

# MAHMOOD KAYANI

Professional in logistics and supply chain

**Business development Manager with 20+ years of experience in logistics and supply chain-transportation, Warehousing, Air and Sea Import/Export Shipments.**  
**Professional expertise in association/coordination of building projects .**

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 Dammam, Kingdom of Saudi Arabia

## Work Experience

### 1. Business development manager

**DB Schenker**  **SCHENKER**

**May 2022-Present      Dammam, KSA**

- Management of all Business to business and new sales till recovery activities of Transportation, Warehousing, Air and Sea Import and Export Shipments.
- Furthermore, achieved establishment of new market.
- Moreover, Establishing relationships with customers in order to obtain business.
- As a whole, provide clients with forwarding and logistics solutions that are effective and efficient.

### 2. Area Sales manager

**LSC** 

**09/2019-2021      Dammam, KSA**

- Managing new sales activities and recovery activities related to transportation, warehousing, air and sea imports and exports for the National Sales Manager
- Moreover, establishment of new market.
- Establish relationships with shipping carriers in order to obtain rates and services for goods.
- The coordination of rates and services with the Worldwide Associate.
- Providing quotes on different airlines and shipping companies to local and international inquiries and shipping Lines.
- Provide customers with the most effective forwarding and logistics solutions.

### 3. Senior Sales Consultant Business Development

**Almajdouie Logistics** 

**09/2009-08/2019      Jeddah, KSA**

- Reporting to Freight Manager/COO as well as partaking in the management of all business to business (air and Sea Import and Export Shipments).
- Building Association with Shipping Carriers for getting goods rates and services.
- Coordination with Worldwide Associate to get rate and services.
- Additionally, quoting rates to local and International Inquires on different airlines as well as shipping Lines.
- All in all, providing effective and beneficial forwarding and logistics solutions to the clients.

### 4. Deputy Manager Sales

**TAQ Logistics**



THE TAQ ORGANIZATION

**02/1999-08/2009      Lahore, Pakistan**

**(worked in several different branches all over Pakistan)**

- Quoting rates to the clients with different air line and shipping Line options.
- Over all providing effective services for the existing customers, not only that, but also gaining new customers

# Education

MBA in marketing (GPA 3.54)  
Hajvery University (Lahore, Pakistan)  
**B-Com** (Placed in 1st Division)

# Languages (fluent)

- English
- Arabic
- Urdu

# Certificates

1. Achieving optimum performance in Sales & operations of SFE & AFE (2002)
2. Customer Relationship management qualification (2003)
3. English Proficiency course certification (2007)
4. Business English Course certification (2003)

## 5. Certification of (2004):

- Module 1- Scope of Freight forwarding services.
- Module 6- Customs and Port procedures.
- Module 7- Consolidation, Intermodal transportations and warehousing.
- Module 9- Incoterms
- Module 11- Cargo Insurance
- Module 12- Liability Insurance

# Skills

Teamwork

Flexibility

Able to work individually

Good social skills

Analytic and creative problem solving

Leadership

Time Management

# Contact Details

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