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***Afzal***

[***Afzal.356520@2freemail.com***](mailto:Afzal.356520@2freemail.com)

***Supply chain management, 3 PL Logistics, Business Development, Strategic Planning, Sales***

***and operation management, International Standard Operational Procedure.***

***Synopsis***

**MBA 23 Years progressive experience in** Supply chain management /Freight forwarding and shipping Industry, Strategic planning, Revenue center operation, Relationship management .

* Adept in managing business operation with focus on top-line and bottom-line performance and expertise in determining company’s mission and strategic direction as conveyed through policies & corporate objectives.
* Advance expertise in ensuring full compliance with local and international Standard operational Procedures. High level management and marketing experience with excellent contacts in the shipping industry.
* Team Leader accustomed to working under strict deadlines delivering an excellent service to customers. Marketing and sales oriented with excellent communication skills.
* An effective communicator with excellent relationship building , interpersonal, analytical, problem solving and organizational abilities, Possesses deep understanding needs and consumers behaviour.

***Skill and Experience***

***International Business Trip: China, Hong Kong, Japan, Brunei***

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| --- | --- | --- |
| **Category** | **Activities** | **Experience (years)** |
| **3PL,Logistic** | **Coordination & Operation** | **November1993-August 1995** |
| **Air Freight Sales** | **Business Development** | **September 1995 -July 2002** |
| **Sales and Marketing** | **Business Development** | **August 2002- June 2008** |
| **Freight Manager** | **Overall Supervision** | **July 2008-March 2013** |
| **Branch Manager** | **Sales, Operation, Finance** | **April 2013-June 2015** |
| **Divisional Manager** | **Represent the freight forwarding Division/SCM** | **Working since July-2015** |

**E M P L O Y M E N T S C A N**

**Job Title: Divisional Manager/Supply Chain Management**

**Industry: Freight Forwarding**

**July -2015 Till date**

**Employer: Antex Express, Al Shamlany Co. LTD.**

**Jeddah, Saudi Arabia**

**A**

\* Working with various department and buyers to select products.

\* Negotiating and managing contracts with suppliers

\* Planning the best way to get goods from various suppliers

\* Working with retailers to make sure they receive their goods on time and in the right

Condition.

\* Looking at ways to improve supply chain networks

\* Monitoring overall performance to make sure targets are met

\* Preparing forecasts and inventories

\* Recruiting, training and managing a team of supply chain staff

\* Complete warehousing system for air export cargo.

B

* Formulation of the overall division Strategy.
* Negotiating with all airlines being a satisfy shipment agent from civil aviation Jeddah, Saudi Arabia for Air freight cargo for round the globe.
* Develop personal relationship with high value accounts.
* Select freight operational leadership team.
* Handling large accounts with regular direct contact with customers.
* Building strong network of overseas partners and agents worldwide.

**Job Title: Branch Manager**

**Industry: Freight Forwarding**

**April-2013 June-2015**

**Employer: UNIWORLD FREIGHT SERVICES**

**Jeddah, Saudi Arabia**

* Identifying and building strong business relations with overseas partners and agents to have the capacity to undertake complex logistics operations all over the world.
* Increase turnover and profitability through identifying new market opportunities and selling services to these markets.
* Handling large accounts with regular meetings with customers and agents.
* Personnel management, recruiting sales/marketing staff, if required

**Job Title: Freight Manager**

**Industry: Freight Forwarding**

**July -2008 March-2013**

**Employer: SIMA AVANERO/DSV LOGISTICS**

**Jeddah, Saudi Arabia**

* Development of sales and marketing strategies to increase business
* Manage day to day operations of the company.
* Monitor competitors established strong relationship with existing client.
* Responsibilities included development and implementation of marketing plans,
* Investigating and planning the most appropriate route for a shipment, taking into

account perishable or hazardous nature of the goods, cost, transit, security.

* Offering consolidation services by air and ocean, ensuring cost-effective.
* Working closely with customers, colleagues and third parties to ensure smooth

operations to deadlines.

**Job Title: Marketing and Sales Officer**

**Industry: Freight Forwarding**

**August-2002 June 2008**

**Employer**: **KUEHNE-NAGEL LTD**

**Jeddah, Saudi Arabia**

* Sales and Marketing, developing the commercial aspect of the companies key customers.
* Independent and highly successful negotiation with international counterparts for FCL, LCL, Airfreight for in-bound shipment.
* Develop account sales strategies that incorporate both in-bound and out bound shipment.
* Maintain a positive and professional attitude.
* Visit to target and prospect clients for business development. Understand competitor’s strategies, capabilities, and pricing patterns in order to secure and develop the business.

**Job Title: Air freight Sales Executive.**

**September 1995- July, 2002**

**Job Title: Airfreight coordinator**

**November 1993- August 1995**

**Industry: Freight Forwarding**

**Employer:** **MERZARIO INTERNATIONAL FREIGHT FORWARDING CO.**

* Development of sales and marketing strategies to increase business
* Provide inside sales support to all offices by offering, management.
* Visit all existing and target client in order to get new business.
* Negotiate with our different origin station for rock bottom rate.
* Constructive interaction with the internal operational organization to deliver high level client satisfaction & profitability.
* Coordinate with our regular client for new orders.
* Coordinate air import export processes and ensures compliance with custom agent
* Regular liaises with carriers for bookings & ensuring flight status.
* Coordinate with our origin station for booking and copy document in order to get D/O
* Liaise with Agent /Vendors for collection in-bound delivery and out-bound requirement.
* Closing out & Invoicing of job files and follow up for payment with Cr. Client.

**W O R K P R E F E R E N C E S**

**Salary : As per negotiation**

**Availability : 4 Weeks**

**Desired Job Type : Full Time**

**Can Travel for Work : Moderately**

**Highest Education Level : Master (M B A)**

**Current Location : JEDDAH**

**Relocation : Will Consider Relocation to (National) Riyadh, Dammam**

***International :* Bahrain, Qatar, United Arab Emirates**

**Residency / Visa : IQAMA TRANSFERABLE**

**P E R S O N A L V I T A E**

Qualification : Master in Business Administration (MBA) INDIA

Nationality : Indian

Marital Status : Married

Iqama : Transferable / Notice period within 30 days.

Driving License : Holds valid Saudi driving license