

# GLOBAL TREKKERS

*As ASEAN moves to a single market, increased FTA's between major trading nations opportunities and challenges are abound. Alex Allen, Logistics Executive Group's Vice President explores this highly relevant impact on businesses and employees.*



**Global** Trade, joint ventures, off-shore manufacturing, business expansions into new international markets, no-boundaries e-commerce... the list goes on. The way we do business has changed - the Boardrooms are full of experienced global business trekkers that have passports and will travel!

With business markets and operation locations spread over the globe, this means that for today's Business Leaders that their Supply Chain and Logistics Management has become even more critical for the CEO's agenda.

It is not only the fundamental link in sourcing and fulfilling your Customers demands, it also represents a significant opportunity area of process and cost improvements that directly impact the bottom line. The way we do business has changed forever and the direct impact of this paradigm shift is also the increasing demand for highly skilled resources.

Across our global offices, Logistics Executive Group Talent Managers are seeing an increased demand for highly experienced, clearly defined SCM roles in the areas of International Marketing, BD, Operations & Senior roles, along with roles required for Trade Compliance, S&OP Managers, Demand Planners, Trade Analysts.

## NEWS & EVENTS

The 5th International  
**SAUDI**  
**TRANSTEC**  
**2014**  
Exhibition & Conference

### Upcoming Events

**Saudi Transtec – The Longest Running Saudi Arabian Transport & Logistics Exhibition & Conference.**

**December 8-10th, 2014**

Saudi Transtec – The Longest Running Saudi Arabian Transport & Logistics Exhibition & Conference. The 5th edition of this highly successful provides the ideal environment for local, regional and global companies to benefit from the continued growth and development of Saudi Arabia's booming transport and logistics sectors. Saudi Transtec has developed over 5 years and each edition provides a stronger foundation for business development, and supports investment opportunities in Saudi Arabia's Transport and Logistics sector.

[www.sauditranstec.com](http://www.sauditranstec.com)

### Logistics Executive Global News

**Logistics Executive Group's  
Logistics Academy training to  
launch e-learning services**

Logistics Executive Group's has announced that it will re-launch its Logistics Academy training services in mid-January as a full e-learning platform. The new platform presently being developed will migrate existing training programs to an online environment, whilst introducing new education products.

Focused on pathway learning, the users of e-learning will be able to undertake 13 different quick courses, two different accredited diplomas and specialist supply chain focused MBA's. For more information see:

[www.logisticsexecutive.com](http://www.logisticsexecutive.com)

As business models change or new and different results are needed to be realised, the question needs to be asked whether we have the right skill-sets and resources that will help us achieve our goals?

Most companies fail to road-test their in-house capabilities to support the new challenges, demands and deadlines when working in international markets.

The need for greater analytics and planning to take advantage of opportunities means a whole new set of expertise and capability is now required in our businesses. Skills development training is required to up-skill our current workforce to be ready for these changes. A new way of thinking about how agile our business needs to be to meet demands and what will the organization need to do to be ready in time.

At the top of the check-list is the Human Asset factor and Business Relationships. Choosing the 'right staff' is as significant as choosing the 'right partner' in business. Fostering an environment where staff no matter the location, feel valued, engaged and connected and the ability to self-develop is the key to success.

Establishing a culture that is mutually rewarding for your Customer, the Company and your Employees will lead to the best practice principle "People = Profit", look after your people ~ who will look after your Customers ~ which will bring you profit. Where staff are disengaged and feel they are not being offered skills development that will enhance their skill-base to meet the demands of the future, they will seek to move on to increase their own brand value for their long-term career.

When working with globally dispersed and virtual team environments, it is critical to educate yourself



**Australian Prime Minister Tony Abbott signs the largest Free Trade Agreement deal to date with Chinese President**

and your teams about the different the cultural nuances of your different locations, international staff and also your key business partners. It is very common to see problems occur from lack-of or miscommunications, poor understanding of the local culture and business trading norms and ill-defined responsibilities and expectations of parties involved. Just these topics alone can equate to immense negative cost incursions within your Global Business operations.

As Business Leaders, it is critical to invest the time and engage the right resources that are suitably experienced and understand the different aspects of International trade.

When faced with tight deadlines and a number of unknowns, it is a smart decision to work with an experience Global Trade partner. It's about engaging with the right people who understand your goals, bring local-market knowledge and expertise, ask the right questions and seek answers to them in an effort to addressing the critical checks before you commit to action.

## TRAINING AND STAFF PERFORMANCE

Logistics Executive in conjunction with partners is committed to providing the most relevant and cutting-edge Supply Chain, Logistics & Executive development to your employees upgrading their future skills and helping to retrain. Our short and long-term courses include industry specific seminars, tier one accredited courses, and on-site customised training developed for Supply Chain and Logistics employers. Logistics Executive Training Academy provides Quality Training and Development for companies and organisations that meet their individual needs. We provide training and assessment services that are relevant, flexible and of the highest quality.



**More Information on Logistics Executive Academy Training and Development Programs**

[DOWNLOAD PDF](#) ▶



This strategy minimizes the risks involved when tapping into new markets or changing the way you do business, by working with experienced Global Trade specialists you can save time and money make sure you are fully aware and fully prepared to deliver on market expansion plans into lucrative markets.

When it comes to International Trade Investment there are many benefits that can ensure the successful growth of your business providing you with a Global footprint, new customers and markets, product development and financial rewards.

**But remember one size does not fit all in this space - it's a journey.**

**Footnote:**

Logistics Executive Group Corporate Advisory and Consulting Group is a leading boutique provider of performance and outcome driven consulting services across Business Performance, Supply Chain and Operations and Human Capital.

Logistics Executive Corporate Advisory Specialists engage with Companies that are seeking to venture into new International Trade Markets or looking to redesign their current Supply Chain and business operations.

Our Corporate Advisory Team consists of highly specialized Business Leaders in;

- Global Trade Investment
- Free Trade Zones, FTA's & INCO Terms
- Operations & SCM Management
- Logistics
- Interim Management & specialised Project resources
- Mergers & Acquisitions

**Logistics Executive**

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MR ALEX ALLEN , VICE PRESIDENT CONSULTING SERVICES, LOGISTICS EXECUTIVE GROUP

Alex is an internationally recognized Business Leader within the Global Freight and Logistics Industry. He specialises in leading-from-the-front Management disciplines, defining Business Strategy levers, defining and implementing operating plans, creating value within Supply Chain networks. Alex is a Business Graduate from Swinburne University Australia majoring in International Trade & Logistics.

He is Logistics Executive Group's co-representative for Dubai's JAFZA for Australia and New Zealand, a past Board Director for the Australian Government International Trade Advisory Board (ACIT) and a Board Advisor to a number of Logistics industry and corporate entities.

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