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TECHNICAL SKILLS

- Microsoft Word, Excel, Access, Outlook, PowerPoint
 - Reporting & Documentation Systems
 - General knowledge of Windows and UNIX/Linux environments
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ADDITIONAL INFORMATION

- Driving License: Category B (Light Vehicles)
- Willing to travel and work in international assignments