

CURRICULUM VITAE

SYED REHANAHMED

MAGHRABI

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Education

**Anwarul Uloom Business
Management College**

Hyderabad India

MBA: Marketing & HR - 2007

Bachelor of Commerce - 2005

Key Competencies

- Excellent listening, communication and interpersonal skills with both written and verbal
- Hard worker, Result oriented and optimistic
- Ability to work independently, make decisions and solve problems.
- Self-motivated, confident and professional
- Good presentation and time management skills.

Technical Skills

**Office Suite: - MS Office 2016
(Good at MS-Word, Excel)**

**Networking: - CCNA, Devops:
- GIT, CHEF, DOCKER,**

**Cloud Services: - AZURE,
AWS**

Accounting S/W: - FOCUS

OBJECTIVE

Seeking to join a vibrant and exciting company in a demanding logistics or supply chain management role where my expertise, experience, and abilities can support the company's expansion, ongoing success and mutual growth.

Work experience

Senior Operation Specialist

Ideal line logistics

Jeddah, Saudi Arabia 01/2023 – Current

- Handling Air & Sea Freight operations from start to finish focusing on LCL and FCL shipments to carry out logistics tasks along with all responsibilities.
- Following local customs rules to clear goods at our soonest.
- Negotiations with shipping line and transportation companies to get the best rates,
- Solving problems at beginning stage to avoid backlogs, problems to keep shipments process smoothly without any penalties, fines.
- Can create and use a strong network in our field, contacts to work better and to generate, to secure new business activities, clients.
- Working with multiple vendors to supply on time clearance, deliveries to grow our business based on strong operations / customers services.
- Managing full track record of all the shipments day to day, monthly for long-term relationship with clients and to secure more business, success.
- Keep an eye on what's new in our industry to update clients to plan better choices.
- Providing great customer service on timely manner, explaining them the procedure if required.
- Guiding our colleagues to the right path & wherever they required to support them to make things easier while it comes to operations.

Operations Officer (Import & Export)

Modern Gates logistic company

Jeddah, Saudi Arabia 03/2022 to 12/2022

- Handling Import/ Export
- Follow-up with Liner Arrival Confirmation of Bill of Lading, D/O and other related job
- Arrangement of Deliveries and Pick-ups.
- Responsible for Customer Service internally, Bookings, Documentation, and Execution of Routing Shipments.
- Maintain update daily/weekly report
- Responsible for reviewing all Import/Export documents.

Languages

- English: Excellent
- Arabic: intermediate
- Urdu: Natively
- Telugu: Natively

- Assists the day-to-day Operations for Imports and Exports to ensure Customer requirements.
- Communicating Information and Instructions to/from Vendors Domestic and International.
- Trace Shipment through Transit Points up to Final Destination and Advice Customer Service as needed.

Operation Specialist

Al Ruby International Euro Com

Salmiya, Kuwait – 03/2019 to 01/2020

- Improving the operation system, process & policies to support organization.
- Work with customers to improve processes through automation.
- Assure the local implementation Guidelines and/or standard procedures as outlined in the company's (Integrated Management System)
- Measure regulatory compliance of customs brokerage transactions processed by auditing transactions.
- Process ownership and enforcement of Compliance by customs and related agency requirements, including deciding and enforcing corrective measures to ensure operational excellence. Develop & maintain positive relationships with Customers

Sales Manager

Moya Enterprises

Hyderabad, India 02/2011 to 12/2018

- Planning; development and execution of an organization's marketing and advertising initiative and ensures organization development, proper maintain distributor across channels and targeted audiences in order to meet sales objectives.
- ensure that all communications align with the brand.
- Meet with the chief executive regularly.
- Spot opportunity in the market and drive growth of the business.
- Maintained ethical and tremendous working environment to lessen turnover and sell high retention fees.
- Closed rewarding sales deals the use of study negotiation and persuasion abilities.

Software Consultant

Soft-Line Software Services (p)Ltd.

Hyderabad, India – 08/2007 to 12/2010

- Consulted with clients to align future software development with customer priorities.
- Developed complex solutions to all business problems along with customer engagements by detailed analysis, negotiation and coordination with main decision makers.
- Designed complete solution architecture tailored to specific end-user needs.

- Purchased systems and prepared documentation and progress reports for customers.
- Served as technical expert on products at press events and conferences.
- Aided in software implementation for clients in steel industry, providing setup and initial training services.
- Collaborated with upper management to drive strategy and implement new processes.

Customer Specialist

Eureka Forbes Limited

Hyderabad, India – 01/2003 to 03/2007

- Pitched ideas for business development to executive team and gave in-depth presentations to clients using effective public speaking skills.
- Scheduled and implemented product promotions in accordance with available inventory and staff resources.
- Prospected for new business opportunities via cold calling, using lead generation lists and networking. Created and maintained database containing information on business proposals and contacts.
- Maintained client satisfaction with a head-wondering strategies targeted on addressing patron wishes and resolving worries.
- Analyzed customer service developments to find out areas of opportunity and offer