

Imad Saeed ALSharabi

Personal Information

Jeddah, Saudi Arabia

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Nationality: Yemeni

Date of Birth: 29/01/1989

Professional Summary

Industrial Engineer with extensive experience in logistics operations, customs clearance, and transportation management. Adept at team leadership, optimizing operational efficiency, and ensuring seamless supply chain coordination.

Work Experience

Operation Supervisor

ALWared ALBahri For Logistics Services (Customs Clearance and Transportation)

Jeddah, Saudi Arabia | September 2017 - Present

- Managing customs clearance and transportation operations to ensure efficiency.
- Coordinating between departments to enhance operational workflow.
- Supervising and training teams to improve performance and productivity.
- Monitoring KPIs and implementing strategies to reduce costs and increase efficiency.

Sales & Technical Support Engineer

International Commercial Enterprises Co. (Industrial Equipment)

Jeddah, Saudi Arabia | December 2014 - July 2017

- Provided technical support and sales consultation for industrial equipment.
- Negotiated contracts and closed deals with clients.
- Conducted market research to identify new business opportunities.
- Delivered product training sessions to clients and partners.

Education

Bachelor's Degree in Industrial & Manufacturing Systems Engineering

Taiz University - Yemen | 71.91% | July 2013

Diploma in Secretary | Queen Balkees For Languages & Computer Institute - Yemen | 97.27% | June 2013

Diploma in English | British Center for Training and Qualification - Yemen | 85% | September 2009

Certifications & Courses

- American License for Computer IC3 | June 2014
- Advanced Sales Skills Course (Improving Your Sales Skills) | Blue Ocean Academy | August 2015

Skills

- Logistics & Supply Chain Management
- Customs Clearance & Freight Forwarding
- Team Leadership & Training
- Problem Solving & Decision Making
- Negotiation & Client Relations
- MS Office (Excel, Word) & Logistics Software

Languages

- Arabic - Native
- English - Proficient