



NAZIMUDDIN MOHAMMED KALLERI

Sales & Operations Professional

Performance driven, Self- motivated professional with 6+ years of rich experience in the field of Shipping & Logistics.

Skilled in Pricing and Negotiations, Sales and Marketing, Training and Development.

PERSONAL DETAILS

MOB: 0581854156

Email: Naziim17@gmail.com

Add: 10th Street, Al-Aqrabiya, Khobar.

Iqama No: 2503396208

DOB: 13/05/97 (27 Yrs)

Marital Status: Single

Linked-In

<https://www.linkedin.com/in/nazimuddin-b08961149>

Interest

Sports and Games
Cooking
Music

Languages Known

ENGLISH
HINDI
ARABIC (Beginner)

EDUCATION

POST GRADUATION IN LOGISTICS AND SUPPLY CHAIN MANAGEMENT

@ MANIPAL ACADEMY OF HIGHER EDUCATION, MANIPAL UNIVERSITY,
INDIA

Year: 2017-2018 / GPA: 7.6

BACHELOR OF BUSINESS MANAGEMENT (BBM)

@ St. ALOYSIUS COLLEGE (AUTONOMOUS) MANGALORE, INDIA

Year: 2014 – 2017 / PERCENTAGE: 52.78%

ADDITIONALS

- CII certification course on Port Management, Procurement and Strategic Sourcing.

SKILLS

- Customer Mapping
- Sales Strategy
- Excellence in Innovation, Planning and Execution
- Team Management
- ERP Management

WORK EXPERIENCE

FINDWAYS SHIPPING CO, DAMMAM.

Asst Manager – Sales & Ops (from JAN 2023)

- Develop and implement sales strategies, - Identifying target markets, developing sales plans, tracking and analyzing sales performance.
- Stay up to date on industry trends, attending industry events, Obtaining info on trade publications and networking with other professionals.
- Building a dedicated team in Sales and Ops division, focusing on service quality & business growth.
- Developing Integrated logistics systems through discussions with Mgt & Sales team on Promotions, customer visit reports & Client onboarding, performance analysis, budgeting/expenses & loopholes etc.
- Ensured client enquiries & Ops were handled professionally and efficiently.

WORLDLINKS LOGISTICS, KHOBAR.

Pricing and Operations (NOV 2021 - DEC 2022)

- Solely responsible for Pricing and Operations from all the sectors.
- Coordination on Rate Negotiations, Bookings and pick up arrangements, customs and Final Delivery.
- Responsible for troubleshooting any concern related to freight & customs.
- Maintaining up-to date reports on all the operations.

COMPASS LOGISTICS, DAMMAM.

Pricing and Operations (JAN 2019 – AUG 2021)

- Lead and Direct pricing strategy formulation and take necessary pricing actions to enhance profitability, ensuring integrity and accuracy.
- Keeping track of the market situation for Surge/Reduction in market rates and Maintaining records of Win/Loss data by comparisons.
- Conducting monthly and quarterly reviews with sales team on margin reports and tracking the effect of any changes on sales and margins.