

MAHMOOD KAYANI

Professional in logistics and supply chain

Business development Manger 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 **المجدوعي**
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 
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)

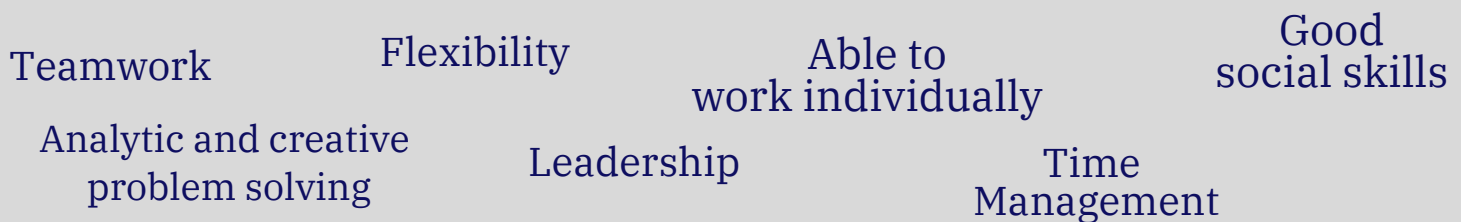
Languages (fluent)

- 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



Contact Details



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