



Ahmad Ashraf

Senior Dispatch Head | Logistics & IT Services Provider

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Profile

Versatile and results-driven Logistics and IT Sales Specialist with over 3 years of experience in U.S.-based truck dispatching, freight brokerage, and remote logistics coordination. Founder of a premium dispatch service delivering high-paying loads and strategic back-office support to carriers across United States of America. Certified in Freight Brokerage from Freight 360 University, with expertise in lane planning, carrier onboarding, rate negotiation, and compliance for Hazmat, TWIC, Tankers, and T-Double/Triple freight.

In addition to logistics, brings a solid foundation in IT sales and client acquisition, including cold calling, lead generation, and CRM-based pipeline management. Successfully promoted digital solutions like web development, data scraping, and AI automation tools to small and mid-size businesses. Skilled at blending logistics with tech—leveraging digital tools and analytics to streamline dispatch operations and improve customer outcomes. Passionate about building long-term partnerships through transparent communication, reliable service, and business-savvy strategy.

Education

Bachelors In Computer Sciences 11/2019 – 12/2023
Superior University

Professional Experience

Self Employed 01/2024 – Present
Lead Strategist - Logistics Dispatch & IT Solutions
7+ US logistics clients, IT outsourcing agency

Southshore Logistics 09/2023 – 12/2023
Dispatch Manager
Led 6 member team

Alpha Enterprises 01/2022 – 08/2023
Sales Executive → Sales Manager
Closed \$52k+ business, led 12 members

Falcon Tech Solutions 04/2021 – 12/2021
Dispatch Intern

Self Employed 2019 – 2021
Freelancer
Data Scraping, Python automation, Web development, SEO & IT sales

Projects

Carrier Services 2024 – Present
Factoring & Insurance
Onboarding new carriers to our affiliated factoring companies & commercial insurance agencies.

Transportation Solutions 2024 – Present
Driver Recruitment
New driver recruitment for transportation companies and providing them rented trailer services.

Transport Management System 2024 – Present
Mobile App & Web
Design dispatch related software by provide mobile application and web interface.

Skills

Communication Skills	_____	Time Management	_____
Frontend Developer (Web Scraping, Html, CSS, and Python)	_____	Leadership	_____

Certificates

Freight Broker Certification  — Freight Brokering & Load Coordination | Carrier Procurement & Relationship Management | Customer Acquisition & Sales Strategy

Organisations


- SEE Lahore**
Ambassador
Served as an Ambassador for SEE Lahore, showcasing adept management and team leadership prowess by fostering collaborative efforts, driving engagement, and achieving collective objectives with a dynamic and passionate team.

2022 – 2022
- Al-Khidmat Foundation**
Member of administrator Idyllic Youth Society
Learn Management Skills. Learn to organize the events. Learn to collaborate with other organizations (Societies & Universities).

2019 – 2019
- SEE Lahore**
Volunteer
Demonstrated exceptional management and team leadership skills as a dedicated volunteer at SEE Lahore, effectively coordinating and guiding diverse teams to achieve impactful results.

2018 – 2018

Courses

Freight Broker Basic Course 
Freight 360
Completed comprehensive Freight Broker Basic Course covering essential skills for logistics operations and freight brokering.

09/2024 – 01/2025

Languages

English

Urdu

Punjabi