

## MERIMA PALO-SACIROVIC



**Master's degree candidate at LCL  
SCM - MIT Global SCALE Network  
at Massachusetts Institute of  
Technology**

### CONTACT

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### LANGUAGES

English - C2  
Serbian - C2  
Croatian - C2  
Bosnian - C2  
Slovenian - B2  
French - B1  
Luxembourgish - A2

### SKILLS

Procurement Management  
Data Analytics  
Project Management  
Supply Chain Analytics  
MS Office  
Llama Supply Chain Guru  
Python

### DRIVING LICENSE

B Category

### PERSONAL INTERESTS

Public speaking  
Entrepreneurship  
Networking

## PROFESSIONAL CAREER OBJECTIVE

To be a part of an international, intercultural and dynamic organization with scaling requirements and continuous change in demand. To contribute to organization's performance in realization of high achievements of KPIs, respecting deadlines and providing customer support. To be able to focus on achieving inter-directorate dialogues, synergies and close cooperation with customers and the board while providing initiative both to meet operational needs and customer's expectations. Keep up with the cutting edge of supply chain methodologies and procedures. Solve problems in an effective manner on budget and on time. Motivate and coach teams to focus on work goals while still not losing the fun at work.

## KEY SKILLS AND COMPETENCES

- Critical & analytical thinking, pay attention to detail, cross-functional operations
- Managing products and services with 11 years of professional experience
- Building an open and effective communication, clear objectives, ability to motivate a team to focus on goals of work
- Problem-solving, customer centric/focus, reporting and presentation
- Working in multinational environment with distributed teams on a wide range of functions from different geographic locations

## PROFESSIONAL EXPERIENCE

ASML, Veldhoven; The Netherlands

### Industry Thesis

**09/2019 – Present**

- The Sponsor company is a semiconductor manufacturing equipment producer that is registered in the Dow Jones sustainability index and has committed to support the **circular economy**.
- Project fits into the ASML circular economy initiative. Focusing on non-reused spare parts, the assignment consists of identifying the sources of leakage, their contribution, the root causes & underlying drivers and defining the action plan for resolution including the effort / benefit assessment. The final output should be a weighted driver tree accompanied by a program roadmap including project charters for the top three priority projects.

Steine de Luxe Sàrl, Luxembourg

### Supply Chain Manager

**08/2018 – 09/2019**

Responsibilities:

- Conducted cross functional activities in distributional network of supply with companies from China (Xiamen, Guangzhou, Fujian), Germany (Dusseldorf, Frankfurt, Trier, Munich), Italy (Verona Bologna), India, Turkey, Egypt...
- In charge of a team of 10 people
- Coordinated outsourcing activities of supply chain network in order to determine business growth opportunities and enhance overall supply chain visibility by identifying potential second sources of supply
- Implemented cutting capital and operating expenses operations associated with staffing, inventory, overhead, GMP warehouse space, cold storage
- Provided data and information input for making regular report data analysis
- Continuous delivery, estimation, planning, daily meetings, retrospectives

Achievements:

- Performed freight bids for ocean and trucking services that resulted in annual savings of 15%
- Delivered projects in the given time frame with significant effect on the savings of the project's budget

Sidenim d.o.o., Serbia  
**Supply Chain Analyst**

**2010 – 2016**

Responsibilities:

- Coordinated sales orders from the execution of a purchase order to goods receipt following confirmed delivery
- Maintained adequate inventory, scheduled and received overseas shipment of goods as well as scheduled manufacturing of customized products on demand
- Negotiated pricing and shipment terms
- In charge of a team of 30 people
- Gathered data and conducted analysis with the goal of improving the organization's supply chain operations
- Identified underperforming areas in the supply chain and suggested improvements or resolutions to problems
- Generated reports through analysis, validation and interpretation of financial data and confidently presented to senior management and accountancy in order to provide information to assist with making business decisions

Achievements:

- Realization of significant cost savings through continuous improvement projects (Lean, 6S)
- Applied lean concepts to the distribution centers to improve daily routes and reduce fleet spending

Arnes d.o.o Export-Import, Bosnia and Herzegovina

**Export-Import Manager**

**2006 – 2010**

Responsibilities:

- Consulted clients regarding insurances, duties and taxes
- Monitored shipments to ensure the compliance of regulations
- Maintained customer relations and participated in the organization's sales activities
- Assessed new marketing and sales opportunities as well as presentation of those estimations to the respective managements
- Ensured efficiency and effectiveness of imports and exports
- Responsible for budget and negotiations, import-export flow and operational follow-up

Achievements:

- Cycle time reduction
- Improved customer service performance

**ACADEMIC EDUCATION**

**Master in Logistics and Supply Chain Management exp – July 2020**

incl. Massachusetts Institute of Technology (MIT) SCALE Certificate  
University of Luxembourg, Department for Logistics and Supply Chain  
Management, Luxembourg

**Master of Science in Finance, Banking and Insurance  
Financial analyst**

**Financial Analyst**

**2013 – 2015**

Belgrade Banking Academy, Faculty of Banking, Insurance and Finance  
Belgrade, Serbia

**Bachelor of Economics**

**2003 – 2006**

University of Sarajevo, Department of Economics and Business  
Sarajevo, Bosnia and Herzegovina

**REFERENCES**

- Available upon request