



Resume Ouïam Benchamach

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PROFILE SUMMARY

Versatile and results-driven professional with 3+ years of experience spanning all critical facets of business operations, including sales and marketing, IT, leadership development, procurement, and supply chain logistics. Proven ability to tackle challenges from multiple perspectives to deliver innovative, sustainable, and high-impact solutions. Skilled in data-driven decision-making, cross-functional collaboration, and strategic planning, with a strong commitment to continuous learning and development. Fluent in English and Dutch, with a strong multicultural perspective and a passion for innovation and sustainability.

PROFESSIONAL EXPERIENCE

Inbound Chartering Manager

October 2024 – Present

Tata Steel Netherlands | IJmuiden, the Netherlands

- Managed seven cost-saving initiatives, projected to save €32.9 million by 2030.
- Designed a port performance benchmarking project, expected to reduce delays and improve discharge speed by 15%.
- Developed a carbon hedging policy, aligning operations with corporate sustainability goals.

Business Management Trainee

October 2022 - October 2024

Tata Steel Netherlands | IJmuiden, the Netherlands

Completed a two-year rotational program, achieving significant milestones across four strategic departments:

- *Leadership Development*

Designed and Implemented an onboarding program for new leaders, emphasizing alignment with organisational goals. Through personalized coaching sessions, I enhanced team dynamics and improved departmental performance. I collaborated with HR and Communications teams to embed leadership principles into succession planning, ensuring long-term organisational success.

- *Outbound Logistics - Sourcing and Quality Transport Safety*

Conducted detailed safety and operational evaluations across nine service centres, developing standardised frameworks that streamlined workflows and enhanced productivity.

- *MT Commercial – Facilitator Reorganization*

Played a pivotal role in facilitating a major reorganisation initiative for MT Commercial, streamlining workflows and improving team efficiency. Coordinated and facilitated weekly strategic meetings, tracked progress against defined milestones, and ensured seamless communication between stakeholders. Additionally, formulated and monitored the RFA to maintain alignment with organizational objectives.

- *IT and Digital Transformation - Business Planning & Supply Chain*

Collaborated with stakeholders to develop and implement an AI adoption strategy, enhancing cross-departmental collaboration and improving operational efficiency. Focused on aligning technological solutions with business objectives to ensure long-term effectiveness.

- *Sales and Marketing - Automotive Sector*

Improved order accuracy by 72% through predictive analytics for demand forecasting, aligning production with market requirements to meet business goals. Prepared market analysis reports, providing actionable insights that guided strategic product launch decisions and enhanced market positioning.

Marketing Intern

March 2021 – September 2021

Unilever | Rotterdam, the Netherlands

- Conducted market and consumer analyses to inform product innovation strategies for European markets.
- Coordinated product launches across multiple countries, ensuring compliance and timely execution.
- Collaborated with branding teams to optimize media campaigns, driving increased engagement and brand loyalty.

EDUCATION

MSc Marketing Management

Rotterdam School of Management | Rotterdam, The Netherlands

September 2020 - September 2021

BSc International Business Administrations

Rotterdam School of Management | Rotterdam, The Netherlands

September 2017 - September 2020

Korea University | Seoul, South-Korea

September 2019 - January 2020

KEY ACHIEVEMENTS

Make It Bright Challenge of Japan Tobacco International

2020 – 2021

Secured first place in local and national stages, pitching the concept of the I-Drone. This innovative solution leverages NDVI cameras and AI algorithms to provide small-scale farmers with real-time, precise insights into crop health, addressing key challenges in estimating crop quality and quantity.

External Relations Manager at Erasmus Centre for Entrepreneurship

2018-2019

Secured six sponsorships and organized international business trips to Hamburg and Zurich, raising significant funds and fostering partnerships.

SKILLS

Microsoft Office (PowerPoint, Excel, Word) | Adobe Photoshop and Lightroom | AI Integration (OpenAI tools) | HTML | R | Spotfire | Intranet

LANGUAGES

Dutch (native) | English (excellent | C2+) | Tamazight (fair | B2) | French (fair | B1) | Korean (basic | A2) | German (basic | A2)

LICENSES & CERTIFICATIONS

- Fundamentals of digital marketing – Google Digital Academy (Skillshop) [[credential](#)]
- Event Marketing Expert – Eventbrite Academy [[credential](#)]
- Build a Full Website using WordPress – Coursera [[credential](#)]

EXTRACURRICULAR & LEADERSHIP

- **Public Speaking & Advocacy:** Represented Hofstad Lyceum as a spokesperson at international seminars, addressing critical topics such as sustainability, global economics, refugee crises, and disaster management. Engaged in high-level debates and fostered solutions-driven dialogue.
- **Mentor:** Guided 20 international students, supporting academic and personal development.
- **Community Project Leader:** Supervised Project Move, an initiative empowering youth from disadvantaged neighbourhoods by discovering and nurturing their talents.