***VISIT VISA VALIDITY***

 13 July 2017

Career Statement

*“I feel that my greatest strengths are firstly my desire to engage positively in all aspects of Freight Handling. Secondly my ability to deliver operational solutions to complex logistical problems. Thirdly my strong commitment to maintaining quality, contributing to improvements and supplying an outstanding service to every customer.”*

Sajir

Sajir.368294@2freemail.com

Operations Management (Freight Forwarding /Logistics)

PERSONAL SUMMARY

An educated, dynamic and result driven professional with more than 13 years experience in Freight forwarding and Logistics Management. Excellent interpersonal analytical and negotiation skills. Keen learning and adaptive skills and the driven to be an achiever individually or as a part a team. Right now wants to be part of a successful team, and to work for a company where there will be significant career development opportunities.

PROFESSIONAL STRENGTHS

* Possess seven years of management experience in Freight Forwarding .
* Possess excellent verbal and written communication skills.
* In-depth knowledge of the procedures of air freight and ocean freight.
* Possess good management and monitoring skills.
* Familiar with basic operating systems like Microsoft Word, Excel, Power Point, Outlook and the internet.
* Goal oriented and ability to work under pressure.
* Possess good leadership and management skills.
* Ability to handle multiple tasks.

CAREER HISTORY

***Mohammed Mubarak for Logistics & Trade – Jeddah, KSA***

**OPERATIONS SUPERVISOR** Jan.2015 - Jan. 2017

***Duties Involved:***

* Manage and monitor day-to-day aspects of bookings, shipping, tracking, tracing and billing of import ocean and air shipments to meet customer needs.
* Dealing with customer enquiries face to face, over the phone or via email.
* Communicate service issues to client and management with ability to resolve and follow through.
* Negotiate and analyze pricing with agents abroad, airlines, and ocean liners, in order to achieve competitive pricing & exceed targeted profits.
* Determine efficient and cost-effective methods of moving goods from one location to another.
* Developing & maintaining successful business relationships with all prospects.
* Looking for the Sales process for new prospects, from initial contact through to closure.
* Developing a full understanding of the business market-place.

Personal Skills

*Optimistic*

*Self Motivated*

*Target Driven*

*Customer Focused*

*Well Organized*

Target Job

*Job Type:*

Manager / Supervisor

*Category:*

Freight Forwarding

Logistics

Supply Chain

Business Development

*Locations:*

United Arab Emirates

Qatar

Saudi Arabia

Other Information

*Resident Identity:*

Visit Visa

*Driving License:*

KSA & India

***Kuehne + Nagel Ltd. – Jeddah, Saudi Arabia***

**OPERATION TEAM LEADER (SEA FREIGHT)** Jan.2008 - Aug.2014

***Duties Involved:***

* Manage the import operation team including FCL and LCL.
* Working with Multiple Customers at the same time.
* Commercial discussions to understand clients business processes and requirements.
* Providing rates to the sales team for new customers and bids.
* Independent and highly successful negotiations with international counterparts for FCL and LCL services and tariffs to benefit customer and employer equally.
* Responding to all customer complaints or enquiries in an efficient manner.
* Visiting Customers to build relationships and identify their needs.
* Ensuring profitability by controlling buying and selling rates.
* Explore new opportunities with existing clients and support the activities of internal and route development managers.
* Assist in all areas of operations as directed by management.

***Kuehne + Nagel Ltd. – Jeddah, Saudi Arabia***

**OPERATION EXECUTIVE (AIR FREIGHT)** Sept. 2003 - Dec.2007

***Duties Involved:***

* Independently responsible for client servicing & reporting, follow ups / co-ordination and execution of import bookings and orders with clients and counterparts internationally.
* Correspondence & Rate negotiations with overseas associates, airlines, preparing quotations, handling purchase orders and documentation.
* Strategic Customers with direct involvement to name a few …..

 (Juffali Group, Rubaiyat, Crystal Arabia, Al Sawani Group, KOJ..)

ACADEMIC QUALIFICATIONS

***College of Applied Science, Calicut, India 2000 - 2001***

Post Graduate Diploma in Computer Applications (PGDCA)

***Calicut University, India 1996 - 1999***

Bachelor of Science (Chemistry & Mathematics)

REFERENCES

Available on Request