

Mohammed Ajyad

□ Riyadh, Saudi Arabia

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Professional Summary

Dynamic and results-oriented Operations Lead and Sales Executive with a strong background in the logistics industry, known for effectively managing teams and optimizing operational workflows. Proven expertise in strategic planning, employee development, and project management, consistently driving productivity and efficiency improvements. Adept in leadership, teamwork, and process optimization, with a solid command of Microsoft Office tools. Passionate about continuous improvement and committed to contributing to organizational success through operational excellence.

Professional Experience

GAC Group — Riyadh, Saudi Arabia

Sales Executive | February 2025 – Present

- Developing and maintaining client relationships to promote logistics and freight solutions.
- Collaborating with operations and customer service teams to deliver tailored service offerings.
- Achieving sales targets through effective prospecting, market analysis, and consultative selling.
- Representing the company at industry events and client meetings to expand market presence

Ajaz Al Arabia Logistics Services — Riyadh, Saudi Arabia

Sales Specialist | October 2024 – January 2025

- Proven track record in driving revenue growth and building strong customer relationships.
- Skilled in consultative sales, market analysis, and strategic negotiation.
- Consistently achieved or exceeded sales targets through tailored client solutions.

Ajaz Al Arabia Logistics Services — Dubai, UAE

Operations Lead | April 2023 – September 2024

- Saved SAR 1.2M annually through process optimization.
- Led operational strategy and managed daily logistics activities.
- Supervised and trained teams to ensure seamless service delivery and compliance.
- Implemented process improvements using Microsoft Office tools for streamlined project management.

Operations Executive | September 2020 – March 2023

- Coordinated daily logistics operations managing 100+ weekly shipments
- Developed training programs that reduced on boarding time for new hires by 30%
- Created standardized operating procedures adopted company-wide
- Supported logistics operations, contributing to seamless workflow and cost savings.

- Supported core logistics operations with a focus on planning and coordination.
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Education

- **Intermediate** – Gowtham Junior College, Hyderabad, India
 - **CBSE 10th** – International Indian School, Riyadh, Saudi Arabia
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Areas of Expertise

- Logistics & Supply Chain
 - Team Leadership & Training
 - Project Management
 - Sales & Business Development
 - Operations & Logistics Management
 - Strategic Planning & Execution
 - Client Relationship Management
 - Process Optimization
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Education & Certifications

- **CSCMP Supply Chain Foundations** | LinkedIn Learning | May 2025
 - **Business Analyst Certification** | Relevel by Unacademy | March 2023
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Additional Information

- Transferable Iqama
- Valid Saudi Driving License
- **Languages:** Arabic & English (Professional), Hindi & Urdu (Native)