

Adil Munir

Senior Sales & Marketing – Logistics & Transportation –Professional (16 Yrs.)

Al Khobar, Saudi Arabia

Mobile: +966 54 196 2450 | Email: adilonline143@gmail.com

Iqama Status: Marketing Specialist (Transferable) | Nationality: Pakistani

Professional Summary

Senior Sales & Logistics Professional with over 16 years of experience, including 2 years of experience in Saudi Arabia, in logistics, transportation, automotive, and corporate sales. Specialized in domestic transportation within Saudi Arabia, sales growth, rate negotiations, and key account management, with practical exposure to customs documentation and coordination processes. Demonstrated success in meeting targets, developing new business, and maintaining strong, long-term client relationships.

Core Skills

- Logistics Sales & Business Development
- Port Customs Clearance (KSA)
- Domestic Transportation & Fleet Coordination
- Key Account Management
- Rate Negotiation & Contract Management
- Sales Forecasting & KPI Achievement
- Client Relationship Management (CRM & SAP)
- Market & Competitor Analysis

Professional Experience

***Senior Sales & Marketing – Logistics & Transportation**

Al-Jabri Brothers Company for Logistic (ABC Logistic) – Saudi Arabia

Dec 2025 – Present

- Managing logistics sales and business development activities
- Handling client acquisition and key account management
- Preparing quotations and negotiating competitive transportation rates
- Coordinating with operations for smooth execution of logistics services
- Expanding customer base and maintaining long-term business relationships

***Senior Sales & Marketing – Logistics & Transportation**

[Talal Otham Saleh Al Hamdan Ltd \(Ashwheelz\), Al Khobar – Saudi Arabia](#)

May 2023 – Nov-2025

- Developed and implemented sales strategies for logistics and transportation services
- Handled sea port customs clearance and domestic transportation across Eastern Province
- Prepared quotations, negotiated competitive rates, and secured long-term contracts
- Maintained strong relationships with corporate clients and key accounts
- Coordinated with operations and finance teams to ensure smooth service delivery
- Achieved sales targets and contributed to business growth

***Senior Marketing Manager**

[IGI General Insurance Ltd – Pakistan](#)

Jan 2021 – May 2023

- Managed corporate and individual clients and achieved monthly and annual sales targets
- Developed new business through referrals, networking, and market research
- Prepared sales forecasts, reports, and performance analysis
- Negotiated terms and closed high-value deals while maintaining ethical standards

***Corporate Sales In-Charge (Sales & Marketing)**

[KIA Motor Sport City Ltd – Pakistan](#)

Mar 2020 – Dec 2021

- Led corporate vehicle sales and managed key corporate and banking clients
- Developed and executed corporate sales strategies to increase market share
- Achieved monthly and quarterly targets set by national sales management
- Prepared contracts, financing options, and sales documentation
- Analyzed market trends and competitor activities

***Assistant Sales Manager (Sales & Marketing)**

[Honda Gujranwala \(Pvt\) Ltd – Pakistan](#)

2010 – Mar 2020

- Managed showroom and corporate sales operations
- Achieved consistent sales targets and high customer satisfaction

- Handled CRM & SAP systems, reporting, and stock management
- Led and coached sales team members
- Built long-term customer relationships and repeat business

Key Achievements

- Multiple target-based international incentive trips: Thailand, Malaysia, Singapore, and Dubai
- Highest Sales Award for Honda City – 2018
- Consistently achieved and exceeded annual sales targets
- Recognized for strong client retention and relationship management

Education

Bachelor of Commerce (B. Com)

University of the Punjab, Pakistan

Languages

English – Fluent

Urdu – Native

Arabic – Basic

Certifications & Training

- Sales & Marketing Professional Training
- Journey Management Planner
- SAP & CRM Systems Training
- Defensive Driving, First Aid, CPR & Fire Fighting

In view of the above, it is requested that you please consider me with great kindness & affection, I assure you to work for the entire satisfaction of my superiors.

Kind Regards,

Yours Sincerely

ADIL MUNIR