



PIERRE AKL – The Strategic Navigator

Senior Director
Strategic Sourcing & Supply Chain



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Pierre Akl is a seasoned executive with over 25 years of experience in strategic sourcing, supply chain management, supplier relationship management, trading, corrugated packaging manufacturing, and accounting. He strategically navigates through international markets with extensive knowledge in unlocking business opportunities, building supplier relationships globally, and creating strong value chains for businesses in Europe, the Middle East, and North Africa.

« I believe the key to successful business is to create long-lasting partnerships across the supply chain. I help my clients gain a competitive advantage by evaluating and identifying strategic suppliers, building symbiotic relationships, and ensuring sustainable supply from ethical suppliers. »

I help clients manage supplier relationships by providing them with tailor-made and market specific strategic sourcing and supply chain solutions to plan, source, and control supplier interactions and ensure quality materials and services from third-parties at maximum best owners' value. I understand the dynamics of the supply chain and work to leverage our global supplier network and strong partnerships to secure a resilient supply chain that delivers quality materials on-time. Real business value comes from creating a value chain built on partnerships. My objective is to create real value through quality... quality relationships, quality suppliers, quality services, and quality materials.

ABOUT PIERRE

In 1992, Pierre launched his career as night Auditor at Napoleon Hotel in Hamra, Lebanon. He went on to join the Merrill Lynch team in 1994 as an Account Executive. In 1995, Pierre embarked on his professional journey with INDEVCO. He took on the position of Senior Accountant at UNIPAK, INDEVCO's corrugated packaging manufacturer in Lebanon. He then transitioned to EASTERNPAK in Saudi Arabia as Chief Accountant in 1996, and Financial & Administrative Manager in 1997. He went on to assume the role of Export Sales Manager in 2003, where he was instrumental in ensuring company growth and developing significant marketing and sales activities in the Gulf.

In 2005, Pierre was appointed Deputy General Manager at EASTERNPAK, later taking on the role of General Manager in 2007 and Area General Manager in 2010. Demonstrating strong skill in full operational turnaround and generating business value from strategic practices in corrugated packaging manufacturing, Pierre was promoted to Vice President (VP) at INDEVCO Paper Containers (IPC) and GESPA, INDEVCO's raw material central procurement arm. Today, Pierre is the VP of IPC Egypt operations, GESPA, and ALTATRADE, commodity trading company specialized in FSC®-certified papers, pulps, boards, and other raw materials with a market reach across the Middle East, the GCC, Europe, Africa and the US. He leads the corrugated manufacturing trading and supply chain activities and leverages new business opportunities to ensure continuous growth.

His detail-oriented nature and financial background, as well as his strategic executive roles, drive his efforts to help customers reduce procurement and supply chain costs and generate business returns from secure, resilient, and strategic sourcing.

QUALIFICATIONS

Education

MBA in Management, American University of London, United Kingdom, 2004

Master of International Affairs, Notre Dame University Louaize (NDU), Lebanon, 1993

BBA in Finance, NDU, Lebanon, 1991

Professional Certifications

Competitor Management Corporate Training, KAVAQ – Business Intelligence, UAE, 2007

Tendering & RFQ Administration for Successful Procurement Operations, UAE, 2006

Developing Managerial Effectiveness, Pennstate Executive Programs, USA, 2005

Managing Human Resources, Management Center Europe (MCE), Brussels, 2002

EXPERTISE

Company Turnaround

Crisis Management

Enterprise Agility

Export Sales & Marketing

Finance & Accounting Services

Risk, Strategy & Corporate Finance

Supply Chain Management

Supplier Relationship Management