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|  | |  | | --- | | Abdullah ALRasheed |     Accomplished **senior professional with 10+ years of exceptional experience** leading teams, delivering results, and exceeding expectations. Creative and motivated leader adept at utilizing exceptional design and planning strengths to accomplish complex projects. Skilled in teaching new concepts and best practice strategies.    **Work History**       |  |  |  | | --- | --- | --- | |  | 2022 | **2022 Air cargo pricing Specialist**  DB Schenker   * Lead and execute pricing of all contracted and non-contracted opportunities on behalf of the country. * understand customer objectives and analyze bid/lane requirements, for existing clients understand volume development, margins & challenges. * Assist in the development of pricing strategy per opportunity together with sales and DB Schenker network. * Continuously liaise with regional/country management to understand state and dynamics of markets analyst.   **2016 – 2022** **Duty Supervisor**  Saudia Cargo   * Created successful work schedules for each team member to maintain deadlines and fully staff shifts. * Applied strong leadership talents and problem-solving skills to maintain team efficiency and organize workflows. * Maintained compliance with company policies, objectives, and communication goals. * Identified unsafe or unhealthful workplace conditions or hazards to enforce safe work practices and procedures. * Evaluated employee performance and coached and trained to improve weak areas. * Conducted routine inspections to check quality and compliance with established specifications. * Reduced process bottlenecks by training and coaching employees on practices, procedures, and performance strategies. * Awarded 5 certificates of appreciation in recognition of exceptional performance. * Scheduled 1000 flights in 3 months during COVID-19. * Worked on SAL ORAT Project, joint effort between Munich Airport International (MAI) and King Khalid Airport, to construct new cargo terminal. |  |  |  |  | | --- | --- | --- | | **2015 – 2016** |  | Student Liaison Specialist  *Saudi Aviation Flight Academy (SAFA)*   * Conferred and resolved education-related issues and problems with students. * Evaluated programs and monitored implementation and compliance with regulations to achieve objectives. * Trained students in art of aviation through theoretical and practical flight instruction. * Coordinated and followed up on pilots' license issuance. |  |  |  |  | | --- | --- | --- | | **2013 – 2014** |  | Senior Processor  *Bank Saudi Fransi (BSF)*   * Assessed and made decisions about customer credit applications using range of criteria including purpose of application, credit viability, customer payment history, and customer creditworthiness. |     **Education**       |  |  |  | | --- | --- | --- | | **2013** |  | **Bachelor of Business Administration in Management Information System (MIS)**  Al-Yamamah University |  |  |  |  | | --- | --- | --- | | **2008** |  | **Associate degree of electricity**  Riyadh Collage of Technology |     **Certifications**       |  |  |  | | --- | --- | --- | | **2021** |  | SAL Saudi Logistics Services courses. |  |  |  |  | | --- | --- | --- | | **2019** |  | GACA training courses. |  |  |  |  | | --- | --- | --- | | **2018** |  | Champ TOT (Training of Trainees). |  |  |  |  | | --- | --- | --- | | **2018** |  | Supervisor Skills, Customer Service and Satisfaction, Mawhiba Training Center. |  |  |  |  | | --- | --- | --- | | **2017** |  | SMS for Managers and Key Personnel, Kraits. |  |  |  |  | | --- | --- | --- | | **2016** |  | Project management Professional (PMP), KPMG. | |  |  | **Contact**      Address  Riyadh, Saudi Arabia  Phone  +966 50 746 9196  E-mail  [Mr.alrasheed@windowslive.com](mailto:Mr.alrasheed@windowslive.com)  LinkedIn  [Abdullah Alrasheed](https://www.linkedin.com/in/mralrasheed/)  **Skills**      Cargo Operations Management  Aviation Operation Systems  Stock Inventory Control  Performance Management  Process Improvement  Leadership  Negotiation  Staff training/development  Coaching and mentoring    **Software**      SAP BusinessObjects BI  SITA  Cargo Spot  MS Office    **Languages**      Arabic: Native  English: Fluent  French: Beginner |  |

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