

Mohamed Gaber Mohamed Abou-Sayed

Job Title: Senior Customs & Logistics Manager

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Location: Benha, Qalyubia, Egypt

Nationality: Egyptian

Date of Birth: 18th June 1987

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Professional Summary

Senior Customs & Logistics Manager with 14+ years of experience in customs clearance, international logistics, trade compliance, and freight forwarding across the Gulf region (Qatar & Saudi Arabia). Proven track record of reducing customs processing time by 20%, optimizing workflows, and leading high-performing teams. Adept at HS Code classification, Inco terms and regulatory compliance, delivering cost savings while ensuring seamless cross-border operations.

Core Competencies

- Customs Clearance & Trade Compliance (Saudi & Qatari Regulations)
- Freight Forwarding (Air, Sea & Land)
- HS Code Classification & Documentation
- Inco terms & Cross-Border Operations
- Team Leadership & Training
- Process Optimization & Cost Reduction
- Vendor & Stakeholder Management
- Performance Reporting & KPI Tracking

Experience

Job Title: Senior Customs & Logistics Manager

Amwaj ALMad Logistics – Dammam, Saudi Arabia | Feb 2023 – May 2025

- Managed end-to-end customs clearance for imports and exports, ensuring compliance with ZATCA regulations.
- Led logistics and clearance teams to consistently exceed operational KPIs.
- Implemented cost-saving initiatives, reducing operational expenses by 12%.
- Coordinated with government authorities to resolve customs disputes efficiently.
- Streamlined documentation workflows, improving shipment turnaround times.

Key Achievements:

- Reduced customs processing time by 20% through targeted training and system enhancements.
- Increased clearance accuracy by implementing centralized documentation control.

Job Title: Professional English Translator

Future Group for Translation – Mansoura, Egypt | Dec 2021 – Feb 2023

- Translated legal, commercial, and technical documents with 98% accuracy.
- Collaborated with project managers to deliver multilingual projects under tight deadlines.

Key Achievements:

- Delivered 150+ projects with zero delays and exceptional client satisfaction.
- Maintained 98% translation accuracy rate over 150+ projects.
- Successfully delivered multilingual projects under tight deadlines with zero delays.

Job Title: Customs Broker & Logistics Supervisor

Abu Samra Cargo & Customs Clearance – Doha, Qatar | Dec 2011 – Nov 2021

- Processed air, sea, and land freight customs clearance for major clients.
- Ensured compliance with Qatari customs and trade regulations.
- Tracked and optimized shipment scheduling using Captain and Single Window systems.

Key Achievements:

- Reduced customs fines by 15% through accurate HS classification and staff training.
- Established strong relationships with customs officials, expediting approvals.

Job Title: English Language Instructor

ELSALLAM Private Schools – Benha, Egypt | Sep 2008 – Dec 2011

- Taught English language courses for primary and preparatory levels.
- Designed lesson plans and integrated digital tools to enhance learning outcomes.

Key Achievements:

- Improved student scores by 25% through innovative teaching methods.

Education

Bachelor of Arts and Education – English Department – Benha University.	2004-2008.
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Training & Certifications

- **TEFL** – Teaching English as a Foreign Language.
- **Customs Broker Training** (Qatar Chamber of Commerce) – 2011 & 2017
- **ICDL** – Ministry of Communications, Egypt.
- **Microsoft Office Certification** – AL-Riyadh Educational Centre, Qatar
- **IT Career Seminar** – Pioneers for Training, Egypt

Technical Skills

- **Customs Systems:** ZATCA, FASAH, Qatar Single Window
 - **Tools:** MS Excel, Word, PowerPoint, Outlook
 - **Compliance:** HS Classification, Inco terms, Regulatory Procedures
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Languages

- **Arabic:** Native– Full command of formal and professional communication.
- **English:** Fluent to Advanced – Exceptional command of spoken and written English.