

CONTACT

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SKILLS

- Professional Skills
- Professional in using
- Microsoft tools and Adobe Photoshop
- Basic knowledge of MicroStation
- Ability to work well in teams and to analyze and solve complex problems
- Strong communication, observation & presentation skills
- Pricing negotiation
- New account development

LANGUAGES

Arabic: Native language

English: C2

Master or proficient

EDUCATION

Pursing A Bachelor of Architectural Engineering - Tennessee State University - Nashville, TN

CERTIFICATIONS

CISCP

Certified International Supply Chain Professional

CISCM

Certified international Supply Chain Manger

From International Purchasing and Supply Chain Management Institute, USA.

WORK HISTORY

Crane Worldwide Logistics - Khobar, KSA

Business Development Executive, 06/2024 to Current

- Identifying opportunities in the target market
- Generating leads through cold calling prospective client or networking at trade shows
- Developing and nurturing relationships with key customer accounts
- Following up with new leads and referrals generated from the sales team.
- Assessing client needs and the company's ability to meet those needs.
- Preparing status reports on goals and KPI.
- Handling Customer Relationship Management (CRM) Software

Motion Logistics Services Co. Ltd - Khobar, KSA

Sales Executive, 01/2022 to 05/2024

- Maintained relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements
- Managed over 50 customer calls per day
- Contributed to team success by completing jobs quickly and accurately.
- Consistently going above and beyond job requirements, regularly exceeding targets, and expectations.
- Planned logistical operations for safe transportation, storage, and sale of goods.
- Fostered positive relationships with customers to enhance loyalty and retention.
- Effectively handled daily customer meetings, sales calls, and account management tasks, improving sales team efficiency.

Logistics Coordinator, 09/2019 to 12/2021

- Managed client's account and the documentation process
- Coordinated with suppliers and transportation providers to ensure the arrival of goods within the required timeframe and obtain the best freight rates
- Conducted monthly financial audit and issue invoices
- Acquired new clients, and customers and recruit the best brokers
- Worked with operational team to reduce waste where possible.
- Completed shipment documentation to company standards.

Villa Misk Hotel – Dammam, KSA

Guest Services Supervisor, 07/2014 to 05/2015

- Managed store operation requirements by scheduling and assigning employees as well as following up on work results
- Increased sales by 20% compared to the previous year.
- Determined optimal marketing strategy changes by reviewing operation, financial statements, and department sales records, and using marketing techniques to acquire contracts with various companies
- Maintained inventory and mentored store staff by coaching and counseling.
- Handled cash inflow on the check-ins and check-outs and found solutions to customer queries and concerns