Alaa

Amman - Jordan

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Career Objective

To learn and implement new things and to work in a growth oriented industry where i can integrate my skills to add constructively to organization and myself, while looking for challenging assignments that offer career growth and seeking a challenging and stimulating suitable position in a reputable organization with significant growth potential

Employment History

Shipping / Sales Manager, Sea Link Logistics, Jordan

(Sept 2012 – Present)

* Developing the Air and Sea freight sales
* Organising marketing plans
* Recording sales and order information to assist the business expansion
* Assist in securing new business
* Generate action plans to enhance performance
* Develop and maintain relationships with customers and clients
* Work alongside the operations team
* Handling and follow Export / Import operations
* Review and close job files for all sales teams and make sure it's having all shipment documents from client’s invoice, agents/ suppliers invoices, emails and confirmations, cost and profits .... etc
* Supervising loading / offloading large shipments to avoid delay or demurrage
* Submit monthly sales, operation and cost/ profit reports to higher management
* Visiting VIP clients
* Market research to follow up market updates and open new channels

Sales Manager, Rimal Decor, UAE

(April 2008 – August 2011)

* Visiting clients and present company business
* Follow up with design team to make sure they show client needs on drawings
* Prepare cost sheet and work with subcontractors to get there offers and sign contracts
* Work with marketing team for new ideas
* Prepare work sheets to submit payment to client according to job percentage

Sales & Marketing Manager, Global Logistics, Jordan

(Jan 2006 – May 201March 2008)

* In charge of a team of 10 sales reps, responsible for leading the development and implementation of all marketing programs and strategic sales activities. Also in command of ensuring that the companies and its customer goals are aligned and met.
* Recruited, managed and grew the company's indirect sales force.
* Implemented sales staff training and retention programs.
* In cooperation with marketing, launched new products and services.
* Prepared and executed business, marketing and sales plan for the whole company.
* Visits clients and generate new business.
* Weekly and Monthly reports.
* Solving problems and follow up with sales Reps. To makes sure that everything is going as plan.

Sales, Rimal Decor, UAE

(Jan 2001 – Jan 2006)

* In charge of sales visits, offers and clients office meetings, plus dealing with shipping agent.   
  • Prepare offers for clients and follow up to secure business.   
  • Arrange meetings with clients to generate business.   
  • Solving problems and make sure that job is done according to signed agreement.   
  • Order items and follow up with agents for date of delivery and payments.   
  • Follow up with shipping agent for shipping date, documents and clearance process.   
  • Visit working sites with clients on regular basis   
  • Submit weekly reports about work and new business

Education

**Bachelor's degree, Finance**

##### **at Amman Privet University**

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