

# Youness AIT EL MADANI, MBA

Business Operations Leader

**Phone:** +212 664-99-65-85  
+1 571-344-0052

**Address:** Res. Les champs du printemps,  
GH1, C10. Ain Sebaa,  
Casablanca.

**Website:** www.YounessMadani.com

**Email:** Contact@YounessMadani.com

*Results-driven operations leader with 10+ years in B2B sales, product development, and supply chain logistics within manufacturing and construction. Improved logistics efficiency by 15% and boosted process efficiency by 40% through digital transformation. Led project teams to exceed client expectations while meeting budgets and timelines. Ensured compliance with industry regulations, enhancing operational alignment. Seeking to leverage B2B and operations management expertise to drive strategic growth in a forward-thinking organization.*

## SKILLS

- Leadership & Team Management:** Curated leadership development programs aimed at skill enhancement, which led to a 40% increase in project delivery rate. Mentored 3 junior members to senior roles within 18 months.
- Strategic Sales Planning:** Developed and executed sales strategies penetrating 3 new market segments, increasing market share by 15%. Secured 5 major contracts valued over \$500K each, expanding project portfolio by 40%.
- Supply Chain Management:** Integrated SAP ERP analytics, reducing supply chain costs by 25% and improving delivery time by 50%. Implemented predictive analytics, decreasing stockouts by 70% and excess inventory by 35%.
- Technical & Software Proficiency:** Expert in Excel for data analysis and reporting. Leveraged CATIA and SolidWorks to redesign product lines, reducing costs by 20%. Standardized CAD systems, boosting design team efficiency by 30%.
- Project Management:** Spearheaded projects valued at \$50K to +\$1M, consistently delivering within budget and schedule. Applied Lean processes, eliminating manufacturing waste by 30% and achieving a 15% revenue increase.
- Language Proficiency:** Utilized English, Arabic, and French to expand client base in Arab and French-speaking regions, securing 5 new major accounts in North America and the Middle East.

## EXPERIENCE

### TRG Corporate Services, Inc.

2023 - Present. Baltimore, Maryland  
United States

Consultant (part-time)

Provided strategic advisory services to clients in the architectural glass and construction industries. Conducted operational analyses, developed tailored solutions for efficiency improvement, and delivered workshops on Lean manufacturing and ERP implementation. Demonstrated ability to leverage industry expertise to drive operational improvements and deliver tangible value across diverse client contexts.

### Supreme Glassworks, Inc.

2018 - 2024. Sterling, Virginia  
United States

Executive Business Manager

Oversaw operations and B2B relationships for industrial glass manufacturing and installation. Secured contracts through strong client service. Implemented Lean processes, reducing waste by 30% and increasing revenue by 15%. Led SAP ERP adoption, reducing TAKT time by 11%. Developed team of seven project managers, fostering a collaborative environment with ERP, Lean, and change management best practices.

### Advanced Glass Designs, L.L.C.

2015 - 2018. Washington D.C.  
United States

Sales & Marketing Manager

Delivered construction projects within budget and ahead of schedule through meticulous examination of blueprints' technical requirements, strict enforcement of OSHA compliance, and unwavering commitment to quality standards. Developed and trained a high-performing sales workforce, equipping team members with expert knowledge of technical products to facilitate informed client purchases and maximize upselling opportunities.

### American Glass & Mirror, Inc,

2013 - 2015. Washington D.C.  
United States

Field Manager

Spearheaded architectural glass projects ranging in value from \$50K to \$500K. Oversaw installation teams, consistently exceeded client expectations, and coordinated effectively with trusted suppliers to ensure project success. Meticulously upheld project timelines established by management, while harmonizing diverse stakeholder interests in the construction of curtain walls, storefronts, and glass entrances.

## EDUCATION

### Jack Welch Management Institute

2018 - 2019. Herndon, Virginia  
United States

Master of Business Administration-Marketing

### George Mason University

2013 - 2017. Fairfax, Virginia  
United States

Bachelor of Science-Mechanical Engineering

### Jaber Ben Hayan Technical High School

2010 - 2012. Casablanca  
Morocco

BAC STM-Sciences and mechanical technologies