

# Ahmed Saeed Shukri

(CITF®) (CDCS®) (MSc. IT&D)

International Trade | Marketing & Sales | Business Development

## Career Objective:

Passionate in international trade and business development worldwide, build and execute export and marketing & sales business for local and international companies, deep understanding for trade finance and financial instruments.

With more than 8 years of international trade and marketing & sales experience able to drive and achieve business expansion plans toward local & international markets successfully.

## Experience:

### Consultant / International Trade & Marketing and Sales

*July 2020- Present*

- Provide strategic and practical advice in marketing and international trade issues.
- Conducting local and international marketing research to identify industry trends and commercial opportunities.
- Developing and implementing a marketing strategy according to objectives and budget.

### Business Development Specialist (Export)

*Dal Group / March 2019- June 2020*

- Develop new products and open new markets for export, build entering approach for the target markets.
- Design and implement strategic export plans for agro commodities products such as (Sesame, Pulses, etc...) to overseas markets.
- Responsible of developing and executing new export projects
- Coordinating with sourcing agents across Sudan on daily basis to update prices list and monitoring supply chain effectively.

### Export Sales Executive - Europe

*Dal Group / July 2018 – Feb 2019*

- Establish and maintain market in Europe.
- Maximizing company's opportunity through building an excellent understanding of the targeted market.
- Promoting Sudan grown products and establishing and maintaining customer relationships.

### Export Sales Supervisor

*Kenana Sugar Company Ltd/ July 2016 - June 2018*

- Identify and exploit new markets, new customers to achieve export plan.
- Assist the export manager in achieving sales targets and develop & implement agreed sales plans to achieve business target and expanding customers base in the targeted markets.

### Export & Import Sales Officer

*Kenana Sugar Company Ltd / Sept 2012 - June 2016*

- Execute export & import plan effectively.
- Prepare export contracts and negotiate with the international buyers in every term and condition (price, payment method, quantities.....etc.) and insure their requirements are met.

## Personal Info:

Nationality: Sudanese

Date of Birth: 09/02/1989

Status: Married with one son

Ahmedshukri89@gmail.com

+249 968701111

Kafori, Block #5, Street #8

[www.linkedin.com/in/ahmed-shukri-3919a694](http://www.linkedin.com/in/ahmed-shukri-3919a694)

## Skills:

- Problem Solving
- Adaptability
- Collaboration
- Strong Work Ethic
- Time Management
- Critical Thinking
- Handling Pressure
- Leadership

## Education:

MSc / International Trade  
University of Khartoum  
2016 - 2018

BSc. Honor / Business Administration  
University of Khartoum  
2006 - 2011

Certification #1  
Certified Documentary Credit Specialist  
(CDCS®)  
LIBF UK- London - 2017

Certification #2  
Certificate in International Trade and  
Finance / (CITF®)  
LIBF UK- London- 2016

## References:

Rania Osman / Export Manager  
Kenana Sugar Company Ltd  
Email: [Rania.osman@kenana.com](mailto:Rania.osman@kenana.com)