

Mazin Magdi Abdelhaliem

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Supply Chain & Logistic services

- Extensive experience in logistics, supply chain, distribution, and data management.
- Excellent interpersonal, communication and relationship-building skills. Listen attentively, communicate persuasively and follow through diligently.
- Technically skilled – cross-platform expertise (Win/Mac) and proficiency in Word, Excel, PowerPoint, and Photoshop.

Key Competencies

- Customer Services excellence.
- Sea freight & Air freight background
- Social related activities.
- Communication and interpersonal skills.
- Fluent in Arabic/English.
- Prepare a work plan
- Good follow up to work and clients
- General Management

Education

University Of Khartoum (Sudan)

- Bachelor degree In Law 2009.

Industrial University Selangor UNISEL 2014 (Malaysia)

- Master of Business Administration MBA

Work Experience

Sales Executive, DEC 2014 to JUN 2016 • ARAMEX SUDAN, Khartoum

Duties and Responsibilities:

- Responsible for driving net new sales and revenue from prospective and existing customer accounts within the assigned vertical. Gain new customers who can generate profit.
- Sells solutions through prospecting, networking and executing on account plans and marketing initiatives to increase the company footprint within assigned accounts resulting in revenue growth and quota attainment. Update the system and attached the documents needed.
- Communicate with airline for best export & Import rate.
- Quote client.
- Request for export & Import documents from client and start export process.
- Following up the export formalities with our broker until send the shipment shipping line or airline.
- Following up the shipment until the last destination.
- Revert back to client with proof of delivery copy.
- Finalize the job costing with account team.

Central Advance Digitech CTC, Elevator Department JUN 2016, NOV 2017

Duties and Responsibilities:

- Responsible for following up with supplier regard sea freight delivery.
- Monitoring client's payments in order to release shipments.
- Following up with clearance agent after shipment arrival.
- Coordinate with procurement department in terms of Free zone shipments.
- Review and execute contract accordingly.
- Minimize cost for offloading and storage.

Senior Customer Management Team, Aramex International Sudan Nov 2017 - Current job

Duties and Responsibilities:

- Responsible for driving net new sales and revenue from prospective and existing customer accounts within the assigned vertical Gain new customers who can generate profit.
- Supervise and motivate Sales team to achieve sales target.
- Sells solutions through prospecting, networking and executing on account plans and marketing initiatives to increase the company footprint within assigned accounts resulting in revenue growth and quota attainment Update the system and attached the documents needed.
- Communicate with airline for best export& Import rate.
- Request for export & Import documents from client and start export process.
- Following up the export formalities with our broker until send the shipment shipping line or airline.
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- Finalize the job costing with account team.

References

- Wael Mohamed Saed, Aramex international, Country Manager, Mob: 00249912178603.
- Esam Ali Hussien, Maintenance Manager, Central Advance Digitech CTC, Mob: 00249123010052.